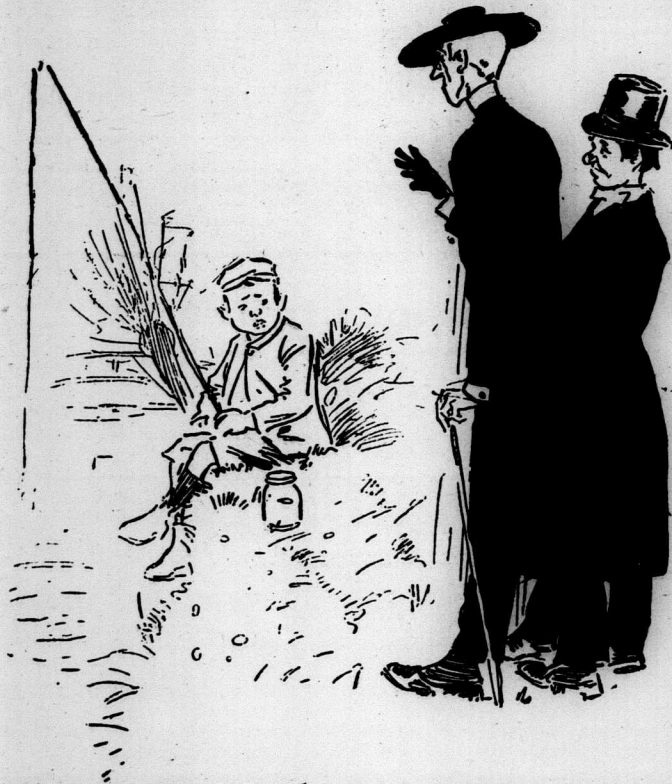


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Cured and Packed Where Caught!

"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" **Highest Quality Brand competes on quality and not on price. It is the Standard Brand of Canned Fish!** **Always.**

ARTHUR P. TIPPET & CO.,

8 Place Royale,
Montreal.

Sole Agents,

20 1/2 Front Street,
Toronto.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACETOWN Limited



For Sale Everywhere.

ASK FOR

MOTT'S.

The Scale With Brains.

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

MADE IN CANADA.

Drop a postal asking for Catalogue to

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

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



James Ewart

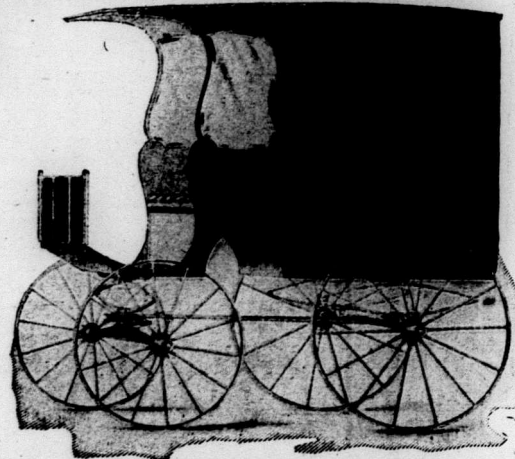
MANUFACTURER OF

High-Grade Delivery
WAGONS

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

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 118



THE GREIG MANUFACTURING CO. MONTREAL. LIMITED

MANUFACTURERS OF

Crown Brand Flavoring Extracts
and Confectioners' Specialties.

SOLE AGENTS FOR CANADA FOR...

"Kkovah" Household Specialties.

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

"KKOVAH" Jellies (all flavors).

"KKOVAH" Custard Powders.

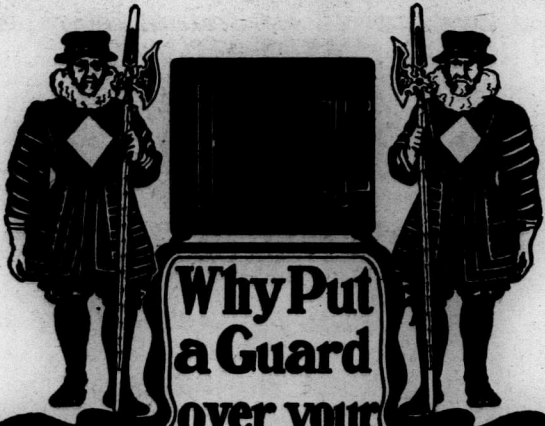
"KKOVAH" Blanc Mange Powders.
Etc. Etc.

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

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

THE GREIG MANUFACTURING COMPANY, Limited,

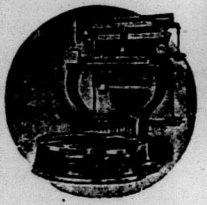
MONTREAL.



**Why Put
a Guard
over your
Cash Drawer?**

AND NOT OVER YOUR BULK GOODS?

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



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

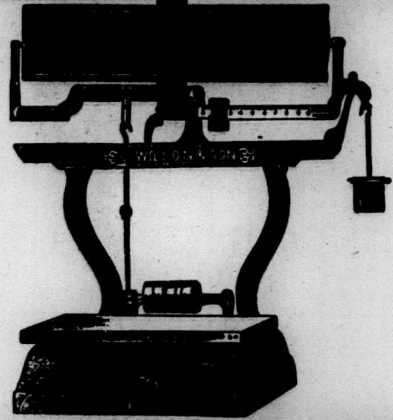
Save three Pennies

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

Fresh, Wholesome MINCE MEAT

is the kind we manufacture Pure and nutritious, our Mince Meat always meets with approval. The grocer who takes the wise plan of selling goods that are of an undoubted quality will surely build up a desirable trade. In handling this Mince Meat the grocer can rely on the quality always. Done up in convenient sized fibre and wooden pails.

The **T. A. LYTLE COMPANY, Limited**
124-128 Richmond St. West, TORONTO.



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

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

C. WILSON & SON, - - TORONTO.

LIPTON'S TEAS

have without doubt to-day THE LARGEST SALE IN THE WORLD. They are the only teas in Canada and the United States that are sold in HERMETICALLY-SEALED, AIRTIGHT CANS. This insures the tea retaining its excellent flavor and the delicious aroma with which they have so long been associated. This is the only hygienic and healthful way of packing tea and is far superior to teas packed in lead packages.

LIPTON'S TEAS are the only teas in Canada that are shipped by the seller DIRECT FROM THE GARDENS, which means there is more profit in it for the grocer. No up to-date grocer can be without them to-day.

Write to the agents in Montreal—**Laporte, Martin & Cie.**
" " in Toronto—**Canada Grocers, Limited.**

Or to **Thomas J. Lipton**, 39 Pearl Street, New York City.

—What is it that makes
—**JAPAN TEAS** so popular?

The question is easily answered :—

—there is no tea on earth that is
—so **delicious**, so **healthful**,
—so **pure** and so thoroughly
—**invigorating** as

JAPAN TEA

Something New.

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

Will Interest You.

The Wallaceburg Sugar Co.,

LIMITED

WALLACEBURG, ONT.

THE CANADIAN GROCER

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

is Cold
Water

**STARCH
IVORINE**

ASK
TRAVELLERS
THE PRICE

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

CONDENSED MILK



The Most Attractive and Popular Brand

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

**PAY
YOU
WELL**

not only in profit, but in satisfaction. Your customers are always pleased and repeat orders are the order of the day when you sell Tea Rose Drips, the pure cane sugar syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Machine-cut Mixed Peel

in $\frac{1}{2}$ -lb. and 1-lb. Drums.

Have you secured a stock of this line?

THE MOST POPULAR AND
CONVENIENT KIND OF
PEEL IN USE TO-DAY.

ROSE & LAFLAMME,
Agents,
MONTREAL.

The 20th century tolerates no out-of-date methods.

Success **MUST** be won by utilizing the latest and most approved processes in all lines of manufacture.

The relation of health to cleanliness is recognized as never before.

The greatest precautions **MUST** be taken in the manufacture of food-stuffs to prevent contamination, human or otherwise.

These facts have been given **FULL RECOGNITION** in the manufacture of

Ceylon Tea

(IT IS PURE)

and assure that purity with which these Teas have become synonymous

SELL **CEYLON TEA** **BLACK or GREEN.**

(IT IS PURE.)

It is the tea to satisfy your customer.

There is nothing to equal the delicious
aroma characteristic of Ceylon
Tea. (It is pure.)

BRITISH COLUMBIA SALMON.

Maple Leaf,
Lowe Inlet,
Golden Net,
Empress.

**Four Perfect Brands.
To Profit and Please.**

- The New Season packs are well to the front.
- To secure the best brands you must move quick.
- Up-to-date buyers are well a-head.

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

Chinaware

Open stock patterns in
Finest Quality German
and
Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

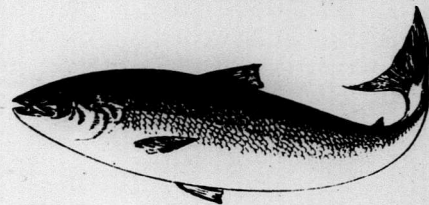
NERLICH & CO.,

146-8 Front St., West,

TORONTO.

MONTREAL, 301 St. James St.,

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

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



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

Christmas Candy.

Our representatives are now on their rounds with samples for the Christmas trade. Don't leave your order till the last moment. Let us have it now and it will be filled just when you want it.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

IT DOES YOU GOOD

every time you sell a customer

JAMES' DOME LEAD

for the reason that a consumer is always pleased with the merchant who deals in fine goods.

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

Notwithstanding Short Pack

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

TOMATOES, CORN and PEAS.

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

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

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

O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :



ESTABLISHED 1824

Batty & Co.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

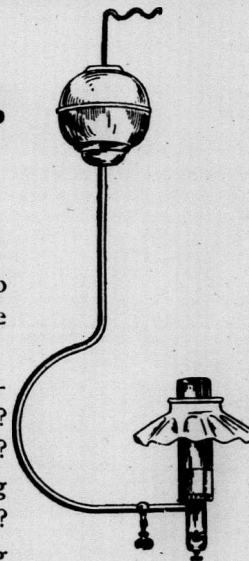
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.


Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

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

MALAGA FRUITS.

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

 and ATLAS PEELS, are brands of superior quality.

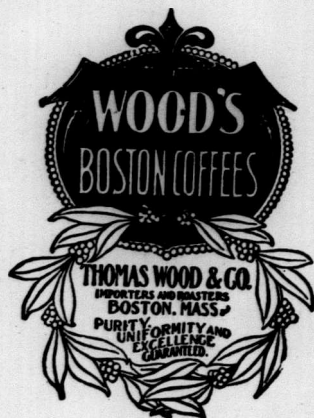
NEW ELEME FIGS, 2 inch, 2¼ inch and 2½ inch, in 10, 20 and 28 lb. boxes.

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

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

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

Branch CANADA GROCERS LIMITED.



WOOD'S COFFEES

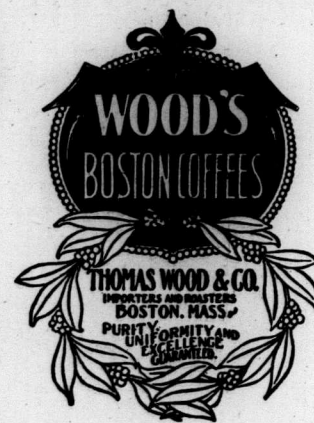
Please your particular buyers and the others will follow.

These are the coffees to do it for you.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

No. 428 St. Paul St., - - MONTREAL.



Special Sale of Currants

Half-Cases. Cleaned Abroad.

CANNED GOODS. We fill all orders in full and guarantee *Tartan Brand* quality.

TARTAN TEAS are a blend of the finest Ceylon and Indian Teas grown.

NEW ARRIVALS—Kippered Herring, Herring in Tomato Sauce, Domestic and Imported.

PHONE AT OUR EXPENSE, OR WRITE

Market Sure to Advance. **ORDER NOW.**

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

Raisins California Seeded will be more popular than ever. We have the handsomest carton in the market, "Horseshoe," Fancy, 16 oz.

Jars We have a few Mason pints left which we will sell at \$6.10 per gross.

Teas We have some shipments of Indian and Ceylon Greens and Blacks just at hand. We can give you great values in these.

Sardines We quote :

Mikado ¼ key opener . . . 8½ cents.

We have other brands of imported sardines, key openers, at less money.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main.
870 "

48 WELLINGTON ST. EAST, TORONTO.

Subjects Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

SINCE our last report from Ottawa there has been no lack of interesting matter before the House and the country. We have heard discussions of more or less merit on the general policy of granting railway subsidies, on the decision of the Alaskan Boundary Tribunal, on the fast Atlantic service,—all matters of large importance to Canada,—and on the sending out of campaign literature in large quantities under the frank of certain members of the House, by which it is alleged the Conservative members have blocked the corridors of Parliament with mail-bags, the last a matter purely political in the party sense, a cause of considerable irritation to the extreme party men, but of absolutely no importance to the Dominion at large.

Probably no matter is of greater interest to the commerce of Canada than this same fast line across the Atlantic, and, as this is a trade paper, it will not be unfitting to discuss the matter shortly.

The debate was brought on by a motion of Mr. Borden, worded as follows: "This House affirms its belief that great advantages would result to Canada as well as to the Mother Country from the establishment of a fast steamship service between the two countries, and expresses its regret that no effective steps have been taken for that purpose by the present administration."

Of course, the sting from the party standpoint lay in the tail, which made the motion one of non-confidence. With the assertion that a fast line would be a great advantage to both countries, there was no fault found, but naturally the question arose how much would the advantage be worth? or how much would the Government be justified in offering by way of subsidy to produce the desired result? Mr. Borden brought out some interesting and surprising facts. He noted that away back in 1840 the Unicorn made the voyage from Liverpool to Halifax in 16 days, which was complained of as being three or four days too long. In other words the time for the voyage some 63 years ago was normally about 12 days, and the Mongolian, the first weekly boat to arrive in Halifax this season, took something over 11 days to cross. This means that while the time to New York has practically been cut in two since 1840,

the time to Halifax is very little bettered. Naturally this is a very unsatisfactory state of affairs for any progressive Canadian to contemplate. Mr. Borden asserted that had the Government when it came into power in 1896 accepted the tender of the Allans made to the Government of Sir Charles Tupper but a few months before, and still open, the problem would have been solved, and by this time an immense development in passenger and freight traffic through Canadian channels would have taken place. As it was, the new Liberal Government refused the tender of the Allan Line to do the work on a yearly subsidy of \$750,000, and made a bargain with Tate, Peterson & Co. for \$500,000 per year, which bargain was never carried out, though the making of it was heralded by the Liberal leaders as a wonderful achievement, and an example of what thrifty business methods could accomplish.

Now the Allans want \$1,500,000 for a suitable fast service, whereas had the Government accepted their original offer the matter would have been satisfactorily closed out for half that sum. Mr. Borden said emphatically that in his opinion we could well afford to pay \$750,000 or \$800,000, or even more for a suitable fast service across the Atlantic.

In replying, Sir Wilfrid claimed that the Allan offer of 1896 was so hedged about with provisoes and conditions that it was not a satisfactory one, even had the price been considerably lower than it was. He stated further that of the seven years which the leader of the Opposition claimed had been passed in idleness, so far as accomplishing this end was concerned, three had been years during which the Boer War had so upset the shipping resources of the Empire that no arrangement could possibly have been reached, that the first year or two after the rejection of the Allan offer was passed in the full expectation that Tate, Peterson & Co. would carry out their bargain, and that the remaining two years unaccounted for had witnessed efforts on the part of the Government to make a fair bargain towards the desired end. He charged the Leader of the Opposition with making constant attacks on the Government for large expenditure, and then charging them with spending too little in this particular matter. He

agreed with Mr. Borden as to the importance of the service, but thought a yearly subsidy of \$1,500,000 rather more than Canada could afford to pay for the benefits which would accrue.

Both speeches were interesting and business-like, but they soon sank into insignificance before the fervid oratory of the man from Colchester, Mr. Gourlay. We have on a previous occasion, quoted this gentleman at length, and called the attention of our readers to his extremely odd personality. No one can read or hear his speeches, replete with good literary and historical references, couched in most excellent English, and brim-full of originality, without being convinced that he is a man of no ordinary ability and attainments, and at the same time one is filled with regret that so much which is really admirable should be marred by an extravagance of statement that utterly destroys all that might otherwise be so useful, and leaves his hearers wondering what manner of man is this. Mr. Gourlay is essentially a "Big Canada" man. He has no patience for the fellow who spends his time on the little affairs of the country, and never loses an occasion to score him unmercifully. It is not surprising, then, that the fast Atlantic service took firm hold of his imagination and generated even greater than ordinary enthusiasm. "What has expense got to do with such a truly national work as this?" asks Mr. Gourlay. "This House spends too much time in discussing a \$5,000 expenditure on some wharf or other, spends weeks in discussing binder twine, and such like parish politics, but here we have a great Canadian matter upon which we can properly spend time in discussion and money in expenditure. We must have a service not equally fast with the best from New York, but faster by a knot or two an hour. We must take from that great city the traffic which it has attracted to itself, and this we can only do by going it one better." He proceeds, "Let us spend \$5,000,000 if necessary. Why, you are giving subsidies to railways, half of which no doubt will be stolen. I have no doubt that enough will be stolen out of railway subsidies given this year to give \$5,000,000 to a fast Atlantic service. I have no interest in this mean economy. The people do not mind expending money. All we ask

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE
3000 TONS SOLD

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

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

is for you to keep it out of the hands of the hoodlers. If it is spent honestly let it pour out in a stream." Further on Mr. Gourlay warmly asserted that the man who would try to introduce politics into such a question as this would want his mother-in-law's funeral conducted on political lines. "I want to see this country great," said the Colchester representative, "I do not want to go down to the grave with this country little greater than it was when it came from the Indians."

There can be no doubt but that the Alaskan Award has held the centre of the stage here for the past few days. Nothing so rouses national sentiment as a question in which the proprietorship of territory is in question, and since there is a general feeling among Canadians that we have suffered much in boundary matters with the United States in time past, that our easy access to one seaboard was taken ruthlessly from us, feeling has been at high tension awaiting the decision of the arbitrators in London.

With the purport of that award we shall have nothing to say, space forbids, and besides every daily paper is going exhaustively into the matter, but our readers will be interested to learn something of the sentiments of their representatives here. No names, of course, will be mentioned. It is the gossip, using that word in rather a serious sense, that we propose to retail.

So far, then, the feeling may fairly be summed up as one of very great dissatisfaction, dissatisfaction manifesting itself in straight talk of Canadian independence on the part of a few of the more fiery, but generally confined to more moderate comment. What the members seem to go on most is their acquaintance with the characters of Jette and Aylesworth. Both are considered not only very eminent jurists, but men of extreme moderation, and their openly expressed annoy-

ance at the result has produced a profound impression here.

There are still a few very moderate gentlemen who maintain that Lord Alverstone is a man of too great integrity to deliberately sacrifice our rights, but frankness compels the writer to admit that his apologists are few in number and not very prominent in the political world here.

* * *

It is said too, that the complications in the far East, where Japan and Russia are all but at one another's throats, and where England might be involved in case of actual hostilities not only because of her alliance with Japan, but also because she could not well permit Russia to close the door in large sections of the Chinese Empire, have made it politically necessary for Britain to retain the friendship of the United States, even at the cost of sacrificing Canadian territory. This is certainly not a very pleasant view-point from the Canadian side. But after all has not Canada more to gain from the open door in the East than has even Britain herself? What is fifty years in the life of a nation? And yet it is pretty safe to say that in that time Canada, a Pacific coast country, will be doing far more trade in the East than will Britain herself. We feel that even with Britain and Japan in alliance, Russia might be able to tighten and extend her hold on the Chinese Empire, and if she once gets possession she will so entrench herself that no combination of powers would undertake to turn her out. But given the United States standing with Britain and Japan, and even the Bear would think twice before taking another mouthful of tempting territory. We want the trade of the East. We are much nearer than the United States to its great centres, but we must have access to it, we must not be shut out by the impassible tariff walls of some great power. We have lost, let us admit for the sake of argument at least, a small amount of our

vast territory. Let us prepare to get back more than an equivalent by out-doing our American neighbors in capturing the trade of the Orient. With our Northwest filled with settlers, with railway and steamship facilities of the best, there is no reason why the future of this enormous to-be-developed commerce should not be ours in larger measure than will be that of any other country. Let us cease repining. A dangerous incident is closed, let us like true men gird up our loins for the magnificent struggle for commercial supremacy in which the future seems to hold out to us a fair chance of victory.

* * *

Railway subsidies have been voted in generous measure for some days past. This is a subject that always rouses plenty of talk and little of voting. Sundry gentlemen always announce themselves as opposed to the granting of any subsidy to a line to be constructed through a well-settled country already fairly well served with a road, and then these same gentlemen sit quietly by while the voting to which they have objected goes through. There is much to be said both for and against these subsidies, but this is not the place to say it. In a nut-shell we might almost say that those who have already got plenty of railway facilities are strongly opposed to the granting of further subsidies for railway construction, while those who have no accommodation cry out for them. After all, communities are pretty much like individuals, and selfishness largely dictates a man's political propaganda.

According to Prof. Langworthy's article on "Fish as Food," the total weight of the annual catch in American waters, both salt and fresh, is 1,696,000,000 pounds, representing a money value of \$47,180,000. This does not include the thousands of pounds of fish that are caught annually by sportsmen, as those statistics are not available.

A Few Seasonables Just To Hand:

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

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

MR. GROCER, IT IS NOW UP TO YOU.

"Made in Canada"—all honor to true Canadians—is becoming very popular. We want to see "Profits Remain in Canada" even more popular.

Jersey Cream Yeast Cakes

are without question the very best Dry Hop Yeast Cakes made in the world.

If you sell Pure Cream Tartar Baking Powder—LUMSDEN'S is equal, if not superior, to any Cream Tartar Baking Powder made in the United States—we guarantee this—and costs much less. Merchants, be true to Canada, see that the goods you handle are not only made in Canada, but that the profits do not go to build up the United States.

LUMSDEN BROS., Hamilton and Toronto.

Lovely Spanish ^AND ^D Smyrna Fruits

at tempting prices. Now is the time to get in before our stocks are broken up.

- | |
|---|
| Boxes "Rein's" Choice Clusters. |
| Boxes "Rein's" Choice Clusters, each 28 - 1s Cartoons. |
| Boxes "Rein's" Dehesa Clusters. |
| Boxes "Rein's" Cock Brand Shelled Almonds. |
| Boxes "Solari's" Eleme Figs, 10s. |
| Boxes "Solari's" Eleme Figs, 14-oz. Glove boxes. |
| Boxes "Solari's" Finest Figs, each 24 - 1s Cartoons. |
| Boxes "Solari's" Pulled * Magnum, extra choice, each 28 lb. |
| Boxes "Solari's" Imperial Sultanas. |
| Boxes "Solari's" Royal Sultanas. |

JAMES TURNER & CO.

Wholesale Grocers, - - - - HAMILTON.

**IN STOCK
NEW CROP
SELECT VALENCIA RAISINS
CANDIED PEEL**

LEMON, ORANGE and CITRON PEEL.

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



**MacLAREN'S
IMPERIAL
CHEESE.**

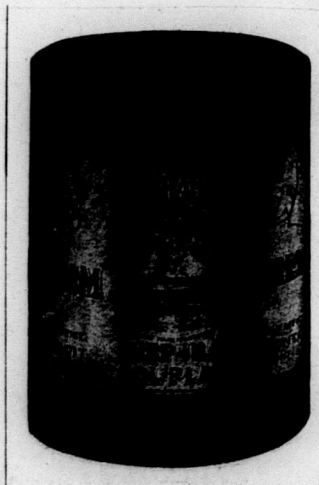
SATISFACTION FOR YOUR CUSTOMERS, YOURSELF, AND THE MANUFACTURERS BY YOUR HANDLING THESE GOODS.

**CANADA
CREAM CHEESE.**

THIS IS A TRADE WINNER.

AND IF YOU HAVE NOT ALREADY DONE SO, YOU SHOULD AT ONCE ORDER A BOX.

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



CONSUMPTION OF TEA IN CANADA.

The publication in a recent issue of THE GROCER of the excess of imports over exports of tea for the fiscal year ending June 30th, 1903, as 16,760,287 lbs., has drawn attention to a remarkable fact in the tea situation. While the consumption of tea has by no means decreased in Canada, the importations last year were abnormally low and the exports unusually large.

For the preceding five years our importation of tea was as follows:

For the fiscal year ending June 30th, 1898	19,954,562 lbs.
" " " " 30th, 1899	25,055,607 "
" " " " 30th, 1900	25,069,002 "
" " " " 30th, 1901	23,044,314 "
" " " " 30th, 1902	19,530,655 "

The fact is that for the last year the trade has been drawing on the stocks usually held. The uncertainty prevailing has led to hand-to-mouth dealing and stocks are now in most lines very light.

NOVEL PEANUT ROASTER.

A novel feature of a roasting plant recently started up in New York, for peanuts exclusively, is a cooling apparatus to operate on peanuts in the sack. The nuts are bagged from the roaster and then the bag is placed against a large suction opening. Several of these openings are connected with an exhaust fan, and there is a gate for each in the pipe above it. Air is drawn directly through the nuts in the bag, and they are cooled sufficiently while the operator is sewing up the mouth of the bag.

B. C. APPLES FOR GLASGOW.

A despatch from Vancouver announces the shipment of the first carload of apples ever consigned from British Columbia to the Old Country. The apples were grown at Kelowna, on Okanagan Lake, and the shipment, which was consigned to Glasgow, consisted chiefly of Northern Spies.

THE CANADIAN GROCER

Business Changes

ONTARIO.

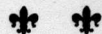
THE assets of the general store business of Desjardins Freres, Plantagenet, were sold by auction on the 28th inst.

Marion M. Summers, grocer, London, is deceased.

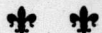
John W. Stone, grocer, etc., Hanover, is deceased.



**UPTON'S
Jams, Jellies
AND
Marmalade**



YOU NEVER HAVE
TO RETURN THEM
AS THEY DO NOT
REMAIN ON YOUR
SHELVES LONG
ENOUGH TO GO
BAD, EVEN IF THEY
WOULD.



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

G. B. Wray, general merchant, Comber, has sold out.

Jacob Knechtel, grocer, Hanover, has sold out and left the place.

C. L. Coultis, grocer, Leamington, has sold his business to R. B. Neil.

Emily G. Cheffins, Colborne, has sold her grocery and crockery business to A. Beatty & Son.

The assets of the general store business of Zotique Dehaitre, Rockland, were sold at auction on the 26th inst.

QUEBEC.

Eugene St. Jean, grocer, Hull, has added liquors to his business.

Ludger Lacomb, general merchant, St. Victor de Tring, has compromised.

A. Chouinard, general merchant, Griffin Cove, is offering to compromise.

Joseph Pigeon, general merchant, Beceuil, has assigned to H. Lamarre.

Robin & Fontaine, general merchants, Valcourt, have dissolved partnership.

Price Bros., general merchants, Iberville, are offering 35c. on the dollar, cash.

P. Therrien & Co., general merchants, St. Remi, are offering 40c. on the dollar, cash.

Louis Bergevin, general merchant, Landreville, was burnt out; covered by insurance.

The assets of the general store business of H. A. Biron & Co., St. Telesphore, are to be sold.

V. E. Paradis has been appointed curator to B. Neron, general merchant, St. Jerome (Chicoutimi County).

J. Ayotte, general merchant, St. Mars Des Carrieres, has assigned to Lefaivre & Taschereau, provisional guardians.

Baker & Co., grocers and liquor dealers, Montreal, have dissolved, and L. R. Baker has made a new registration.

The assets of the general store business of L. P. Garon, St. Michel (Bellechasse County), were sold on the 27th inst.

MANITOBA AND N.W.T.

G. K. Ford, grocer, Winnipeg, has sold his business to Robinson & Sheppard.

J. Mullen, grocer, Winnipeg, has sold his business to Heather & Van Norman.

H. A. Campbell, general merchants, Carnduff, have sold their business to J. H. Elliott.

Robertson Bros., general merchants, Vegreville, have sold their business to Fleming & Spence.

Sutherland & Sheppard, general merchants, Selkirk, have dissolved partnership; P. H. Sutherland will continue the business.

OLD FRIENDS ABROAD.

Mr. Jack Stuart, assistant secretary of The Firstbrook Box Co., who a short time ago returned from a trip through the Eastern States, was asked what he most appreciated on his trip. Young

Stuart is a thorough Canadian and replied with spirit, "a Christie Biscuit Box seen in the window of a Milford, Connecticut, grocery store."

Hon. Geo. E. Foster narrates that on his recent trip to Mexico the first sight that met his gaze on looking out of his room window was the legend, "Use Walker's Canadian Club."

The latter experience recalls the fact that a well-known Canadian preacher, when taken ill in Cairo was gratified to learn that "Walker's Canadian Club" was on sale in that city.

GET

OUR QUOTATIONS

ON

Elleme

Figs

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Britain's Meat Bill.

THE London correspondent of The Pastoralists' Review is authority for the statement that the British people import—alive or dead—one third of the beef consumed and two fifths of the mutton. All beef consumed in Britain equals 1,981,000 tons, say 3,200,000 oxen, per annum. Mutton and lamb consumed equal 513,000 tons, say 21,250,000 animals, of which 322,000 tons (12,000,000 animals) represent the home-grown supply, and 191,000 tons (say 9,250,000 animals) the imported volume. Of the beef figures above, 761,000 tons (2,250,000 animals) are the home-grown supply, and 320,000 tons (950,000 animals) the imported quantity. Provincial stores are equal to the storage of 110,000 tons of meat in 50 towns. The consumption of meat in the country per day amounts to 3,900 tons of beef (9,000 oxen) and 1,190 tons of mutton (56,900 sheep and lambs).

Manufacture of Milk Extract.

A method has been patented in Germany for the manufacture of a milk extract closely resembling in taste and flavor the meat extracts. Practically fat-free skim milk is freed from the casein, filtered and nearly neutralized with alkali. Formaldehyde is added after evaporation, and the whole set aside in crystallizing dishes in a cool place. Crystallization being complete, the milk sugar is eliminated by centrifugation, the remaining liquid boiled and centrifugated a second time, adding more formaldehyde. The product is finally evaporated to the proper consistency, rendered slightly alkaline and filtered.

By another process the fat and sugar-free milk is evaporated until the extractive matter reaches 10 to 15 per cent. of the liquid, when chopped lean beef is added and the mixture allowed to digest for 12 hours at a moderate temperature. The liquid is separated, brought to a boil, clarified and evaporated in vacuo to the proper degree.

Food in the Transvaal.

The Transvaal Government is determined to prevent a rise in prices for food products by all means. Lieutenant Governor Lawley, of the Colony, prevented but recently the consolidation of The

Imperial Cold Storage Co. with The Transvaal Cold Storage Co. The Government, it is believed, will open branch stations in the Colony, where meat will be sold at retail in opposition to the above trusts, whose prices are outrageous compared with those for the raw material.

Siberian Pickled Beef.

A despatch from Berlin, according to Grocery, says that 10 tons of pickled beef have arrived in Berlin from Siberia, being the first consignment from German butchers who went there some time ago to establish slaughtering houses to supply the German trade. Advantageous arrangements are reported to have been made with the Russian Government regarding the transportation of the meat which is said to average in cost a fraction less than 2½d. a pound. It is expected that enormous quantities will be received when the plans are fully carried out.

Government Inspection of Cheese.

At the Ottawa Cheese Board last week, on motion of Messrs. Dwyer and Madden, a resolution was passed requesting the Eastern Ontario Dairymen's Association to assist in procuring a measure of Government inspection. The object is to have an officer at Montreal to classify the different qualities in grades as first, second or third. If such a plan were adopted it is urged that the producers would not be subject to unfair treatment by the buyers, who, under the present conditions, have full control of the inspection. For a long time sellers have complained that their cheese is bought for a certain figure in the factory and that the price is discounted at the Montreal port by a system of unfair inspection.

Food Value of Pie.

"Seasoning," savoriness, is the essential element in this New England favorite, says a writer in Good Housekeeping, and in studying the position of pie in the colonial diet, it must be borne in mind that beer and wine to wash the food down was not permitted in Puritan households and that the monotonous diet of plain corn and wheat bread and salted meat needed something to brighten it, and that something the housewife found

in the evolution of pie. She was also wise in securing high food value. Pastry for pies, according to the cook book, is made by adding eight ounces of lard and butter to eight ounces of flour. This gives a food value of 2,930 calories, or of itself enough for a day's ration. One nine-inch home-made mince pie is quoted at 3,882 calories; one-quarter of this with the invariable accompaniment of cheese would make a good meal.

German Meat Importers.

Simon W. Hanauer, U.S. deputy consul at Frankfort, writes that since the new German meat inspection law has been in force the importation of foreign meat, sausages, and canned meat stuffs have decreased about one third. This great reduction has, however, been compensated for by the increase of imported live animals for slaughtering purposes. During the first half of the present year 171,050 head of cattle, valued at 51,000,000 marks (\$12,852,000), were imported by Germany. In the same period of the preceding year the number of foreign cattle imported was 148,391, valued at 41,000,000 marks (\$10,472,000). Should the new tariff law go into operation in its present shape of largely enhanced rates on imported meat and live stock, the importation of foreign beef cattle and hogs, as also of meat stuffs generally, will greatly diminish and meat consumption in Germany be seriously affected thereby; but the German stock raisers will profit by the higher prices which will rule for their protected meat products.

Finns Meet Siberian Competition.

In consequence of the great increase in the imports of Siberian butter into England the authorities in Finland are becoming alarmed that their trade there will be cut out, says London Grocery. To prevent this, and also to combat the Siberian trade, the Finns have decided to create a special maritime service of particularly swift vessels, sailing from Hango to England direct. Hango is the most southern port of Finland, and the steamers will not call on any Russian port en route. The result remains to be seen, but despite uncomplimentary remarks the Trans-Siberian Railway is a power to be reckoned with.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada.



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

**WRITE OR WIRE FOR
PRICE LISTS.**

NOTHING FINER CAN BE PRODUCED
THAN OUR

Beech-Nut Hams and Bacon

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

We are offering attractive prices on

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

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

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

MINCE MEAT

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

PUT UP IN

Kegs, 70 lbs.

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

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

Our English Brawn

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

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

Order Sample Case.

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

LIMITED

Cheese Markets.

London, Ont., Oct. 21.—Ten and three-quarter cents was the ruling price at the cheese market to-day. Three hundred boxes sold at 11 1/4c. Trade quiet.

Belleville, Oct. 21.—At the meeting of the Cheese Board to-day, 2,105 boxes of cheese were registered, 2,005 white, balance colored. Watkin got 180, Sprague 75 at 10 3/4c.; 10 1/2c. to 10 3/4c. bid for balance.

Cowansville, Que., Oct. 21.—At the weekly meeting of the Eastern Townships' Dairymen's Exchange here to-day, 30 factories offered 1,202 boxes of cheese; 16 creameries offered 1,729 boxes of butter; 11 boxes of cheese sold at 10 9/16c.; 1,161 boxes unsold. Butter sold at 20 1/2c. to 21c.

Watertown, N.Y., Oct. 21.—Sales of cheese, 7,500 at 11c. to 11 1/2c.; bulk at 11c.

Cornwall, Oct. 21.—Ten hundred and forty seven boxes of white and 532 boxes of colored, and 80 U.S. cheese were boarded here to-day. All sold but 185 boxes.

DAIRY PRODUCE AND PROVISIONS

white at 10 1/2c. and 10 11-16c., colored at 10 3/4c. and 10 13-16c.

Canton, N.Y., Oct. 25.—Twin cheese 11c; butter 21 1/2c.

THE PROVISION MARKETS.

Toronto.

Provisions are firm generally. The demand is very good, especially for hams, and jobbers have not yet caught up with their orders. Long clear bacon is one of the products most enquired for. In lard there seems to be a rather wide range of prices. We quote:

Long clear bacon, per lb.	\$ 0 10	\$0 10 1/2
Smoked breakfast bacon, per lb.	0 14 1/2	0 15
Roll bacon, per lb.	0 10 1/2	0 11 1/2
Medium hams, per lb.	0 14	0 15
Large hams, per lb.	0 13	0 13 1/2
Shoulder hams, per lb.	0 10	0 10 1/2
Backs, per lb.		0 15
Heavy mess pork, per bbl.	18 00	19 00
Short cut, per bbl.	21 00	21 50
Shoulder mess pork, per bbl.	16 00	17 00
Lard, tierces, per lb.		0 08 1/2
" pails		0 09 1/2
" compounds, per lb.	0 07 1/2	0 08 1/2
Dressed hogs, light weights, per 100 lb.	7 25	7 50
" heavy	7 00	7 25
Plate beef, per 200-lb. bbl.		12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcasses	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

Hams and bacon are in splendid demand on the local market, and in spite of the decline on the English market, regular shipments of Canadian bacon, hams and pork continue to be made. We quote:

Heavy Canadian short cut mess pork	\$18 50	\$20 00
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb.	0 13	0 14
Hams, per lb.	0 12 1/2	0 13

Lard is unchanged. We quote:

"Boar's Head" brand	0 08 1/2
Carloads, less	0 00 1/2
60-lb. tubs, over tierce	0 00 1/2
20-lb. tin pails	0 00 1/2
20-lb. wood "	0 00 1/2
10-lb. tins	0 00 1/2
5-lb. tins	0 00 1/2
3-lb. tins	0 01
Pure lard, in pails, 20 lb.	1 85
" in tubs, 50 lb., per lb.	0 09 1/2
" in tins, per lb.	0 10 1/2

St. John N.B.

In barrelled pork the quite low figures still rule. The market has been uncertain. The large line of grades now offered caused great difficulty in getting at the real value of the goods. Barrelled beef is unchanged; there is a steady sale. In smoked meats a more general demand is noted. While quite full prices are asked, the market is rather lower than last Fall. Lard continues extremely low; the sale is large. In fresh beef the market is well supplied at rather easier values. Lamb is in large supply and the price low. Mutton has a very small sale. Pork is coming in more freely and is rather lower. We quote:

Mess pork, per bbl.	\$18 00	\$19 00
Clear pork "	18 00	21 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb.	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb "	0 06	0 07
Pork "	0 13	0 15
Hams "	0 12	0 14
Rolls "	0 12	0 14
Lard, pure, tubs "	0 09 1/2	0 10
" pails "	0 10	0 10 1/2
" compound, tubs, per lb.	0 09	0 09 1/2
" pails "	0 09 1/2	0 09 1/2
" Fairbank's refined, tubs, per lb.	0 09 1/2	0 09 1/2
" pails "	0 09 1/2	0 10

DAIRY PRODUCE

Toronto.

BUTTER.

Creamery is in steady supply and meets a fairly good demand. Dairy prints are very scarce. Generally the tone of the market is firm with no quotable change from last week's prices. We quote:

Creamery prints	Per lb.
solids, fresh	0 21 0 22
Dairy rolls, large	0 20 0 21
prints	0 17 0 19
" in tubs, best	0 16 0 17
Under qualities	0 12 1/2 0 14

CHEESE.

The market is off again at the boards and is reflected in the local prices. As a matter of fact the speculative element in the market at present has created an unbusiness and unsteadiness which is difficult to gauge. We quote:

Cheese, large	Per lb.
twins	0 11 1/2 0 12
	0 12 0 12 1/2

Montreal.

BUTTER

The butter trade continues unchanged. The export demand is quiet, exporters finding it hard to get the importers to give the price which is being asked. This week's letters advise a quiet and unsatisfactory market. Locally the trade remains about the same, fresh made creamery selling from 21 to 22c. Summer and stored goods are quiet, 20 to 20 1/2c. being the ruling price. There seems to be a little more inquiry for dairy butter at 16 to 17c. for selected tubs; ordinary bakers, 14 to 15c.

CHEESE.

The market is weak at present, and locally there is almost nothing doing. For the export trade also there has been little demand. The local market is well supplied with small 20-lb. cheese selling at 11 1/2 to 12c. Strong cheese sells at 12 to 12 1/2c.

St. John, N.B.

EGGS.

The sale is large, but supplies come to hand quite slowly, so that firm prices rule. The quality of the stock received this season has been better than usual. Shippers find it pays to be more careful. Eggs, new laid, per doz. 0 20 0 22
case stock, per doz. 0 17 0 18

BUTTER

While there is no change, for best quality there is a ready sale at rather better prices. Best butter is always in demand. Creamery stock is very little handled by the wholesale trade here.

Butter, creamery prints, per lb.	0 21	0 22
" creamery solids (fresh made), per lb.	0 20	0 21
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb.	0 17	0 19

CHEESE.

Prices are quite high and dealers find there are very few offering. For the local trade twins are required. The output throughout the province is just as large as expected. Quotations are:

Cheese, per lb.	0 12 1/2 0 13
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Provision Notes.

Cattle shipments from Montreal to date are more than double those of last year for the same period.

Waterloo Broom & Brush Co., Limited



WATERLOO.

Manufacturers of

Fine Whisks, Brooms, and Brushes

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


BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.


HAMILTON and WINNIPEG.



GILLETT'S
PURE POWDERED
LYE


Ready for Use in Any Quantity.
 For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.
E.W. GILLETT COMPANY LIMITED
 TORONTO, ONT.

We are buyers of 

Poultry,
Butter
 AND **Eggs.**

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

The J. A. McLean Produce Co., Limited
 73-75-77 Colborne Street
 Telephone Main 2491.  **Toronto.**

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA.
 U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;
 Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
 Granulating, 2 pounds per minute
 Pulverizing, 1/2 pound per minute

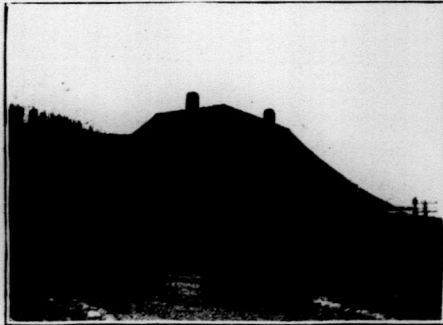
Capacity of Iron Hoppers, 6 lbs. of Coffee
 Capacity of Nickel-Plated Hoppers, 7 1/2 lbs.

IMPRESSIONS OF THE GREAT WEST

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

By W. L. E.

NOTHING in the Great West surprised me more than the appearance of many of the towns and cities. We stopped at 28 different places, if my memory serves me right, and while



At Laggan. Preparing to start for Lake Louise.

our view was, in most instances, necessarily somewhat cursory, I saw enough to convince me that the cities, towns and villages in the Great West are such as the inhabitants thereof may well be proud of. Taking them all round, city for city, town for town, and village for village, they in more than one respect gained by comparison with similar places in the older parts of Canada. The buildings in the business portions are, as a rule, larger, more substantial and more modern in appearance, and the streets are broader and better paved. In a word, there is a more prosperous air about the western than about the eastern towns. Of all the cities of the West, Winnipeg and Vancouver impressed me most favorably. I had heard and read a great deal about both and was possessed with great expectations, but the



The Caretaker's Cottage at Stanley Park, Vancouver, and two admiring excursionists.

realization exceeded my anticipations. If Winnipeg is not before a great many years the greatest distributing centre in

the Dominion, I shall be very much surprised. Winnipeg can only be a failure if the Great West is a failure. It has a population now of about 45,000 and relatively it is to day the greatest business wholesale centre in Canada. When the present warehouses in the course of construction are completed, the "Prairie City" can, without exaggeration, boast that it has the largest and most imposing warehouses in the Dominion, not even excepting Montreal and Toronto, while cities of similar size in the East are not at all to be compared with Winnipeg in this respect. It is this that warrants me in saying that Winnipeg is to day relatively the greatest wholesale centre in the Dominion. When, of course, it



The main source of the Old Man River, a subterranean outlet in the side of a mountain.

comes to the manufacturing industries, there are several cities in Eastern Canada of much smaller population which put Winnipeg completely in the shade, but the Province of Manitoba is by no means wanting in those natural resources which are the basis of manufacturing industries, while Winnipeg itself possesses magnificent water power. One natural product which Manitoba does not possess is hardwood, but of pulp wood there is an unlimited supply and paper-making therefore is one of the possible industries of the "Prairie Province." One thing that should not be forgotten in considering the future of Winnipeg is the fact that the construction of a short canal would com-

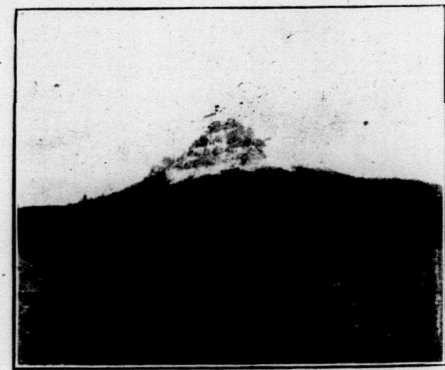
plete water communication with the Saskatchewan. A glance at the map will convey some idea of what this means. Edmonton, for example, which is a thousand or more miles away, would be placed



Messrs. Young, H. Cockshutt, D. Waterous, Lloyd Harris on cayuses at Lake Louise.

in direct water communication with Winnipeg.

Vancouver is a marvel among the cities of the Great West. Seventeen years ago the little town was fire swept, only one building remaining. Fifteen years ago the spot on which now stands the handsome and modern Vancouver Hotel was a timber limit from which the extraordinary quantity of 320,000 feet to the acre was being cut. I have this on the word of Mr. Scott, one of the large mill owners at Vancouver. To-day Vancouver is as modern a looking city as one could desire. The streets are wide and are nearly all paved with asphalt, while the sidewalks on the principal streets are made of wide stone slabs. The buildings, as a rule, are of brick or stone. The whole



Crow's Nest Mountain.

sale houses are fine, spacious and well lighted, and would do credit to any business centre on this continent. One thing

AN OPPORTUNITY
ROWAT'S
PICKLES

FOR YOU TO COVER YOUR WINTER REQUIREMENTS WITH THE BEST-SELLING AND MOST PROFITABLE GOODS ON THE MARKET.

SPECIAL QUOTATIONS ON 5-CASE LOTS ASSORTED.

Mixed-Chow-Onions-Ass'd.

10 oz. Octagon Lever Top ;	10 oz. Square Corked.
20 oz. " " " "	16 oz. " " " "
Cruets, Half Pints, Glass Stopper ;	30 oz. " " " "
" " Pints, " " " "	40 oz. " " " "

and **Worcester Sauce**—Half Pints and Pints. The BEST low priced Sauce on the market.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS,

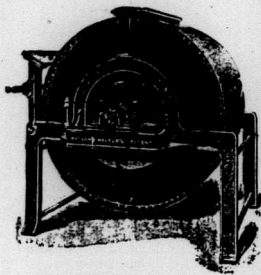
TORONTO.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING** and **PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS :



AUTOMATIC CENTRAL DELIVERY TEA AND FLOUR BLENDER.

- Gas-Heated Roaster**—External Flame with Air Pump.
- Gas-Heated Roaster**—Internal Flame and Automatic Sampler.
- Coke, Wood, Etc., Roasters.**
- Grinding Mills, Plain or Ornamental.**
- Air Propellers.**
- Patent Fruit Washers.**
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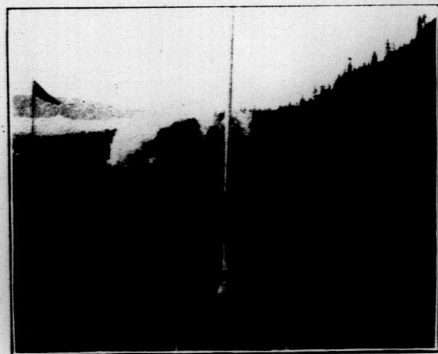
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that impressed me particularly about the wholesale houses in Vancouver was that every precaution had been taken to ensure good light, consequently the interiors are unusually bright. The retail stores are fully in keeping with the wholesale houses. One thing which struck me in Vancouver, in fact in every other city and town in the West, was the exceedingly good class of articles carried in the stores. A lady who was a member of our party assured me that the quality was much superior to what was found in the average retail stores in the East. Everywhere in the West I heard that the people demanded a better class of goods than those in the East and were prepared to pay for them. This applies to both articles of food and wearing apparel. I can imagine I hear eastern merchants praying that the same condition of affairs might prevail with them. Perhaps if they work for that end as well as pray for it they may obtain the desideratum.

While at Vancouver I ran against a friend of mine, a commercial traveller,



Arrow Head - From our Steamer.

who was on his way east. "I am always glad when I get home," he said. "I have been over the road so many times and know the dangerous spots so well that I always feel nervous until I have passed them." I looked at my nervous, pessimistic friend with something akin to pity. There are certainly dangers on the road and one perhaps shudders a little when looking back upon the spider-like bridges and trestles, crossing yawning canyons and rapid flowing rivers, which stand open ready to receive him should his train leave its narrow pathway. But fortune is kind to those who travel the 500 miles or more of railway that runs through the Rockies: not during the 18 years that the Canadian Pacific Railway has been in existence has the life of a single passenger been lost on the Rocky Mountain division of the system. This fact ought to drive out fear from the breasts of the most nervous individuals even should there not be enough of the poetic in them to create adoration and dissipate fear in all around they see. But the timorous need not have any fear.

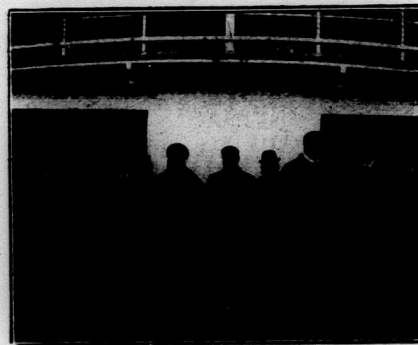
Every precaution is taken by the Canadian Pacific Railway to prevent accidents. Guards patrol every mile of the railway throughout the Rockies before a passenger train passes over it, and in the descent from Hector there are safety switches at intervals so that should anything go wrong with the brakes the train would run into a place of safety. Besides this, men are taken on at Hector whose special duty is to jump from the front of the train and watch that the brakes and couplings are working properly. Each of the men thus employed gets on at the last coach, runs through the train and again jumps off at the front, repeating the operation till the descent is made. While making this particular descent the train does not travel faster than three or four miles an hour, and there is ample opportunity for passengers as well as railway men to jump from the train and run alongside, if they so desire. Some of our passengers did take this opportunity of stretching their limbs. To cross the Rockies on the C. P.R. one is as free from accident as those who travel by electric street car in any of our cities; in fact, judging from records, it is safer.

Among the towns in the West there are none more ambitious than Edmonton. And this is not without good cause. It is situated amidst one of the finest farming districts in the Great West. As we approached Edmonton the appearance of the country reminded me more of Ontario than anything else I had seen since we started on our journey. When we retired the night before we were bounding along over the treeless prairie; in the morning when we awoke we were leisurely travelling over the Calgary and Edmonton branch of the Canadian Pacific Railway. Many of the fields along the C. & E. were fenced; but what reminded me more of Ontario than anything else was the evidence of mixed farming and the clusters of trees which we saw growing here and there. Local authorities informed me that there was no part of the Great West so well adapted for mixed farming as that adjacent to the Calgary and Edmonton branch of the C.P.R. We saw it somewhat under unfavorable conditions on account of a heavy rain which was falling, but from what I saw I am quite prepared to believe the statement. The best of the land for mixed farming I was informed lay from the line of the railway to about 30 or 40 miles eastward. On our way up the C. & E. we had our first sight of a bucking broncho. It was highly entertaining for those who had never seen such an animal before. Several of our party, who professed to be good riders, were requested to try their hand and mount the broncho, but one and all

declined. In fact there was only one out of a number of cowboys who were standing round the station who would undertake the task, and the one who did so was unfortunate enough to get his hand slightly injured. We took up a collection for him and went on our way rejoicing and free from any qualms of conscience. But it is not alone upon the excellent farming country which surrounds it that Edmonton depends for its future prosperity. The town is favorably situated on the Saskatchewan. On the map the river is described as the North Saskatchewan, but it is not safe to call the river by that name in the hearing of the good people of Edmonton. It is "The" Saskatchewan, and should one insert the word "North," he is quickly reminded of his error. The river at Edmonton is broad and deep and a couple of steamboats make the town their headquarters, and the river is navigable for a long distance and no doubt eventually steamers will leave Edmonton and tie up at the wharf in Winnipeg when the possible canal connection is made.

* * *

Coal in abundance is all around Edmonton, and the town itself is partly undermined by mining operations; in fact



On the Lower Deck of the Kootenay Lake Steamer. Mr. P. McMichael doffing his hat.

the mayor informed us that they had been compelled to stop mining under the town in order to prevent the danger of a the divisional point. At present Edmonton is already of great importance. At present it is the starting point for the Great North, and merchants in Winnipeg do a large business fitting out traders who go into the "Great Lone Land" for the purpose of gathering furs. These traders, in some instances, travel over 2,000 miles to the north and take three or four months making the journey. The new trans-continental line being built by Mackenzie & Mann will make Edmonton the divisional point. As at present Edmonton is only connected with the Calgary and Edmonton at Strathcona, on the south side of the Saskatchewan, by a short railway four miles long, with one engine and one passenger car. This is a great disadvantage, but when the new railway comes in on the north bank of the river, Edmonton will be much more favorably situated. That this is expected is evident from the boom which is at present on in Edmonton, and land on the main street is held as high as \$700 a foot. Between Strathcona and Edmonton a keen rivalry exists, and both graciously vied with each other in entertaining our party.

(To be continued).

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INDEX TO ADVERTISEMENTS.

Adamson, J. T., & Co. 30c
Allison Coupon Co. 37
American Coffee & Spice Co. 21
American Electrical Novelty and Mfg. Co. 51
American Tobacco Co. 52
Anglo-British-American Packing Co. 7
Auer Light Co. 9-51

Baker, Walter, & Co. 51
Balfour & Co. 10
Batger's 9
Batty & Co. 9
Blue Ribbon Tea 25
Bowse, S. F., & Co. 17
Borden's Condensed Milk Co. 8
Bradstreet's outside back cover
Brand & Co. 43
Brantford Starch Works. 30
Brener Bros. 53
British Columbia Packers' Ass'n. 7

Cameron, Gordon & Co. 31
Canada Biscuit Co. 8
Canada Brokerage Co. 10
Canada Paper Co. 31
Canadian Broom Co. 30c
Canadian Condensed Milk Co. 5
Canadian Press Clipping Bureau, inside front cover
Capital Fruit & Produce Co. 30b
Capstan Manufacturing Co. 37
Carter, G., Son & Co. 47
Castle, F. J., Co. 9
Ceylon Tea 6
Chaput, F., Fils & Cie 40
Clark, W. 37
Clemes Bros. 30c
Christie, Brown & Co. outside front cover
Coles Manufacturing Co. 25
Colman's Mustard, outside front cover
"Commissioner" Tea 30c

Computing Scale Co., of Canada 3
Cook's Friend Baking Powder, inside front cover
Corona Fruit Co. 37
Cowan Co. 57
Cox's Gelatine, inside front cover
Crosse & Blackwell, outside back cover
Crown Mfg. Co. 42

Davidson & Hay 15
Dawson Commission Co. 30b
Dean & McLeod 2
Dominion Brewery Co. 9
Dominion Molasses Co. inside front cover
Dominion Packing Co. 17
Dominion Show Case Co. 54
Duck, George H. 30c
Dwight, John, & Co. 58

Eby, Blain Co. 21
Edwardsburg Starch Co. 59
Empire Tobacco Co. 12
Enterprise Mfg. Co. of Pa. 19
Epp's Cocoa 37
Eric Tobacco Co. 54
Ewart, James 9
Ewing, S. H., & A. S. 12
Ewing, S. H., & Sons 17
Fearman, F. W., Co. 17
Fortier, J. M. 54
Gardiner, G., Johnson & Co. 30b
Gibb, W. A., & Co. 45
Gillard, W. H., & Co. 11
Gillett, E. W., Co. 19
Goodwillie's Fruit, 43
Gowans, Kent & Co. outside back cover
Greig Manufacturing Co. 2
Greig Manufacturing Co. 24
Greig, Robt., Co. 30
Grimble's Vinegar 43
Grocers' Engineering Co. 21

Hamilton Cotton Co. 15
Harvey, John C. 30
Hill, Evans & Co. 2
Horrocks, T. J. 51
Husband Bros. & Co. 30c
James' Dome Lead 9
James, F. T., Co. 30b
Japan Tea 4
Jonas, Henri, & Co. 25
Kessel, F. & Co. 42
Kingston "Gleaner" inside front cover
Kinneer, Thos., & Co. 11
Lipton's Teas 3
Lucas, Steele & Bristol 13
Lumsden Bros. 13
Lytle, T. A., Co. 3
McCann, Wm., Milling Co. 47
MacKay, John 47
MacLaren, Imperial Cheese Co. 14
MacLean Publishing Co. 57
Magor, Frank, & Co. 57
Mareau, E. D. 39
McAlpin Consumers Tobacco Co. 64
McDougall, D., & Co. 55
McGregor-Harris Co. 30b
McLean, J. A., Produce Co. 19
McWilliam & Everist 30c
Metallic Roofing Co. 45
Morse Bros. 12
Mott, John P., & Co. 2
Nalborough & Sons 30c
National Licorice Co., inside front cover
Nerlich & Co. 7
Nicholson E. 30
Nicholson & Brock 37
Oakey's Knife Polish, outside back cover
Oakville Basket Co. inside front cover
Ocean Mills 25

Page, C. S. 50
Park, Blackwell Co. 17
Patterson's Camp Coffee Essence, 43
Payne, J. Bruce 63
Quaker Oats, inside back cover
Queen City Oil Co. 37
Rutherford, Marshall & Co. 30b
Ryan, Wm., Co. 3 b
"Salada" Tea Co. 30
Sheridan, J. H. 42
Simpson, R. & J. H. Co. 47
Sipes, Milford & Co. 30b
Slingsby, H. C. 51
Steele, W. H., Co. 5
Stretton & Co. 58
St. Lawrence Starch Co. 5
Sydenham Glass Co. 2
Taylor, Scott & Co. 41
Tea Rose Drips 5
Tilson Co. 47
Tippet, Arthur P., & Co. 1
Tobler's Cocoa 30b
Toronto Salt Works 17
Tuckett, Geo. E., & Son Co. 53
Truro Condensed Milk & Canning Co. 40
Turner, James, & Co. 13
United Factories 19
Upton's Jams. 15
Walker, Hugh, & Son 37
Wallaceburg Sugar Co. 3
Warren Bros. & Co. 40
Waterloo Broom and Brush Co. 38
Wetley, J. H. outside back cover
Whiteley, Muir & Co. 30b
White & Co. 30c
Wilson, C., & Son 4
Winn & Holland 55
Wood, Thomas, & Co. 19
Woods, Walter & Co. 18

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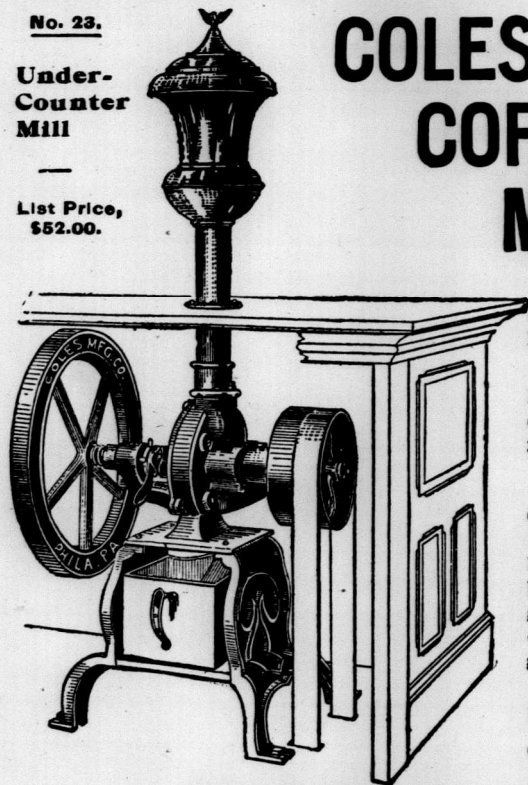
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WON'T USE
ANY OTHER!

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go to the next grocer."

You may be sure the grocer does not hesitate to give her the genuine

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PREPARE FOR CHRISTMAS.

IN a very short time the Christmas trade will be on. The year has been a particularly good one. Crops have been bountiful. Employment has not been denied to man willing to work, and wages have generally been high. The amount of money in circulation is large. In fact, we have all the evidences of good times.

Such being the case, the Christmas trade should be exceptionally good this year. The average man who is not on the margin of subsistence is inclined to be generous with himself in the matter of luxuries about Christmas time, even if times have not been particularly good. In such a year as this the man of the house, or perhaps it would be more correct to say the mistress of the house, will doubtless be inclined to indulge to a greater extent than heretofore in those lines of goods known as fancy groceries.

Will it pay the grocer to stock these goods?

It all depends on his situation. Lines that would prove first-class sellers in a city grocery might prove quite unsalable

EDITORIAL

The Canadian Grocer

in the country village. But, on the other hand, is not the village grocer perhaps a little too conservative? Is it not just possible that a small but judicious assortment of these goods would not only sell at a good margin of profit, but would create a reputation for being up-to-date of great value?

Of course, it may be said that these goods are never called for. Granted! Customers go or send to the city because they never thought of them in connection with the home store.

The matter is worthy of consideration. In a small place it would not be advisable to invest heavily, but two or three lines that have never been sold before, well displayed and well advertised, could not well be amiss.

CANADA'S NECESSITIES IN TRADE AFFAIRS.

IT is one of the penalties of partial success to be content, to sit down and reflect on past achievement rather than to take cognizance of what is yet to be done. We are ever ready to hear and applaud one who tickles our vanity with high sounding eloquence descriptive of our vast resources and the recent expansion of our national trade, and, filled with the lotus fruit of fulsome flattery, we are too apt to ignore our short-comings, and miss the greater opportunities which are only turned to account by strenuous exertion.

It is true that Canada has progressed wonderfully in the last 6 or 8 years, but this progress should only incite us to greater efforts in the future rather than lull us into a fatal self complacency.

"Forward" has been the watchword THE GROCER has again and again recommended as the motto for Canadian manufacturers. Only very recently we called attention to the necessity for a shaking up in our department of trade and commerce and a determined bid to secure a hold for our manufacturers on the markets of the world.

That the business world is thinking along these lines is conclusively shown by a couple of letters in the last issue of THE GROCER, the one from Mr. Andrew R.

Tufts, of Vancouver, B.C., writing from Shanghai, China, and the other from Mr. J. D. Allan, of Toronto, who has but recently returned from his annual trip to Russia and northern Europe.

With the point brought up by Mr. Tufts, especially in regard to the Oriental market for our flour, we deal with in another department. Mr. Allan's article is a challenge to Canada to awake to the reality of her position and to make herself ready for the commercial contest which is every day becoming keener, and on which, in the next fifty years, will turn stakes of almost inestimable value.

In the course of his business Mr. Allan has had exceptional facilities for knowing at first hand what the countries of northern Europe, and especially that one we are pleased to call barbarous Russia, are doing in a commercial way.

Mr. Allan tells us that in the embarrassment of our natural resources we are wasting what, in less favored countries, would be a competency by our neglect of economic and scientific methods in the utilization of our time and products, and by our failure to take vigorous action to capture the markets of the world we are being outgeneralled by nations much less richly endowed by nature.

It is not very flattering. It is not pleasant reading. But faithful are the wounds of a friend. It is doubtless true that we have become rather too self-satisfied of late. Mr. Allan is doing a most valuable work in rousing us from this condition, in stimulating a little self-examination, in directing attention to what is being done by our trade rivals, and in pointing out markets which, if not to-day of great immediate value, are pregnant with wonderful possibilities for the future.

Mr. Allan's article on Canada's Necessities in Trade Affairs is worthy of the most careful perusal. The questions which are raised are of vital importance and should be thoroughly threshed out. THE GROCER would be glad to see these matters discussed from every standpoint, and our columns are open for that purpose.

KNOWN AND UNKNOWN FIRMS.

THE lamented American humorist, Artemus Ward (J. F. Brown), used to narrate that on the first night of his arrival in England he was importuned by a man he met on the street to accompany him to a political meeting. Artemus declined, on the ground that he knew nothing of English politics. The Englishman said, "Who are you, anyway?" The humorist replied, "Artemus Ward, the great showman of America." His English friend said, "I assure you that I never heard of you or your show before," when Mr. Ward expressed his surprise that a man of such confessed ignorance should be entitled to a vote.

A feeling akin to this would doubtless imbue the minds of many non-advertising manufacturers should they visit the outlying towns and villages of the Dominion; but they would soon be compelled to recognize that a very large proportion of even the better class of trade were utterly in ignorance of their very existence. When some of our oldest business concerns are approached on the matter of advertising, they tell you "We have our travellers." Very true, but do they ever consider how they handicap their representatives?

The ranks of the country merchant are being constantly recruited from the schoolhouse and the farm, and settlers from the United States and Great Britain. Bradstreet's reports show that 18,000 new firms began business in Canada from September 1, 1902, to August 30, 1903. The impressions of a new beginner in mercantile life are generally formed from the papers of the trade to which, naturally, he looks for information.

Suppose a representative from an advertising and one from a non-advertising concern were to make a concurrent call on a merchant just commencing business, which one of the houses would commend itself to the buyer? Which one would receive the preference?

The recent excursion of the Manufacturers' Association to the Pacific Coast was a revelation to many of the benefit of advertising. Quite a number went with

the idea of combining business with pleasure, and on their return excused their paucity of orders on account of their house being so little known in the West.

As against this, a gentleman very prominent in his own line of business, who did an immense trade in every section of the trip—booking one order of over \$7,000 from one of the wealthiest corporations in Canada—told a representative of the paper in which he advertises that his success was largely due to his persistent advertising in the paper referred to, and that, without an exception, his advertisements in this particular paper were mentioned by every merchant upon whom he called.

Is it necessary to say that the people who do THE business of Canada are the people who use publicity? Consider the growing prosperity of the country, consider the great possibilities of its expanding trade, and seriously ask yourself the question, "Does it not pay to advertise?"

SHOULD RETAIN MR. CREELMAN.

THE announcement that we have lost Mr. Geo. C. Creelman, Superintendent of Farmers' Institutes for Ontario, will be heard with the deepest concern by all who have a proper appreciation of the agricultural interests of Ontario and Canada. Time and again we have lost our best men, men who have distinguished themselves as experts in various branches of agriculture, on account of the niggardly estimation we place on the value of their services, and now Mr. Creelman has been added to the list.

Mr. Creelman's salary is at present \$2,200 per year. He has been offered \$3,000 in a similar position in Texas, \$3,000 and a residence to go to Mississippi, besides being one of several who have been offered the superintendency of agriculture for the Orange River Colony at a salary of \$6,000.

It is understood that Mr. Creelman would have remained with us had his salary been increased to \$3,000, but the Government could not meet his wishes, so, for a paltry \$800, we are to lose a

gentleman who has so distinguished himself as to be sought after by such distant states as Mississippi and Texas.

In yesterday's papers it was announced that Mr. Creelman had decided to accept the offer of the State of Mississippi, as the Government had not seen its way clear to raise his salary to the amount he was offered.

The Ontario Government should blush for shame. If Mr. Creelman is worth \$3,000 a year to Texas or Mississippi, he is surely worth as much to Ontario, which in natural resources and agricultural interests can be equalled by no State in the American Union. We are a wealthy province. According to its own showing the Government of Ontario is in easy financial circumstances. Why this pinch-penny policy in providing for the salaries of the working officials of the important department of agriculture?

Thoroughly cognizant of all our conditions, and in touch with our farming community, Mr. Creelman is in a position to make himself even more useful than he has been in the past. With his ability and experience the value of the services he is capable of rendering to the agricultural interests of Ontario, and through Ontario to Canada, are incalculable, and in comparison with which the modest salary he receives is quite out of proportion.

The agricultural classes should insist that their interests should not be prejudiced by allowing old and trusted officials to be borne away to the United States for the matter of a few hundred or even a few thousand dollars.

The wail that we are losing so many of our best men to the States would be heard much less frequently did we not put such a niggardly value upon their services.

By all means, Mr. Creelman should be retained. It may not yet be too late for the business and agricultural interests to bring sufficient pressure upon the Government to prevail upon them to rescind their decision. The time has passed when we should submit tamely to the indignity of seeing such men bid over our heads by any country, let alone Mississippi or Texas.

The Export Apple Trade.

By Geo. H. Duck.

WHILE so much space is being devoted to enquiries and opinions, suggestions and arguments, concerning the further development of trade "within the Empire," it would seem apropos to call attention to that very important industry represented by the packers and shippers of Canadian apples for export. Before the manufacturers of this country contemplated a foreign market for their surplus product, before high tariffs were employed to foster these industries, so prosperous now, before the "Made in Canada" label had attracted the attention of foreign buyers, the enterprising apple-shipper had invaded the markets of Britain and had established the "Grown in Canada" product as the premier fruit.

Some idea of the importance of this industry, of the revenue derived by the community, and of the investment of capital involved, may be estimated from the statistics of the season of 1902-3 and of the present season to date. More than a million barrels of Canadian apples went to the British market last year and more than half of that quantity has already gone forward during the first six weeks of the present season. Figuring the price paid by the shippers for fruit "on the trees" at \$1 per barrel and the cost of the package and packing at 75 cents per barrel, already the large sum of \$875,000 has been distributed. Add to this freight charges for rail and ocean transportation and insurance premiums and the million dollar mark has been left far behind. All this, and more than two-thirds of the crop yet to move.

For the successful marketing of this large product many occupations are called upon to do their part and in the distribution of the purchase price and expenses many homes are interested. The grower cultivates to perfect his crop, the stave and heading mill, the nail factory and the cooperage shop to make the package, the skilled labor in picking and packing, the loaders, the stevedores, the handlers, together with the many others indirectly employed, all receiving a direct benefit from this enterprising speculation.

Compared with other lines as a speculation, this industry holds a position by itself. With only such meagre information at hand as the "general outlook" months in advance, orchards are bought, fruit packed and shipped, fortunes are invested in the outlay and all dependent

for re-embursement and profit upon such returns as the shipments may bring, after weeks in transit by rail and ship and under conditions over which the shipper has no control. The best varieties most carefully packed are often ruined in the carrying, or forced upon a glutted market when destination is reached. Occasionally, indeed, transportation charges are not realized from the sales and the shipper is called upon for remittance to "cover balance." All this is ventured in the speculation of striking a good market with fruit in good condition. By instituting a department, the Government has accomplished great good and has rendered much assistance to the trade. The proper cultivation of the fruit and the regulations regarding the marking for marketing, has raised the standard of quality and better returns are realized. Transportation lines have improved their service, both in transit and equipment, but that great element of speculation is yet far from removed.

So far this industry has been attributed to Canada and this is true only in the most general acceptance. The provinces of Ontario and Nova Scotia only are the producers of export apples, and comparatively small areas of these. It will be appreciated then, of how great importance this business is to those immediately interested, while as a national feature it outclasses all others when compared on an acreage basis. Although dependent largely upon favorable seasons, we are secure in stating that the industry is growing quite in proportion to the enormous development of this country. The business is transacted each year on a more sound basis and consequently yields better returns. Let us not forget, then, that as a bond of imperial unity, the Canadian apple has been a leader and continues to do its share, while the credit for this rests with those who, by their persistent enterprise, have developed the trade in Canadian apples for export.

The action brought in the High Court of Justice by the proprietors of "Salada" tea for an injunction restraining the East India Tea and Coffee Company from infringing the well known trade mark, "Salada," has been settled by the defendant agreeing to discontinue the use of the word resembling "Salada."

HINTS TO BUYERS.

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

The attention of the trade is called to the ad., in another section of this issue, of E. D. Marceau, Montreal. Excellent values in teas are offered.

A. F. MacLaren Imperial Cheese Co. report: Arriving, 200 cases Bendsorp's Royal Dutch Cocoa, per steamer "Alexandrian," from Antwerp.

The R. & J. H. Simpson Co., tea importers, Guelph, report the advice of a shipment of very fine Ceylon black and Ceylon green teas, in half-chests, per S.S. "Hindustan," to arrive in a few weeks, which will be offered to the trade at interesting prices.

A. F. MacLaren Imperial Cheese Co. are receiving their Fall shipments of Roquefort, Swiss, Edam, and other fancy imported cheese, and report extra fine makes.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have a snap to offer in selected Valencia raisins, to arrive about the middle or last of next month, brand and quality guaranteed.

The Eby, Blain Co. report very satisfactory results from their demonstrating of their "Gold Medal" coffee in the larger towns throughout Ontario.

L. Chaput, Fils & Cie, expect arrival shortly of 3,000 boxes and quarter-boxes of choice table raisins.

The Eby, Blain Co. are quoting skinless and boneless codfish in 100 lb. cases, at very low figures.

Williams Bros. & Co., Limited, pickles in 30 and 45 gal. bbls., are in stock with L. Chaput, Fils & Cie.

H. P. Eckardt & Co. report a good business doing in Heinz mince meat, put up in pails.

L. Chaput, Fils & Cie, have arriving on the "Bellona," choice Sultana raisins of different qualities in 1 lb. cartoons. Prices are very low this year.

A carload of Rowat's pickles, in assorted sizes, has just been received by The Eby, Blain Co.

A carload of choice Hallowee dates (500 boxes) is expected shortly by L. Chaput, Fils & Cie., for delivery about November 1. These goods are offered at interesting prices.

A consignment of Labrador herring arrived this week for H. P. Eckardt & Co.

"Keen Public Sense Rewards the Best"

12
Million
Packets
Sold
Annually



BRANCHES AND AGENCIES.

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



We think we have proven beyond all question that the greatest lasting salesman in the world is "QUALITY." This is the unfailing convincer, the irresistible salesman; all subterfuges and inducements of whatever character must inevitably stand aside, make way and succumb to "QUALITY," providing always, naturally, and of course, that value is a close associate.

That we have made an immense success of "SALADA" is patent to all, and when we say "immense" we mean all that the word implies . . . and this in the face of the keenest competition, charitable and otherwise.

If you don't already know, wouldn't you naturally conclude that "SALADA" Ceylon Teas must be other than ordinary values to sell as they do?

BLACK, MIXED or
NATURAL GREEN }

SEALED PACKETS ONLY—

Wholesale Terms from "SALADA" TEA CO., Toronto or Montreal.

GREIG'S

WHITESWAN

BAKING POWDER

Eminently a high grade powder. The finest materials and absolute purity combine to make it strong, effective and economical. Prices, too, are right—considering the quality:

1/4-lb. tins	1/2-lb. tins	1-lb. tins
80c.	\$1.20	\$2.00 per doz.

WITH SPECIAL DISCOUNTS FOR QUANTITY.

We pack other lines also—all thoroughly good—fully mentioned in our new catalogue cheerfully sent for the asking.

The Robt. Greig Co., Limited, Toronto.

ALL PURE AND GOOD

A good article, properly introduced, is the best spur to lagging trade. If your starch trade is almost profitless, persuade your customers to try

Celluloid Starch

Never Sticks Requires no Cooking.

They will be pleased with it. They will come back for more. They will think well of your judgment. They will give you their other grocery orders on the strength of this one sterling article. Try it and see.

THE BRANTFORD STARCH WORKS,
LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, Oct. 29, 1903.

GENERAL trade is reported very good on the street, and a satisfactory feeling is prevalent throughout the trade. Canned goods still continue to hold the attention of the trade, who are still in the dark as to how much of their orders will be filled. Goods are being delivered slowly and are distributed without delay. The list quotations have not been changed, but no offers are being accepted for either corn or tomatoes. Coffee is distinctly stronger, and higher values are anticipated in the near future. Spices continue to maintain a strong position, especially in cloves. Corn syrup is meeting an active demand, and molasses is showing a fair movement at average prices, with the exception of Barbados, which is high. Tapioca is higher on the primal markets, but has not responded here as yet. Price is steady. Teas are somewhat firmer than a week ago, and manifest an advancing tendency. There is more inquiry of late for cheap Indian and Ceylon blacks. China greens are much better stocked than a year ago. The London market is reported strong. In dried fruits the interest is chiefly in the Mediterranean fruits which lately arrived on the Escalona and are reported excellent stock. Sultanas are also attracting attention from their good value as compared with Valentias. Sugar presents about the same situation as a week ago. New Berlin beet has, however, been placed on the market and is quoted at the same price as Acadia, with 1902 make 10c. lower.

CANNED GOODS.

The canned goods situation continues strong. The Cannery Consolidated still refuse to quote for delivery and opinion is divided as to the percentage that will eventually be delivered. The pack is now practically over, and definite information should soon be available. Deliveries have so far been very slow, and most houses are only filling back orders and not taking new ones. There is a feeling that the jobbers will at least be able to fill in full the orders already accepted. Prices remain nominally the same, but practically a price cannot be determined, as no goods are changing hands. We continue quotations as follows:

Apples, 3s.....	0 90
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2s.....	0 90
Beets, 3s.....	2 00
Blackberries, 2s.....	1 50 1 70
Beans, 2s.....	0 82 0 85
Corn, 2s.....	0 90 1 00
Cherries, red, pitted, 2s.....	2 20
" white.....	2 40
Peas, 2s.....	0 87 1 40
" extra sifted.....	1 40 1 50
Pears, 2s.....	1 45 1 60
" 3s.....	1 90 2 10
Pineapples, 1 1/2s.....	1 50 1 60
" 2s.....	1 80 2 00
" 3s.....	2 25 2 40
Peaches, 2s.....	1 55 1 70
" 3s.....	2 45 2 60

Plums, green gages, 2s.....	1 10	1 40
" Lombard.....	1 00	1 30
" Damsen, blue.....	0 95	1 25
Pumpkins, 3s.....	0 95	1 25
" gallon.....	2 50	3 00
Rhubarb, 3s.....	1 80	2 00
Raspberries, 2s.....	1 40	1 60
Strawberries, 2s.....	1 40	1 60
Succotash, 2s.....	1 40	1 60
Tomatoes, 3s.....	1 10	1 30
Lobster, talls.....	3 35	3 70
" 1-lb. flats.....	3 50	3 70
" 1-lb. flats.....	1 85	1 90
Mackerel.....	1 00	1 25
Salmon, sockeye, Fraser.....	1 65	1 75
" Northern.....	1 65	1 75
" Horseshoe.....	1 65	1 75
" Coho.....	1 15	1 15
Chums.....	1 25	1 35
Sardines, Albert, 1s.....	0 15	0 15
" 1s.....	0 23 1/2	0 23 1/2
" Sportsman 1s.....	0 14	0 23
" Portugese 1s.....	0 08	0 10
" P. & C., 1s.....	0 25	0 27
" P. & C., 1s.....	0 35	0 35
" Domestic, 1s.....	0 03 1/2	0 04
" Mustard, 1/2 size, cases 50 tins, per 100.....	0 09	0 11
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00	9 00
Haddies.....	1 00	1 00
Kipper herrings, domestic.....	1 45	1 55
" imported.....	1 00	1 10
Herrings in tomato sauce, domestic.....	1 45	1 55
" imported.....	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans.....	1 50	1 65
" 2-lb. ".....	2 65	2 75
" 6-lb. ".....	8 00	8 25
" 14-lb. ".....	18 50	18 50
Lunch tongue, 1-lb. ".....	2 85	3 00
" 2-lb. ".....	5 00	5 00
English brawn, 1-lb. ".....	1 50	1 60
English brawn, 2-lb. ".....	2 75	2 85
Camp sausage, 1-lb. ".....	1 50	1 65
" 2-lb. ".....	2 65	3 00
Soups, assorted, 1-lb. ".....	1 00	1 50
" 2-lb. ".....	2 00	2 20
Soups and Boull, 2-lb. ".....	1 80	1 80
" 6-lb. ".....	4 50	4 50
Sliced smoked beef, 1/2s.....	1 50	1 70
" 1s.....	2 65	2 80

COFFEES.

The coffee market is very strong with the prospect for higher values in the near future. Cash Rios and Santos have advanced fully 1 to 1 1/2c. in the last six weeks, and mild grades are beginning to feel the effects. The feeling locally is very firm and strong and greens are 1c. up. We quote:

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

SUGAR.

The market preserves the same nominal tone indicated in our last report. After going to press last week an easier feeling developed, with United States refiners holding off and showing no disposition to anticipate requirements, having on hand about four weeks supply on present basis of meltings. Since then the market has assumed a rather firmer tone, with sales of Demerara sugars on basis of 2 3-16c. cost and freight New York for 96 test, which is equal to duty paid price of 3 1/2c., thus maintaining the market on this basis. As yet, however, refiners show little disposition to continue buying, for the reason given above, and are without particular inducement to do so, as the meltings for the week reduced stocks 5,000 tons, to say, 30,000 tons. Reports of growing European beet crops have

been variable, but a cable from Mr. Licht, dated Magdeburg, October 27, to Willett & Gray, New York, reads: "Weather is favorable for growing crop and very favorable for crop work." The factories' estimate for the all-Europe crop is 5,500,000 tons, or 350,000 tons less than Mr. Licht's latest estimate, and this has had an appreciable effect on price of 88 per cent., which for the week advanced 3d. per cwt., to 9s. f.o.b. Hamburg, and at close is quoted nominally at 8s. 11 1/2d. for October shipment. The advance is partly attributed to squeezing of shorts. The American refined market is badly demoralized for the present, all agreement having gone to the winds, and relations between refiners and wholesalers are said to be badly strained. While this lasts net prices of refined show considerable variation, but it is thought that this cannot last long, owing to the small margin between raws and refined. Canadian markets preserve their nominal tone, with prices of eastern sugars unchanged and only moderate business doing. There has been some revision of prices of domestic beet sugars, as will be observed in the list below. New Berlin granulated is now listed at the same price as Acadia granulated, while 1902 make is quoted at 10c. less. The latest figures of Cuban crop just finishing indicates a total output of 980,000 tons against an actual output for 1902 crop of 850,181 tons. We quote:

Paris lumps, in 50-lb. boxes.....	4 83
" in 100-lb. ".....	4 73
St. Lawrence granulated.....	4 18
Redpath's granulated.....	4 18
Acadia granulated.....	4 08
Maple Leaf granulated (Berlin), 1901.....	4 08
" 1902.....	3 98
Crystal granulated (Wallaceburg).....	4 03
Imperial " (Dresden).....	4 03
Beaver " (Warton).....	4 03
Phoenix.....	4 03
Bright coffee.....	3 88
Bright yellow.....	3 83
No. 3 yellow.....	3 78
No. 2 ".....	3 58
No. 1 ".....	3 48
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	3 48

SPICES.

Spices are moving freely locally at the advanced prices. Values are firm, and all the spices on the list, with the exception of ginger, are higher; that is, upon the primal markets, no change being quoted locally. Cloves are excited and much higher in Europe and Zanzibar. Reports from Zanzibar place the crop at 40,000 bales, against 112,000 last year, and quote 19 1/2c. Pimento is firmer. Nutmegs are slowly being absorbed, and no fresh supplies appear to replenish the market. We quote:

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

SYRUPS AND MOLASSES.

There is a big demand for corn syrup, which is almost the only syrup on the market, there being but a very few canes. Molasses is meeting with fair trade. Values are about the same as 12 months ago, except as to Barbados, the price of which is very high. New York reports a limited demand in syrups

Sell "Quaker"

Marmalade. Made from a Scotch formula; absolutely pure; equal to anything imported; better than any other of domestic manufacture; packed in good sized glass jars; labelled attractively; and in every respect

A Perfect Marmalade.

No reason under the sun why a perfect Marmalade shouldn't be made in Canada. It is purely a matter of willingness. Costs more of course than the ordinary quality, but there are people who won't use the ordinary quality. "QUAKER" quality was made for the people who discriminate.

We are the people who make the high-class confectionery.

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

TOBLER'S SWISS MILK CHOCOLATE
is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS WHOLESALE.

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

Butter Eggs Poultry Game

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.

with an easier tone to the market. In molasses, however, a fair volume of business is reported in grocery grades, no new crop being anticipated before a month. Louisiana advices would indicate a short crop. We quote:

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright	0 40	0 42
Corn syrup, bbl., per lb.	0 02	0 02
" " 1/2 bbls.	0 03	0 03
" " kegs	1 30	1 30
" " 3 gal. pails, each	0 90	0 90
" " 2 gal.	1 90	1 90
" " 2-lb. tins (in 2 doz. case) per case.	2 35	2 35
" " 5-lb. " (in 1 " ")	2 25	2 25
" " 10-lb. " (in 1 " ")	2 10	2 10
" " 20-lb. " (in 1 " ")	2 10	2 10
Molasses—		
New Orleans, medium	0 20	0 30
" " open kettle	0 45	0 50
Barbados	0 47	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts.	0 27	0 27
1-gal. cans	0 95	1 00
5-gal. cans, per gal.	1 09	1 09
Barrels, per gal.	0 75	0 75
5-gal. Imp. brand, per can.	4 50	4 50
1-gal. " " per case	5 10	5 10
1/2-gal. " " " " " "	5 60	5 60
Qts. " " " " " "	6 00	6 00

RICE AND TAPIOCA.

Rice is meeting with a normal demand at unchanged prices. Tapioca is costing more, but no change has been made locally. Jobbers still disposing of ample stocks on basis of old cost. We quote:

Rice, stand. B.	Per lb. 0 03	Sago	Per lb. 0 03	0 04
Patna	0 05	Tapioca	0 03	0 03
Japan	0 05	Carolina		0 10

TEAS.

There is a distinctly firmer tone generally to the tea market this week locally and abroad. Inquiry is reported better for cheap Indian and Ceylon blacks. They have not been procurable at recent prices offered and in the words of one prominent tea dealer, buyers are awakening to the fact that the market has gone up to stay. Japans are high and firm, but in fairly good supply, with local jobbers. China greens are high but large assortments are reported where there were practically none last year. London advices state that the steadier tone noted last week in Indian was fully maintained, in some cases rising even higher. Buying was general, with good liquoring teas well competed for and common kinds firmer. A strong demand was reported for all kinds of Ceylon, with distinctly better tone especially for better descriptions. We quote:

Congou—half-chests, Kaisow, Moring, Paking	0 12	0 6 0
" caddies, Paking, Kaisow	0 19	0 5 0
Indian—Darjeelings	0 35	0 5 0
" Assam Pekoes	0 20	0 40
" Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
" Pekoes	0 27	0 30
" Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	0 23	0 23
" " thirds	0 16	0 18
" " common	0 15	0 15
Pingsuys—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	0 20
" Common	0 19	0 19

FOREIGN DRIED FRUITS.

Consignments ex Escalona have been arriving in large blocks this week and orders previously taken for Mediterranean fruits are rapidly being filled. Some business is still being done in Valencias and as the Bellona, the last direct steamer, has sailed, orders now are for shipment via New York. The currant posi-

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

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

DRIED, GREEN, EVAPORATED APPLES.

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

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

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup

Dealers in...

Fraser River Canned Salmon
British Columbia Herrings

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

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

Carload Lots.

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

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

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

tion is unchanged and indeed more interest is being manifested in goods arriving than in the markets. In Sultanas there is difficulty in securing fruit of quality, but the good value as compared with the high price of Valencias is stimulating a large demand. There is not much doing in California fruits. Apricots are almost too high to touch and this fact has checked sales of other California fruits. There seems to be scarcely any considerable demand for prunes, probably on account of the large apple crop. We quote:

CURRENTS.

Fine Filiatras	Per lb. 0 05	up	Per lb. 0 07	0 08
Patras	0 06½	0 06½		
Vostizzas			0 07	0 08

RAISINS.

Valencia, fine off-stalk	Per lb. 0 07	0 08
" selected	0 07½	0 09
" selected layers	0 08	0 09½
Sultana	0 06½	0 10
California seeded, 12-oz.	0 08½	0 09
" 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown	0 07½	
" 3-crown	0 08	0 08½
" 4-crown	0 09	0 10

DATES.

Hallowees	Per lb. 0 04	0 05	Fards	Per lb. 0 07½	0 08
Sairs	0 03½	0 04½			

PRUNES.

100-110s	Per lb. 0 04	60-70s	Per lb. 0 07	0 07½
90-100s	0 04½	50-60s	0 08	0 08½
80-90s	0 06	40-50s	0 08½	0 10
70-80s	0 06½	0 07		

CANDIED PEELS.

Lemon	Per lb. 0 10	0 12½	Citron	Per lb. 0 15	0 18
Orange	0 11	0 13			

FIGS.

Tapnets	Per lb. 0 04	Elemes	Per lb. 0 08	0 20
Naturals	0 06½	0 09½		

APRICOTS.

California evaporated	Per lb. 0 10½	0 15
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PEACHES.

California evaporated	Per lb. 0 08	0 12
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COUNTRY PRODUCE.

EGGS.

The supply of newly-laid is very small and receipts are light. Demand is fair. Canded are a little firmer and pickled ¼c. up. We quote:

Eggs, strictly new laid, per doz	0 23	0 24
" canded, per doz		0 20
" pickled, per doz	0 17½	0 18

HONEY.

The honey trade is moving a little better than of late. There are quite sufficient quantities offered, especially of strained. Nice comb honey is having a much better call. We quote:

Honey, extracted clover, per lb.	0 06½	0 07½
sections, per doz	1 00	1 50

WHITE BEANS.

No further light has been thrown on the bean situation since last writing and little business of consequence has transpired. We quote:

Beans, mixed, per bush	1 50
" prime	1 80
" handpicked, per bush	2 00
	2 15

DRIED APPLES.

The dried apple market is still dull and featureless, with no immediate prospects. Nominally prices remain unchanged. We quote:

Apples, dried, per lb.	0 03	0 03½
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POULTRY.

With the advance of the season the demand for poultry becomes greater but has not as yet reached any great proportions. We quote:

Chickens, live per lb	0 07	0 08
Old hens	0 05	0 06

New Smyrna Figs — 3, 4, 5, 6 and 7 Crown — Glove Boxes and 12oz. squares. **FINEST QUALITY. ORDER A TRIAL LOT.**

CAPE COD CRANBERRIES

Fresh Car. Finest Dark Cape Cods. Well Screened and Solid Packed.

Headquarters for **SYDA & COUSINS'** Scotch Cured **FINNAN HADDIE.**

OUR WEEKLY PRICE LIST FOR THE ASKING.

WHITE & CO.,

Wholesale Fruit and Produce **TORONTO.**

References—THE TRADE. L.D. Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker.

Correspondence Solicited. **TORONTO, CANADA.**

CANADIAN APPLES

NALBOROUGH & SONS, Limited
Harwich, England. Leith, Scotland.

Agents for the A. F. McLaren Imperial Cheese Co., Limited, Toronto, are open to receive consignments of best sorts of Canadian Apples.

CORRESPONDENCE SOLICITED.

Cable Address, "Nalbro" Harwich.
" " "Nalbro" Leith.

FRUIT.

Our prices are right.
Our goods are right.

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

HUSBAND Bros. & Co.

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

Seasonable Goods

New Figs, Dates, Almeria Grapes, Jam. Oranges, etc. Ask for prices.

Phone Main 645 3394
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Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

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MONTREAL.

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CLEMES BROS.

TORONTO,

HA E

NEW ELEME FIGS,

"Camel" Brand.

The finest on the market.

ALSO another car

JAMAICA ORANGES.

Write them for prices.

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

We Make Brooms

The kind that sell.

WRITE US. Our prices are right.

THE CANADIAN BROOM CO.,

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Mfrs. of Brooms and Whisks

400 Wellington St., OTTAWA

THE MARKETS

The Canadian Grocer

Winnipeg Brokers.

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WRITE
CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.
P.O. Box 731. - - WINNIPEG, CANADA.

**EASTERN MANUFACTURERS
-AND-
SHIPPERS.**

All **EYES** are
turned on

MANITOBA AND THE WEST.

Represent some of the leading houses in
CANADA and the U. S.
INCREASE YOUR TRADE. WRITE ME.
E. NICHOLSON, - WINNIPEG,
Wholesale Commission Merchant and Broker.

To Manufacturers' Agents

THE CANADIAN GROCER has en-
quiries from time to time from manu-
facturers and others wanting repre-
sentatives 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 vari-
ous offices throughout Canada and
in Great Britain without charge.

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

**Dependable
Wrapping Paper**

is what you need. Our brown and
manilla wrapping papers protect
your parcels. They wear well.
Every order is full weight and full
count.

MADE IN CANADA.

CANADA PAPER CO., Limited
Toronto, Montreal and Windsor Mills, Que.

and medium grades have risen consider-
ably of late, and the demand is active.
High grown Ceylon teas are scarce and
keenly inquired after. At London auc-
tion this week low-grade Indian and Cey-
lons advanced 3d. per pound. In Japans
the market continues steady and trade
quiet. We quote:

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

COFFEE.

Reports from Brazil via New York state
that owing to the long continued drought
since last Spring the flowering has not
shown up well, and indications are that
1904-5 will show a short crop. This re-
port has had some effect on the market
and has stiffened prices. Locally there is
not much interest shown in coffees. We
quote:

Good cuntas.....	0 08	0 09
Choice ".....	0 11	0 12
Jamaica coffee.....	0 08	0 10
Java.....	0 17	0 22

SPICES.

In spices the market still continues ex-
ceedingly strong, though locally there are
no changes to report from last week's
figures. Cloves, pepper and ginger are
the lines more prominently affected. We
quote:

Nutmegs, per lb., as to size.....	0 40	0 60
Penang mace, per lb., as to quality.....	0 70	1 00
Pimento, ground.....	0 18	0 20
Cloves.....	0 20	0 25
Pepper, ground, black (according to grade).....	0 18	0 24
Ginger, whole Cochin.....	0 27	0 29
" " Japan.....	0 17	0 19
" " Jamaica.....	0 13	0 14
" " African.....	0 12	0 18
" " ground Japan.....	0 12	0 13
" " Cochin.....	0 10	0 15
" " Jamaica.....	0 10	0 20
" " African.....	0 13	0 14
Cassia.....	0 14	0 16

RICE AND TAPIOCA.

There is very little doing in rice, and
there are no changes to report. Tapioca,
though advanced 1s. per cwt., is quiet,
and no new trade being done. We quote:

B rice, in bags.....	3 40
" " 1-bags.....	3 40
" " 2-bags.....	3 50
" " pockets.....	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CO rice, in bags.....	3 30
" " 1-bags.....	3 30
" " 2-bags.....	3 40
" " pockets.....	3 40
Imported Patna rice, in bags.....	4 62
" " in 1-bags.....	4 75
" " in 2-bags.....	4 87
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

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

CANNED GOODS.

There has been quite a little business
this week in canned goods of every de-
scription. Jobbers are sending out
orders of tomatoes and corn that had
been sold and which have lately been de-
livered by canners. Tomatoes, of course,
are the most anxiously sought after.
Salmon are held firm at \$1.20 to \$1.25
for fair brands, \$1.30 to \$1.40 for good



The Canadian Grocer

**Shake
The Tree -
There's Money
In It**

Different ways of getting fruit.
Some ripens and falls—just
naturally.

Some is picked.

For the balance you must
shake the tree.

Different ways of getting busi-
ness, too.

Some just comes your way
naturally—(nowadays very little
comes this way).

Other business you send your
travellers out to "pick."

A lot more of it you have to
advertise in THE GROCER to get.

This latter kind is worth hav-
ing, too—there's money in it.

Shake !

**The Canadian
Grocer**

Montreal
and
Toronto.



Grant
-05-

Dept. of Advertising
Service

and \$1.55 to \$1.65 for the highest. We quote:

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

FOREIGN DRIED FRUITS.

The feature in the past week in dried fruits has been the activity in Valencia and Malaga raisins and currants. The arrival of the ss. Escalona with a full cargo of Mediterranean fruits has made jobbers exceedingly busy, and some very heavy shipments and deliveries have been made. Dates have been offered and orders taken at very low prices. The market for nuts is steady. Figs are also interesting and in good demand. The first shipment of Comadra figs have arrived via Liverpool and Boston. We quote:

CURRENTS.

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

SULTANA RAISINS.

Sultana raisins, per lb.	0 96 1/2 0 09
--------------------------	---------------

VALENCIA RAISINS.

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

FIGS.

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

DATES.

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

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

MALAGA RAISINS.

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

CALIFORNIAN RAISINS.

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

PRUNES.

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

GREEN FRUITS.

Business during the past week has been very quiet. It is expected, however, that with the cold weather business will improve. Apples are coming in fairly freely, and good Winter stock is bringing \$2.50 to \$3.50. The English market keeps

up strong and very fair prices are being realized. Lemons are scarce. We quote:

Verdilli lemons 300's, fancy	4 00
" 360's, fancy	3 25
Cocoanuts, per bag of 100	4 00
Canadian apples, in bbls.	2 00 3 50
Pineapples, 24 to case	5 00
30 to case	4 50
Bananas	2 00 2 50
Canadian pears, per basket	0 40 0 50
Grapes, Canadian, blue	0 20 0 25
" red and green	0 25
" Delaware	0 35
California Tokay grapes, per box	2 50
Jamaica oranges, in bbls.	5 00
boxes	3 50
Sweet potatoes, per bbl	2 50 2 75
Spanish onions, cases	2 50
crates	0 75 0 80

FISH.

Trade during the past week has been fair. Haddock is still on the scarce side, as it does not arrive very freely, but it is hoped that next week the arrivals will be heavier. Fresh halibut is scarce this week, owing, no doubt, to the stormy weather prevailing at the fishing districts. So far there has been no fresh halibut offering, and buyers will in all likelihood have to fall back on frozen fish this week. Fresh trout is out of season. Whitefish is scarce, the close season in Manitoba being responsible for this. There has been a good demand for prepared fish of all kinds, and now that the cold weather has set in, the demand will increase. Stocks of salt herring and green codfish are very light and much higher prices are looked for. We quote:

Bloaters, Yarmouth	1 25
Haddies	0 07 1/2 0 08
Smoked herring, per box	0 15
Fresh haddock, per lb.	0 05
Dore, per lb.	0 08
Pike	0 06
Halibut, frozen, per lb.	0 10
Gaspé salmon, frozen, per lb.	0 15
Salmon trout, per lb.	0 07 1/2
Fresh B.C. salmon, per lb.	0 15
Steak cod	0 06 1/2
White fish, per lb.	0 08
No. 1 Herring, Nova-Scotian, per bbl.	5 00 5 50
half bbl.	2 75 3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring	6 50
per keg	0 95
Holland herring, per keg	0 65 0 75
No. 1 green codfish, new, per 200 lb.	6 00
No. 2 green cod, bbls. 200	5 00
No. 1 green haddock, bbls. 200	5 50
Green pollack, bbls. 200	4 50
No. 1 large green codfish, new, per 200 lb.	6 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
fish	0 05
" loose, in 25 lb. boxes	0 04 1/2
Skinless cod, cases 100 lb.	4 75
Dried codfish, new, per 100-lb. bundles	4 75
No. 1 Herring, per bbl	13 50
Standard bulk oysters, per gal.	1 40
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	0 90
Canadian sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz.	2 25
Shell oysters, No. 1 Malpeccques	6 75 7 00
common	5 00 5 50

VEGETABLES.

Potatoes are coming in very fast, quite a few cars arriving daily, carload prices ranging from 55 to 57c. per bag of 90 pounds. Some Ontario dealers have been offering to ship potatoes, but dealers here say they are being well supplied from the province. Onions are firm and higher, reds selling in jobbing lots at \$3.50, and yellow at \$3.25. Spanish onions are fine and selling freely at 65 to 75c. per crate. We quote:

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

COUNTRY PRODUCE.

EGGS.

There is an active demand for all lines. The cold weather during the past week

has had the effect of checking very considerably the local receipts of fresh-laid eggs. These are selling readily at from 23 to 25c.; straight candled stock, 20 to 22c.; market stock, 16 to 18c. Pickled eggs are meeting with ready sale at 18c.

BEANS.

The bean market is still very difficult to gauge, as it has been subject to daily fluctuations since our last issue. Local commission men are of opinion that the early reports of a short crop in the West were much exaggerated, for in no other way can they account for the fact that Canadian growers have been accepting lower prices than those obtaining in Michigan. At time of writing there is a stronger feeling for spot goods, owing to the cold wet weather having interfered with threshing operations, but goods for future delivery are lower. At the present time Canadian prices are still lower than Michigan prices, but the latter are coming down, while Canadian prices, although fluctuating daily, are still centreing about the same point. Canadian prices are usually governed by market conditions in the United States, and, as Michigan prices are now declining, the feeling locally is that a decline here is bound to come. It will be noted that the prices quoted below show a decline of 10c. all through. We quote:

No. 1 hand-picked, carlots	2 00
Choice prime, per bushel	1 90
carlots	1 70
Ordinary (off grade), per bush	1 75

HONEY.

The offerings of honey during the last two weeks have been large with practically no demand here. During the early part of September producers were holding for much higher prices than the dealers felt like paying. At the present time producers are meeting the dealers in regard to prices, and the result has been a slight weakening. For comb honey there is an excellent demand from local dealers, but there is not much offering. We quote:

Strained, white	0 07 1/2 0 08
Clover and basswood	0 08 0 08 1/2
Buckwheat	0 07 0 07 1/2
Comb honey	0 13

MAPLE PRODUCTS.

The market continues quiet and unchanged. We quote:

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

EVAPORATED APPLES.

There is still an unsettled feeling and very conflicting opinions are current. It is said that higher prices are prevailing for export and that there are good prospects in foreign markets. In spite of these reports there are still large offerings on the local market at the low prices which have prevailed for some weeks back. New York buyers are still offering lower prices for November delivery than for October, and competent authorities continue to express the belief that high prices this season are not to be expected. We quote the following unchanged jobbers' prices to the trade:

New, in carlots	0 05 1/2 0 06
New, in jobbing lots	0 06 0 06 1/2

HOPS.

There is little to add to our long reports on the hop situation in our last

formian is much appreciated. While California loose raisins are quoted rather lower, seeded are higher. New loose Malagas are daily expected. New figs and peel sell freely. Quality is good. New currants are soon expected. Prunes have a fair sale with prices unchanged. Dates rule at even prices. Onions are higher. We quote:

APPLES.		
	Per lb.	Per lb.
Dried	0 04 0 04½	Evaporated 0 06 0 06½
ONIONS.		
Canadian onions, per bbl.	3 25	3 50
" " per bag	1 50	
CURRANTS.		
Fine Filiatras, per lb. in cases	0 04	
" " cleaned	0 06	
" " in 1½ lb. cartons	0 06 0 06½	
VALENCIA RAISINS.		
Finest off-stalk, per lb.	0 07 0 07½	
Selected, per lb.	0 07½ 0 08	
Layers, new, "	0 08½ 0 09	
MALAGA RAISINS.		
London layers	1 75	1 90
" " Connoisseur Clusters	2 25	2 50
" " Royal Buckingham Clusters, 4-boxes	1 15	
" " Excelsior Windsor Clusters	4 50	4 60
" " " "	1 30	1 40
Loose muscatels, 50s.	0 08	0 09
Malaga, choice, seeded	0 09 0 09½	
" " fancy, seeded	0 10½ 0 11	
Loose muscatels, per lb.	0 08 0 09	
" " seeded, in 1-lb. packages	0 09 0 10½	
FIGS.		
Comadres, per tapnet	1 20	
Elemes, per lb.	0 10 0 20	
DATES.		
Dates, Hallowees, per lb.	0 04 0 05	
" " Sair	0 03½ 0 04	
CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per lb.	0 11	
Peaches	0 09½ 0 10½	
Apples	0 06 0 06	
PRUNES.		
	Per lb.	Per lb.
30-40s	0 08½	70-80s 0 06½ 0 07
40-50s	0 08 0 08½	80-90s 0 06 0 06½
50-60s	0 07½ 0 08	90-100s 0 05½ 0 06
60-70s	0 07 0 07	
GREEN FRUIT.		
Dealers are busy. In oranges, Jamaicas supply the market at firm prices. Lemons, while commanding quite full figures are rather easier. Apples, though quite plentiful, hold at full figures, the quality being good. In grapes, some Ontario stocks are still offered. California Tokays are particularly fine. Cranberries are high. The demand for sweet potatoes is light. We quote:		
Jamaica oranges, bbls	5 00	6 00
" " boxes	3 00	3 50
Messina lemons	4 00	4 50
Cocoanuts, per bag of 100	4 00	4 50
Bananas, per bunch	1 25	2 00
Apples, N.B. and N.S.	1 50	2 75
Grapes, per bbl.	4 50	5 50
Sweet potatoes	4 00	4 50
Peaches, per basket	0 75	
Grapes	0 35	0 50
Cranberries	8 00	10 00
SUGAR.		
The market is rather easy though prices this week are unchanged. Holders of stocks have been much disappointed. Sales are large. We quote:		
Redpaths granulated	4 20	
St. Lawrence	4 20	
Acadia	4 15	
" " in bags	4 00	
Bright yellow	3 85	
Med.	3 55	
Paris lumps, in 50-lb. boxes	0 05 0 05½	
Powdered	0 05½ 0 05½	
MOLASSES.		
The high price has affected the sale. There is a fair stock of Porto Rico. Other grades are scarce. We quote:		
Barbados	0 36	0 39
Porto Rico	0 40	0 45
New Orleans	0 30	0 38
FISH.		
In this line stocks continue scarce and prices tend higher. Haddies, which		

should be largely handled at this season, are in very light supply. The sale for pollock is limited. Dry codfish are higher. In pickled herring, eastern fish, of which large quantities used to come here, are not seen. Grand Manan and bay herring hold at full figures. Smoked have but a fair sale at the high prices asked. We quote:

Haddies, per lb.	0 04½	0 05
Smoked herring, per lb.	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
Pure cod	0 08	0 09
Pollock, per 100 lb.	2 25	2 50
Pickled herring, per ½-bbl.	2 25	2 50
Dry cod, small	4 05	4 25
Pickled shad, ½-bbl.	3 00	3 25
Halibut	6 00	6 15

FLOUR, FEED AND MEAL.

Manitoba flour is rather lower. Ontario grades are unchanged from last week. Oats and oatmeal are firm. Feed is in

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Oct. 26, 1903.

THE Canadian Cannery Consolidated Companies, Limited, dies hard. To continue their advertised system of selling goods and giving a special discount to exclusive buyers, (who mark you could not get a guarantee of all their requirements), the combine has just sent out to the wholesale trade the following affidavit to be filled out and sworn to. The merchants here are indignant. They felt when the first announcement of the highly original methods of the new combination was made public, that it was a proposition they as business men could not entertain. Now they are sure of it. None of them will sign the document and most of them consigned it to the waste paper basket at once. The form sent out is as follows:

DOMINION OF CANADA } IN THE MATTER OF purchases of goods from
TO WIT: } CANADIAN CANNERS' CONSOLIDATED COMPANIES, Ltd.

I, of the
of in the of
DO SOLEMNLY DECLARE: THAT has (have) not since July
(Name of purchaser(s))
4th, 1903, purchased canned goods from any person, firm or corporation other than the Canadian Cannery Consolidated Companies, Ltd., excepting the following: Baked Beans, Jams and Jellies, Catsup, Lunch Tongue, Soups, Corned Beef, Blueberries, Foreign Canned Goods,

AND I make this solemn Declaration, conscientiously believing it to be true and knowing that it is of the same force and effect as if made under oath and by virtue of the Canada Evidence Act, 1893.

DECLARED before me at the of
in the of this
day of in the year of our Lord 190..

..... Notary Public.

fair supply. Beans are not freely offered. The price is a firm one. Barley and peas are firm. We quote:

Manitoba flour	\$5 20	5 30
Best Ontario	4 65	4 80
Medium "	4 15	4 50
Oatmeal	4 10	4 25
Cornmeal	2 75	2 85
Middlings, in small lots	23 00	24 00
Oats	0 38	0 40
Hand-picked beans	2 10	2 25
Prime "	2 05	2 10
Yellow eye "	3 25	3 35
Split peas	5 00	5 25
Barley	4 25	4 40
Hay	10 00	12 00

NOTES.

Canadian onions in bags, shipped chiefly from Ontario points, are a new feature of the trade this season.

Buyers of "Red Rose" tea should remember this is the rush season. This year, however, through increased facilities there will be little if any delay in shipping orders.

Our trade prefer maple syrup in bottles and to meet this demand The Imperial Syrup Co. have placed on the market a large bottle at a fair price.

Goodwillie's fruits are meeting with a large sale. Wholesalers are finding themselves oversold on some varieties.

Mr. Felix Taussig, of The Boston Molasses Co., passed through this city last week on his way to Halifax.

From advices received from the White Pass people in the north it is learned that there is now lying at White Horse a quantity of merchandise variously estimated at 2,300 tons or thereabouts. Much of this is hay and feed, but a large proportion is merchandise, foodstuffs, ordered late, and it will have to be protected in warmed warehouses all Winter, owing to its semi-perishable character. All the freight of really perishable nature, such as eggs, fruit and vegetables, has been forwarded. The main reason why the great amount of freight is installed at White Horse is because of late ordering on the part of Dawson merchants. They held off too long in the hope that the great cargoes sent round by way of St. Michaels for transportation up the Yukon in river steamers would arrive. When they found this hope was futile it was too late to get goods in before the final rush. Added to this the water in the upper Yukon was very low all the later part of the season, so that the steamers down river from White Horse to Dawson could only take small loads. Had it been possible to load the river steamers to their capacity, there would have been little left to hold over.

* * *

An interesting point in connection with this held-over merchandise is that of the insurance. It is held by some that the railway company is still responsible for the insurance of the goods, the same as in transit insurance is considered on all merchandise. On the other hand some

and of these are the transportation companies, claim that as the goods are delayed in the manner they are, and for the long period to elapse until the opening of navigation again, it constitutes a condition in which the shippers must step in and protect their consignments. In any case, both shippers and consignees are very much interested in the problem and it is occupying the attention of merchants, transportation men and insurance agents at the present moment. A large amount of insurance has been placed on these stocks during the past few days. Who will ultimately foot the bill, the transportation companies, shippers or consignees, is yet to be determined.

The Thanksgiving turkeys eaten by Vancouverites cost them something like 35c. per pound retail. There were a few eastern turkeys brought in from Smith's Falls, Ont., which sold retail at 30c., but the local turkeys, of which there was a limited quantity offering, brought 35c., as did also a small quantity brought in from Seattle. As the latter cost 23c. in Seattle and paid a 25 per cent duty, as well as freight and cold storage charges, the margin at 35c. retail was not great when divided between the retailer and the jobber.

Turkeys do not thrive very well so far in the humid climate of the coast districts, though it is quite likely that in time they will be successfully reared, when a study of the conditions is made. In some localities, especially up the Fraser River, the ranchers raise quite a few, and the quantity of moisture precipitated in a season is quite as much as on the coast. The principal source of supply for turkeys to this market has always been in the past the Smith's Falls market.

Steamer Queen, of the Pacific Coast S.S. Company's Vancouver-San Francisco service brought to port this week a large quantity of California goods, much of which was for shipment east, showing the extent to which the markets of eastern Canada and the Northwest are looking to the Pacific coast for supplies. For instance, one shipment was 1,135 cases dried fruits for shipment to Winnipeg. Another was 500 cases canned goods for Duluth, and similar shipments for Montreal are frequent. Other items of the cargo imported by Vancouver wholesale merchants were 675 cases dried fruits, 175 cases raisins, 25 cases evaporated apples, 60 cases figs, 30 cases chocolate, 40 cases canned goods, 30 cases salad oil, 300 boxes matches, 5 cases horse radish.

Canned goods from Eastern Canada are arriving freely for stocks, some orders being pretty nearly all delivered. In several lines, however, there is the usual shortage, and the market will have to look elsewhere early in the season for fresh supplies. Dried fruits in this province are not moving very rapidly at the present moment, there being still a fairly good supply of fresh fruits in the market.

Local British Columbia apples are dominating the market entirely this year so far. There have been few importations from Oregon, California or Washington, and of fancy apples there has never been such a display as this season. The supply of these better-looking grades is not

from any one locality. Of course the upper country, beginning with Spence's Bridge and ending in the Okanagan, is sending down large quantities of superior fruit as usual, but from the lower mainland, Chilliwack and from Vancouver Island the sample of apples this year is very fine. The crop is not a very heavy one, however, and is not going to be nearly sufficient to keep the market supplied all through the season. At the present moment there is quite a supply of cheaper grades selling at very low prices compared with the fancier stock, but as soon as this cull class is done there is not a large supply of cooking grades in Winter stocks. There are some apples not yet ready to be picked, and they will in some cases stand a month yet before being gathered, but it will not add greatly to the total stock. Prices for fancy are away up to \$1.75 and \$2 per box in many instances.

There was a small lot of 25 barrels of Ontario apples on the market recently. It was rather odd to learn the way it came to be received. A shipment of canned goods was being made up at one of the Ontario canneries, and there was space left in the car. To fill it the lot of 25 barrels of apples was put in. They netted here \$5.75 to the retailers. One grocer got four barrels of handsome Ontario snows which were included in the little shipment. He had no trouble selling them. They were a treat to old Ontario boys for sure.

Produce markets show but little change this week either in stocks or prices. The conditions are normal, supply being quite up to demand, and while no large stocks are being accumulated the prospects are that a fairly good quantity of butter is yet to be obtained in the Northwest and Manitoba. Since all northern shipments have ceased the demand is restricted more to local requirements. The supply of local fresh made dairy and creamery from the Fraser Valley districts still continues good. The extremely fine weather, warm and bright, favors the continuance of production, as cattle are out grazing entirely yet, no feeding being necessary.

PERSONAL MENTION.

Mr. T. M. Cuter, secretary of The Acadia Sugar Co., Halifax, is in Toronto on a business trip for a few days.

Mr. J. E. Macfarlane has accepted a position with The Dominion Packing Co., Charlottetown, P.E.I. Mr. Macfarlane, who is an experienced traveller, will represent his firm in New Brunswick and Quebec.

Mr. F. D. Cockburn, of The Pugsley, Dingman Soap Company, of Toronto, who has for so many years covered the territory from Ft. William to Quebec, and introduced "Comfort" Soap to the trade in this district, has been placed in charge of the new distributing depot opened up at 1676 Notre Dame street, Montreal. Mr. Cockburn will look after the jobbing trade in this city and Ottawa. His new

quarters at the above address are large and commodious, being well fitted up and conveniently arranged for displaying the large assortment of premiums given away with "Comfort." Mr. Wm. Davies, of the Toronto staff, to whom credit is due for the tasteful and convenient arrangement of the new premises, and who has been in charge since last August, left for Toronto on Saturday to resume his post in the head office.

Mr. Walter L. Baker, representative of Enoch Morgan's Sons, New York, "Sapolio," was met on St. Paul street, Montreal, the other day. Mr. Baker is well known to the grocery jobbing trade, not only of Canada, but the United States as well, as his territory includes every city and town of importance in those countries. As an idea of the amount of travelling Mr. Baker does, it may be stated that in 1902 he never managed to get home to his family at all. During his absence he covered over 25,000 miles.

FREE TO GROCERS.

Two very fetching little brochures have just been issued by United Factories, Limited. One contains 9 illustrations and much useful information regarding Cane's Newmarket washboards. The other "Broom-ology," a very attractive folder, is Boeckh's "offer in black and white." All grocers who send their name and address to United Factories, Limited, will receive these free.

APPLE EXPORT REPORT.

The following comparative summary of the quantity of apples exported from Atlantic ports for the week and season ending October 24, has been given out by Mr. Fred. Barker, apple exporter, Church street, Toronto.

	Liverpool.	London.	Glasgow.	Various.	Total.
Montreal	24,307	8,038	15,927	13,558	61,830
New York	13,534	16,413	5,302	29,340	64,589
Boston	37,550	1,890	508	3,130	43,078
Portland	5,868				5,868
Halifax		17,500	1,329		19,279
St. John		552			552
Week's total	81,259	44,843	23,056	46,028	195,186
Same " 1902	81,791	31,891	13,468	26,186	153,336
Season to date	566,551	257,988	223,958	142,753	1,191,250
Last "	435,014	114,851	163,630	53,758	767,253

LIVERPOOL MARKETS.

The following cable from Liverpool was received Tuesday afternoon by Mr. Barker in regard to the apple market there on Tuesday, 27th inst.:

"Market active, prices very firm; Baldwins, 14s. 6d. to 17s.; Greenings, 14s. to 17s. 6d.; Spies, 14s. 6d. to 18s.; Russetts, 15s. to 21s.; Kings, 16s. 6d. to 21s. 6d."

These quotations refer to apples arriving in good condition.

INTERVIEW WITH A CEYLON TEA MAN.

AFTER an absence of some two years, Mr. R. Valentine Webster, of The Ceylon Co Operative Tea Garden Co., was a visitor at the Toronto office of "The Canadian Grocer" last week. Mr. Webster, who is on his 15th tour of the globe, is en route to Ceylon via San Francisco and Australia, and expects to get back to London some time in February.

Mr. Webster, besides his interest in tea, is an enthusiastic military man. He served in the Cape D.M.T. during the South African War and later acted as financial advisor to Lord Milner in the matter of land settlement and repatriation of the distressed districts.

OPENINGS IN SOUTH AFRICA.

There are good openings in South Africa, Mr. Webster thought, for many Canadian products. All meat was being imported, as what cattle were left were needed for transport, oxen for that purpose selling at £22 per head. Wheat and other breadstuffs, lumber, paper, canned goods of all descriptions, including vegetables, were among the supplies which Canada might provide. South Africa also afforded a great field for farm implements.

Clothes, boots and shoes were also imported, the same class of goods being required as here in Canada. He was of the opinion that South Africa would prove a splendid regular market for many years to come. It was a mineral country rather than a farming one. They have not the soil, for one thing, and the labor difficulties further discourage any extensive attempts at agriculture.

EUROPE TAKING TO TEA.

In reply to questions bearing on the progress of Ceylon tea, Mr. Webster said that of late he had been attending more particularly to France and Switzerland. Up to 1899, the year of the Paris Exposition, very little tea was used in Europe. Now, following the English fashion, the five o'clock tea had become quite the thing, and was offered in the best houses where wine had formerly been used exclusively. All this had come about through the influence of the Paris Exposition. In the United States the afternoon tea idea had not become popular.

ST. LOUIS EXHIBITION OUTLOOK.

Mr. Webster had recently been at St. Louis and had gone over the exhibition grounds. They were magnificent, but he anticipated that St. Louis would have the distinction of having the most colossal failure financially in the history of exhibitions, this on account of the great heat during the Summer months and the

distance of St. Louis from the more prosperous centres of population.

Ceylon was sending over a commissioner and an assistant. They would have a special court for their exhibition of tea, and the beverage would be served by 25 Singhalese.

India would have a court of her own. There had been a talk of a combined exhibition of Ceylon and India teas, but an agreement could not be reached. Mr. Bletcynden, who had been commissioner for Ceylon at the Chicago Exposition, would have charge of the India tea exhibit at St. Louis.

DEMAND FOR CEYLON GREENS.

At large, Ceylon teas were making satisfactory progress. Ceylon greens were making their way very well in this country. Black teas were a penny a pound more than last year, and in consequence times were very prosperous for the growers. The outlook was certainly firm for blacks. As for greens, they depended altogether on the output. He favored the securing of experts from Japan and China, so that Ceylon might turn out teas exactly similar to these countries. He was also in accord with what Mr. Larkin had said as to the desirability of imitating Formosa Oolongs. There were demands in certain parts of the world for teas of particular style and character and why should not the Ceylon people undertake to meet these demands? They would thus absorb a certain proportion of the tea crops and secure themselves against the possibility of producing more blacks than the requirements demanded.

An improvement which the ceylon tea people should make was in the package they put on the market. The matted packages of China and Japan were away ahead of the packages put on the market by Ceylon and India.

In his travels he found the demand for Ceylons increasing from day to day, and if the people were in a position to supply the particular styles demanded, he believed there would be much more exported to foreign countries.

Mr. Webster was the guest of Sir Thomas Lipton during the yacht races, and was with his party until the baronet sailed for home on the Cedric on October 9.

A NEW WHOLESALE WAREHOUSE.

THE Canadian grocery trade are following new departure of one of the most prominent firms in the trade, Perkins, Ince & Co., Toronto, who have recently established a branch in the busy and progressive town of Peterborough.

With its central location and desirable shipping facilities the firm has selected a splendid point of distribution, and good results should accrue to the grocery trade of that locality in the shape of reduced freights and expedition in delivery.

The business of the branch will be conducted in the large building formerly occupied by The McAllister Milling Co., near the G.T.R. station, which is admirably adapted for the purpose.

The interior has been entirely remodelled to meet the requirements of the business and separate rooms have been devoted to each department.

An electric system has been installed throughout and the whole equipment of the warehouse is now of the most modern description.

The offices and sample rooms are handsomely furnished in natural wood, with hardwood polished floors, and have an extremely neat and business-like appearance.

Mr. John A. Cameron, who has for a number of years represented the Toronto firm in this section, will be manager of the business and Mr. T. D. Mulholland, for a long time prominently connected with the head office of the company in Toronto, will superintend the office affairs and reside in Peterborough.

The firm are highly satisfied with the volume of business already transacted, which has been in excess of their expectation, and, from the encouragement already received, have every reason to be sanguine as to the outlook.

NOVA SCOTIA MARKETS.

Halifax, Oct. 26, 1903.

TRADE continues very active and the Fall movement of groceries is in excess of that of last year. Apple shipments at this port are very heavy, and the Dominion Atlantic Railway has had to secure additional rolling stock from other lines, in order to prevent a freight blockade at Valley points. The outlook all over the province is excellent with the exception of the western shore, where the shortage in the fisheries is beginning to be felt by traders. It is not the vessel owners who are affected, as these are in a position to stand the reverse, but the crews are not in so fortunate a position. Many of the men are indebted to local merchants for goods supplied their families during the Spring and Summer, and now that the catch has been a failure, have no money to pay these accounts, and, of course, merchants are indisposed to carry them over into

APPLES.

APPLES FOR SALE.—I have two cars of choice apples to offer, one car No. 1 Spies and one car mixed varieties, Spies, Russets and Ben Davis. Write for quotations. A. PRIMEAT Lindsay, Ont. (44)

SITUATION WANTED

YOUNG man wants situation in grocery; two years' experience; town preferred. Box 75 CANADIAN GROCER. (45)

No Grocer need hesitate about stocking

Clark's Ox Tongues

There's a flavor and fine quality about them
which will please your BEST CUSTOMERS.

1 1/2, 2 and 2 1/2-lb. Tins.



Delicious, Healthful
The Ideal Fruit

—FOR—
SPRING and SUMMER USE

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



Now is the Time for Mince Meat

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

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

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL.
COMFORTING.

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

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

THE MOST
NUTRITIOUS.

COCOA

SEASONABLE GOODS.

Fancy Cape Cod Cranberries, Spanish Onions, Jersey Sweet Potatoes, New Chestnuts, Scotch Finnan Haddies, Fresh Oysters.

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

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

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

next season. There is a good deal of railway construction work in progress, and those who do not go into the Winter fishery, will no doubt be able to find employment that will enable them to pay cash for supplies for current requirements, but will not likely be able to wipe off the old scores. Traders in these sections, therefore, are without the considerable sums of money they expected to receive, with which to meet their own payments.

Flour continues steady, although some Ontario mills are reported to be filling orders below their quotations of two weeks ago. Others are still very firm in their ideas. There has been a general advance in retail prices in this city. Manitoba flours are firm and the price here would be much higher but for the fact that some jobber secured a large stock some time ago and has continued selling below the present mill prices. Cornmeal is easier, having declined 10c. Rolled oats are very firm at a slight advance. There is a firmer local feeling in beans than a week ago. Pork, beef and lard are all slightly easier than a week ago. Burning oils have advanced 1/4c.

Feeds of all kinds are firm and sales have been made at slightly higher quotations. Oats are expected to advance in view of the condition of the Ontario and Chicago markets. Several cargoes of P. E. Island produce are to arrive this week. As yet the only island produce offering has come by steamer and rail and quotations afford little criterion of what the market situation will be when supplies can be had in bulk ex vessel. The Nova Scotia potatoes have been taken by rot, and these are now about out of the market. In view of this, high prices are expected to rule for P. E. Island potatoes, and it is not likely any will be bought this season at the wharves under 35 or 40c.

At the moment, dairy produce is very firm. About ten days ago the cheese market weakened and factories accepted lower prices. This was followed by cable orders to dealers here, with the result that quotations advanced sharply to the former figure, and, just at the moment, there is quite a scramble to obtain possession of the September make. Butter is also firmer, and the best quality is none too plentiful. Eggs have further advanced and are jobbing here at 19 and 20c. for straight gathered stock.

Codfish has advanced 20c. per quintal all around. The Summer catch of Bank fish is now selling ex vessel at \$5. There is a great scarcity of grocery grades of both cod and herring. Spring mackerel have advanced 50c. per barrel, and all lots offering are quickly bought up, chiefly for the American market.

Sugar is unchanged for the week, although the increased demand following the recent decline has subsided. Molasses keeps firm at the quotation ruling for the last two months. Pending the arrival at this port of the dried fruit steamer Belona, there is nothing to report in dried fruits. Jobbing prices of No. 1 British Columbia salmon have been advanced 25c. per case, \$5.50 now being asked. Canned beef and lunch tongue have been advanced 10c. per case.

CANADIAN TRADE WITH THE WEST INDIES.

A REPRESENTATIVE of "The Canadian Grocer" had the pleasure of an interview this week with Mr. J. Russell Murray, representative in Canada of the Imperial Department of Agriculture for the British West Indies, at his office at No. 27 St. Sacrament street, Montreal. The Imperial Department of Agriculture for the British West Indies is under the control of Sir Samuel Morris, K.C., M.G., and Mr. Murray represented this department for several years in Trinidad. Owing to the importance of, and with the view of developing more fully, trade between Canada and the West Indies, and with the view of thoroughly studying the conditions of trade in Canada, Mr. Murray has been appointed to the Canadian branch. Mr. Murray will have the assistance of Mr. Alex. Wills, who has been for many years a merchant dealing particularly in West Indian products. The work laid out is a very comprehensive one, covering as it does the entire interest of the West India Islands, and ports of the Caribbean Sea, including as well, Cuba, Porto Rico, Barbadoes, Dominica, etc. Mr. Murray is convinced that one of the most important features in connection with the proper handling of business between the various British possessions in the South, and Canada, is the improvement in the steamship service, faster boats and more frequent sailings being necessary, as well as quicker rail connection between Toronto, Montreal and Halifax. As conducted at present the volume of trade passes through American channels via New York.

It is also the opinion of Mr. Murray that there should be established in the large cities of Canada permanent exhibitions of all West India products, the said exhibitions to be in charge of competent officials, so that clear, definite and positive information could be furnished enquirers. These exhibitions should be run on business principles, that is to say quotations should at all times be available and information furnished to inquirers as to where the various goods, and through which commercial channels same may be obtained.

In order to further disseminate information, Mr. Murray proposes to work up an interchange of British West India newspapers, which will be deposited on the tables of the Boards of Trade, as well as on the files of the prominent public libraries in Canada, and will also arrange to have the principal Canadian news and trade papers sent down to the various Chambers of Commerce and libraries throughout the West Indies.

These three features, namely: Improved steamship service, permanent exhibitions,

and interchange of papers between the West Indies and Canada, Mr. Murray thinks are most important, and his efforts will be devoted to having them put through.

One of the features complained of by Mr. Murray and so reported, has reference to the landing in West India ports of Canadian flour, the same having been received in a very disappointing condition. It failed to keep well during the voyage with the result that there was very little enquiry for it. Shipments lately sent out have not paid costs. The fault, Mr. Murray claims, lies with the Canadian shippers who have sent out a great deal of flour made from Manitoba wheat, and this, experience has proved, will not stand the excessive heat of the



Mr. J. Russell Murray.
Representative Imperial Department of Agriculture for the British West Indies.

tropics and arrives in a spoilt condition. It is his opinion that Ontario flour would better answer the purpose.

Regarding the trade in Barbadoes molasses, it may be said that there has been quite a lot of complaint made to the Barbadoes shippers by Canadian merchants on account of the bad condition of the molasses upon arrival in Canada. It is said the use of old puncheons is, in a measure, to blame for this and at the meeting of the shippers of molasses on the island it was decided to use new puncheons for each shipment instead of old ones as formerly. Canada is a large consumer of Barbadoes molasses, particularly throughout the Maritime Provinces, Quebec and Eastern Canada, and it is of vital importance that this trade should be handled in a proper manner.

Mr. Murray has set himself the task of endeavoring to remove the existing com-

plaints and encouraging this industry. In the opinion of your representative, formed during the interview he had with Mr. Murray, if systematic work and energy, combined with a thorough knowledge of the conditions prevailing in the West Indies, count for anything in the realization of better trade between the two sections of the Empire interested, Mr. Murray and Mr. Wills will reap the thanks of merchants and shippers interested in this intercolonial trade. "The Canadian Grocer," as the leading trade journal of Canada, has for many years worked hard to interest Canadian manufacturers and shippers in trade with the West Indies, and is ready at all times to do all it can to encourage and develop this trade.

DRINK TEA AND BE STRONG.

Under the heading "Paradoxes of Diet," a writer in The St. James's Gazette says that the peoples that drink most tea and alcohol are the most dominant powers. Tea is the essential drink of progress. In a single century Australia has made itself, and the Australian beats the rest of the world by drinking seven and a half pounds of tea in twelve months. The Canadians manage six pounds, which is also the quantity that the home-bred John Bull requires to quench his thirst. The American has a preference for coffee which, added to his tea, makes him drink no less than the Britisher. On the other hand, Germany's national depression is distinctly due to her consumption of a mere two ounces of tea per head per annum. When the Russian backs up his one pound of tea with more meat he will go ahead, for if tea spells enterprise, beef means strength. Just to test this look at the opposite side. The Spaniards drink only half a pint of tea in a year. No wonder he is depressed and bankrupt.

A STARCH WINDOW.

John Robertson & Son, St. Catherine street, Montreal, who secured second prize in the late competition for window dressing, are this week showing a magnificent display of starch products, the entire window containing every form of starch products, syrups, by-products, etc., turned out by The Edwardsburg Starch Co., Ltd. There are also a number of splendid table preparations such as puddings, cakes, jellies, etc., which demonstrate the uses to which the articles displayed can be put. Mr. Robertson's young window dresser is an artist, and this window excels, if anything, the one submitted in the recent competition. Mr. Sadler, of The Edwardsburg Starch Co., also assisted in the arrangement of this interesting display.

MADAM HUOT'S COFFEE

Pure, Rich, Delicious.

Some more good Teas coming

For liquoring qualities, at the price, they are unsurpassed.

GET SAMPLES AND TRY THEM.

Just in—	40 Chests Ceylon Black Pekoe, choice liquor, at	15½c.
"	50 Chests Indian Black Pekoe "Sallbara," extra fine value, at	16½c.
"	79 Catties medium make Gunpowder, a good clean leaf, fine liquor, at	20c.
"	20 Matts, 8 x 5-lb. boxes each, good Japan Tea, at	22½c.
"	35 Half chests fancy finished leaf, Ceylon Green Young Hyson, at	19c.
"	35 Half-chests fancy finished leaf, Ceylon Green Hyson, No. 2, at	17c.
COMING IN FROM LONDON—		
	16 Half-chests Fine Pinhead Gunpowder, at	27½c.
COMING IN EX STR. "EMPRESS OF JAPAN"—		
	12 Half-chests Moyune Gunpowder, Pinhead, extra choice liquor, at	32½c.
COMING IN EX STR. "TOSA MARU"—		
	241 Catties Gunpowder, Pinhead, Pea Leaf, Imperial, from	14 to 30c.
COMING IN EX STR. "OLYMPIA"		
	364 Half-chests "Condor XX" Japan Tea, at	20
	95 Packages "Blue Jay" Japan Tea, in 5-lbs., 10-lbs., 20 and 30-lbs., at	25, 24, 23 and 22c.
	20 Half-chests "Condor V" Japan Tea, at	30c.
	168 Half-chests "Condor XXX" Japan Tea, at	22½c.
	50 Half-chests "Condor" Fannings, No. 9, at	10½c.
	133 Half-chests (all sold) "Condor" Siftings and Nibbs,	
	830	
AFLOAT FROM JAPAN—		
	213 Half chests good clean leaf, good liquoring Japan Tea, at	16½c.
	100 Half-chests good clean leaf, good liquoring Japan Tea, at	17½c.
	150 Half-chests very good clean leaf, good liquoring Japan Tea, at	18½c.
	260 Half-chests "Condor XXXX" Japan Tea, at	25c.

Total, 2,081 Packages

Wholesale Teas, Coffees, Spices and Vinegars. Specialty of fine goods.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

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

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

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

"ONE"
Baking Powder, Vinegar,
Spices, Coffee

KEEP IN LINE.



You will have no trouble in keeping in line with your trade, if you handle the right goods.

“Reindeer” Brand

Condensed Milk is the Standard of Perfection.

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

BUTTERFLY, CLIPPER, PEACOCK

JAPAN STYLE CEYLON TEAS.

The finest Green Tea the world produces, better than Japan at its best.
The above marks are the output of one of the best Ceylon Gardens—the teas from which are fired by an expert Jap. and pronounced by him to be better than any grown in his own country.
Three marks—Three Grades.

PRICES—16½ TO 19 CENTS.

We have contracted for the entire output of the garden and are sole importers.

WARREN BROS. & CO., - TORONTO

JUST THINK OF IT!

We have now received into store a direct shipment of Fresh Cheese.

600 ROQUEFORT—“Finest Make”

Although we do not advertise our prices, We Are Always In It.

Send us a trial order.

Satisfaction Guaranteed.

We have the largest assortment of Fancy Groceries and Liquors to be found in any Wholesale House in Canada.

L. CHAPUT, FILS & CIE.

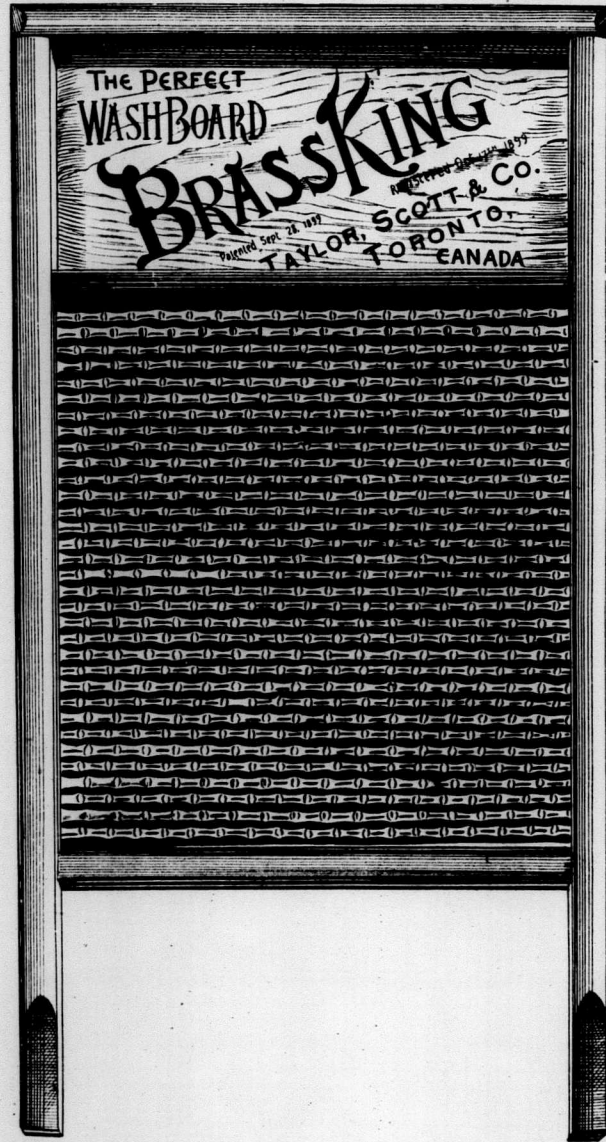
Wholesale Grocers and Importers,

MONTERAL

DISTRIBUTORS OF “UBERO” COFFEES.

Montreal, October 27th, 1903.

ARE YOU BUYING
BRASS WASH BOARDS
WE MAKE THE BEST



The **Brass King Wash Board**, made by us in **Canada**, is acknowledged the best.

PRICE, \$3.00 per doz.

Taylor, Scott & Co.
TORONTO, CANADA.

MANITOBA MARKETS.

WINNIPEG, October 26, 1903.

BUSINESS has been good all week; grocery jobbing houses say they have just about all they can do. Prices are firm and the class of goods called for are the best. Preparations are being made for a very heavy Christmas trade.

CANNED GOODS.

The event of the week has been the advance in canned tomatoes, which are now quoted at \$2.75 per case, as against \$2.50 last week. All other lines remain unchanged. We quote:

Tomatoes.....	\$2 75
Corn.....	2 00
Peas.....	2 00
Butter beans.....	1 85
Strawberries.....	3 10
Blueberries.....	2 25
Raspberries.....	3 10
Pears, 2's.....	3 00
Peaches, 2's.....	3 00
3-lb. apples.....	2 15
Gallon apples.....	1 25
2-lb. sliced pineapples.....	3 65
Grated pineapple.....	3 75
Salmon, pink.....	5 75
" sockeye.....	6 50
Kipperd herring, Canadian, case of 4 doz.....	4 25
Finnan haddies, 4 doz. in case.....	4 25
Corned beef, No. 1.....	3 20
No. 2.....	2 85

SUGARS.

Redpath, St. Lawrence and British Columbia granulated, bbls.....	\$4 65
In bags.....	4 60
Bright coffee.....	4 00
yellow.....	4 00

MOLASSES.

Barbados, 1/2 bbl.....	0 03 1/2
New Orleans.....	0 02 1/2

TEAS.

The cheaper grades of Japan are hard to obtain and higher in price. The trade in Japan continues to show an increase in the West, but is still very small compared to India and Ceylon teas. Present prices for the teas most in demand on this market are:

Ceylons, blacks.....	0 17 0 35
India.....	0 17 0 35
Japans.....	0 20 0 35

COFFEES.

The prices of Rios have advanced 1/2c. and the market is very firm. We quote:

Green Rios, No. 7.....	0 07 1/2
" " 6.....	0 07 1/2
" " 5.....	0 08 1/2
Roasted coffee in 1 lb. tins.....	0 13 0 18
Ground " in tins, according to grade.....	0 18 0 33

EVAPORATED AND DRIED FRUITS.

Market is steady, with fair trade in all lines, and prices are very firm, with a tendency to advance in some lines, especially California evaporated fruits. We quote:

CURRENTS	
Fine Filiatras, per lb. in cases.....	0 05 1/2
cleaned.....	0 06
in 1 lb. cartons.....	0 08

VALENCIA RAISINS.

Finest off-stalk, new.....	\$2 40
Selected.....	2 05
Layers, new.....	2 10
London layers, old.....	1 85
Loose muscatels, 50s, 3 crown.....	0 08 1/2
Seeded.....	0 10 1/2

FIGS.

Cooking figs, old stock.....	0 04 1/2
Elvans, 2 and 3 star.....	1 10
No. 4.....	8 00
" " 5.....	3 90

CALIFORNIA EVAPORATED FRUITS.

Apricots, new, per lb., according to brand.....	0 12 0 12 1/2
Peaches, unpeeled, per lb.....	0 09 1/2 0 09 1/2
Apples, old, in 50 lb. box.....	0 06 1/2 0 07

PRUNES.

70 80s, old.....	0 05 1/2
80 90s, ".....	0 05
90 100s, ".....	0 04 1/2
40 50s, ".....	0 08 1/2
50 60s, ".....	0 07 1/2
60 70s, ".....	0 06 1/2

CURED FISH.

All lines of cured fish seem to be scarce owing to light catch, and prices are higher than last year. We quote:

Boneless codfish, 24 lb. in box, per lb.....	0 07
Dry cod.....	0 05 1/2
Pickled herring, per 1/2 bbl.....	3 75 4 00
Digby chicks, per box.....	0 18 0 18 1/2

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

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

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

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

CANNED SALMON IS SCARCE

We have filled all of our advance orders for Canned Salmon, and have a large quantity on hand, and have further shipments to arrive in a few weeks. We are offering a popular Brand Red Sockeye, at \$1.25 per dozen f.o.b. Guelph, for shipment upon arrival.

We have a very fine Japan Tea, good style and cup quality at 17 1/2c., a splendid tea to retail at 25c., also a very fine Ceylon Black Tea in half-chests and chests at same price.

Valencia or Sultana Raisins, New Cleaned Currants: We can give you prices on these lines that will satisfy closest buyers.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.



Why not carry an assortment of

“CROWN”

Unfermented Wines!

(ALL FLAVORS)

Good Sellers.

Good Margin.

CROWN MFG. CO.

785 Yonge Street,

TORONTO

GOODWILLIE'S
FRUITS

Noted for their delicious
FRESH FRUIT FLAVOR.

ARE Put up only in glass.
READY SELLERS.
YOU STOCKED?

ROSE & LAFLAMME, Agents,
MONTREAL.

**An aid
to you**

An article which will aid you in
making money is worth knowing
about.

**PATERSON'S
CAMP
COFFEE
ESSENCE**

is just such an article.

ROSE & LAFLAMME,
Agents, MONTREAL.



To prove
that
**Brand's
A1
Sauce**
is
always

A1 is to try it—

- Once tried always asked for
- Pleases your trade
- Shows you a splendid profit

CANADIAN AGENT—

I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

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

Grimble's



BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks
his friends for having written
for samples, and to learn that
same have given satisfaction.
Grimble's Vinegar is
always **ALL RIGHT.**

If you don't know it,
write for sample.

I. S. WOTHERSPOON,

204 Board of Trade Building,
MONTREAL, P. Q.

Window and Interior Displays

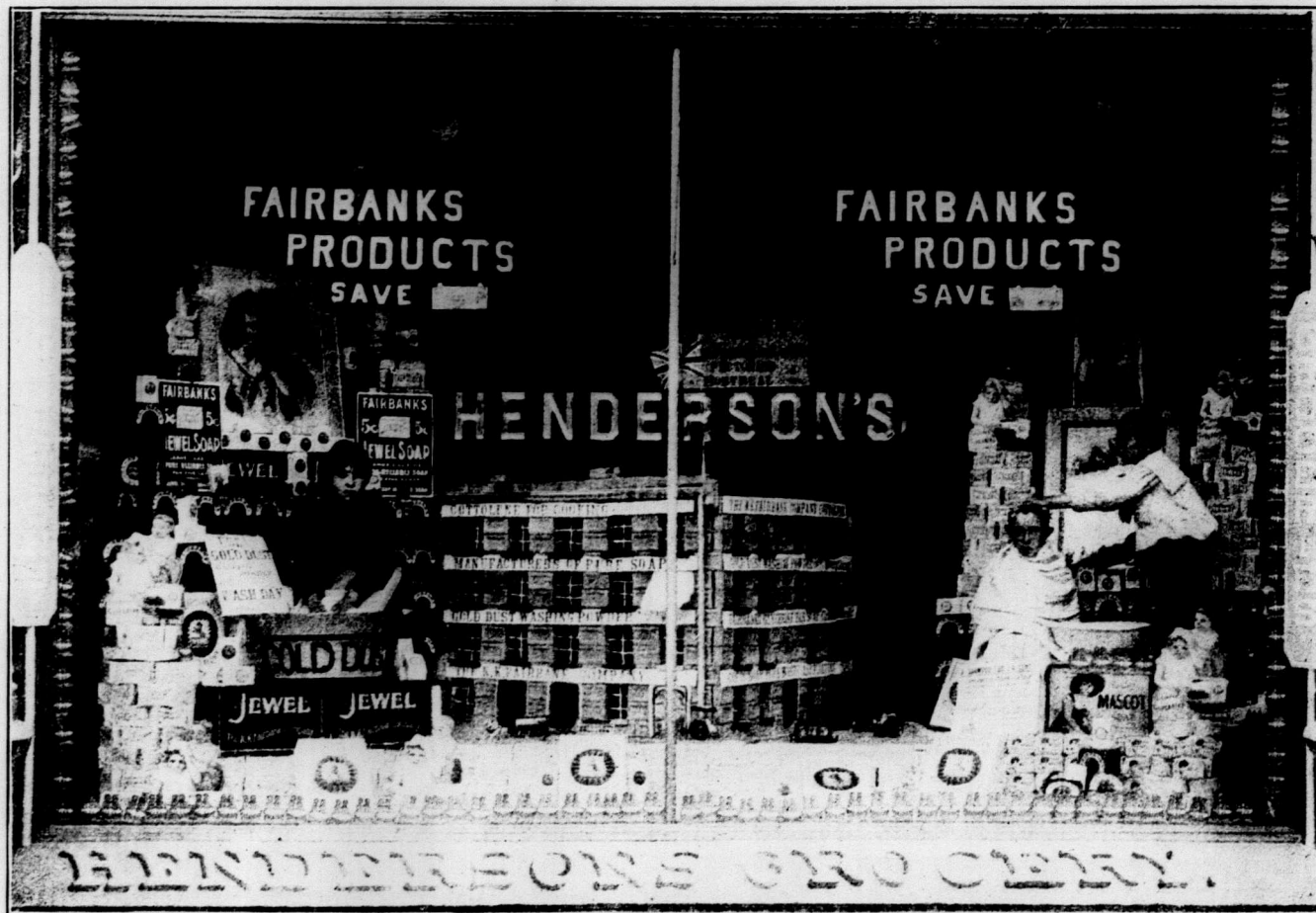
Timely Hints
and Suggestions.

THIS window, decorated by Daniel McGeen for J. S. Henderson, must have attracted considerable attention on the streets of Kingston.

The main feature of the scheme is the reproduction of Fairbank's soap factory, built up of soap bars and containing 34 windows. Even the waterspouts are not

Various notices are painted on cardboard and placed in different positions, such as "Fairbank's glycerine tar soap cleanses and heals," "Copco soap, pure, white and floating," "N.K. Fairbank Co. cottolene," etc., and on the window are the words, "Fairbank's products save \$50, with a \$50 bill completing the sentence.

the fact that they were handled by Wm. Henderson would have been just as fully demonstrated by the use only of the factory and figures, and a much neater, more conspicuous window would have been the result. It is in the detail work that the most faults are apt to occur. Mr. McGeen certainly captured a good idea in the working out of the factory and the use o



A Fairbank Soap Window, Dressed by D. McGeen for J. S. Henderson, Kingston.

forgotten. Around the building sand is strewn to imitate the streets, and drays are busy loading and unloading.

At one side was a young girl busy washing at a tub, with Fairbank's soap, and on the other side a couple of boys showing each other and the public the use of Copco soap for a shampoo. Live figures of any kind are always a great attraction.

All these things are excellent and would have been of the greatest interest and a good advertisement, but the general effect is somewhat marred by the stacking at the sides of various productions of the Fairbanks Co. The height of these stacks overtopped the part of the window that would attract attention, and thus detracted from their value. Fairbank's soaps and

the children; then the blank spaces would no doubt stand out so conspicuously as to seem to call for something to fill them, but it is very often the vacancies that bring out the occupied spots.

D. B. Tousley, one of the oldest members of the Dominion Commercial Travelers' Association, died Monday last.

The Popular Goods For Progressive People

sued to all classes of buildings—not to be equalled for practical merit and enduring reliability.

Our Metallic Ceilings and Walls

give the acme of perfection at moderate cost. They please the most aesthetic as well as practical tastes.

Artistically beautiful, almost indestructible, sanitary, easily applied, and countless designs to select among.

It will pay you to use them.

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

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

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

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

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

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

THE CANADIAN GROCER

FOUR WAYS OF DISPLAYING BRUSHES

By L. J. L., Toronto.

MERCHANTS are often at a loss for original ideas for the display of brushes of various kinds. It is well that at this season of the year such lines of this as have, in many cases, been placed away in some obscure corner or shelves, should be brought forth and made use of in store decoration and window display. There is little difficulty in showing to good advantage various lines of brushes, if the retailer or some of his clerks would start out to get ideas on the subject.

An excellent way to procure such ideas is to get pointers from any traveller selling these lines. The salesmen, in moving about from place to place, never fail to notice many of the best plans of displaying goods in their line, both in windows and in store interiors. The following methods of showing brushes in windows may be of interest to wide-awake storekeepers:

(a) Make a frame of wood to suit the window: cut poultry netting to size of frame; fasten netting on frame; paint frame and netting dull shade. Paint and varnish brushes can be placed between the meshes of wire without injury to them. If care and ingenuity is devoted to the work the brushes can be arranged to show to excellent advantage on such a frame.

(b) A simple but effective display of scrubbing brushes can be made by fastening small screw hooks to end of scrubbing, stove, shoe and whitewash brushes and by arranging them in designs. For instance, four strings of brushes can be connected from the four corners of the window to meet in the centre. With this could be shown a display of various house-cleaning goods.

(c) Take some wooden hoops from an ordinary barrel; wind around the hoops some turkey red cotton or other suitably colored material. Place screw hooks in the inside and attach brushes. Hang the hoops at a slight incline, so that the top or front brushes will not hide the back or lower ones. This can easily be changed, making inexpensive but excellent displays. They can be used inside the store as well as the window. It would be well to change the brushes frequently, so that they might not become shop-worn.

(d) Secure heads of barrels; join firmly together; cover with some colored material; lay on brushes, the large ones on the outer edges and the small ones at the centre; use black tape to tack firmly over brush handles to keep them in position. When completed you have two circles on a large wheel of brushes, which will look well when hung up in the window or near the brush and painters' supply shelves.

The writer would like to see opinions from retailers who have tried such displays and have watched closely the results. It would also be interesting to hear of other plans of displays by other travellers or retailers.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

FOR SALE.

FOR SALE—Grocery and bakery; together or separate; town 4,000; good location for general store. Box 69, CANADIAN GROCER, Toronto. (44)

FOR SALE—65 barrel roller mill; brick building, iron roof; first-class water-power; good grain and dairying country; located in enterprising village; saw mill attached; immediate possession. For description apply Box 113, CANADIAN GROCER, Toronto. (f)

GROCERY and fruit business—in live town. Box 114, CANADIAN GROCER, Toronto. (f)

GROCERY business for sale.—We have a good brick store with dwelling attached, doing a nice business and capable of extension, in a thriving city; only about twenty-two hundred cash needed altogether; write us. Box 115, CANADIAN GROCER, Toronto. (f)

THE proprietor wishes to dispose of a frame store with dwelling attached, stable, and a fruit garden of one acre. Store did a general business last year of about \$10,000. Price \$800; half cash, balance to suit purchaser. Address: Box 74, CANADIAN GROCER, Toronto. (44)

SITUATIONS VACANT.

CHEESE and butter maker wanted—to find and make by the pound; duties to commence about November 15th; free house; make this year about 115,000 cheese; estimated butter make 15,000. Apply, with references, to Box 116, CANADIAN GROCER, Toronto. (f)

BUSINESS CHANCE WANTED.

GROCERY or boot and shoe wanted to rent, in smart village. Box 117, CANADIAN GROCER, Toronto. (f)

PROVISIONS WANTED.

WANTED—Eggs, butter and provisions of all kinds; fruits, fruit-pulp, especially raspberry, strawberry, black currant, apricot, etc. Apply first instance to John Crisp & Co., 24 Wellington Road, Birmingham, England. (44)

AGENTS WANTED.

WANTED—By an old established firm of boot polish manufacturers in London, a thoroughly reliable firm to represent them in Canada. Liberal terms would be arranged. Address "Polish," care of THE CANADIAN GROCER, 109 Fleet St., London, E.C. (44)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (44)

FLOUR AND CEREAL FOODS

We Must Follow Up Osaka.

THE GROCER has already drawn attention on more occasions than one to the necessity of following up the triumph won by our Canadian flour at the Osaka Exhibition by a vigorous selling campaign in the Orient. In this stand we are supported by a business man who is on the spot, who was present at the Osaka Exhibition and who is thoroughly conversant with the conditions prevailing and the difficulties to be overcome in capturing the market of the East for our Canadian foodstuffs. The letter of Mr. Andrew R. Tufts in the last issue of "The Grocer," should be carefully perused by every business man who has goods to sell which might find a market in the East.

The impression made by our flour was such as to be referred to in envious terms by the American consular reports. The superiority of our flour over the American product was thoroughly demonstrated to the Japs, who, as a nation, have shown themselves able to recognize a good thing as soon as your occidental.

What is necessary? Simply salesmen. The way has been opened by the exhibition. An opportunity of unexcelled promise is opened to the enterprising firm that goes after the business. Business in the East does not come unsolicited any more than in the West.

But what has been done? Mr. Tufts informs us that outside of insurance men he has not met a single "man of the road" from Canada.

What is the use of voting funds from the Dominion Treasury? What is the use of sending our Minister of Agriculture to the Island Kingdom of the East, if, after all, our Canadian business men are to sit apathetic and allow the interest aroused and the enthusiasm generated for Canadian flour to be dissipated, or, more likely, to be turned by clever American drummers to swell the volume of oriental trade which the United States is building up with notable rapidity?

We are accustomed to look across the Atlantic for our markets and to turn our backs upon the Asiatic millions who face our western borders. The Japanese and Chinese are, it is true, as yet small consumers per head, but they are surely, if

slowly, learning to consume occidental products, and, in the next quarter century their trade will aggregate an enormous amount. Now is our chance to get a footing. Let us build up a market for our foodstuffs and other trade will follow. Trade induces trade, and the day may yet come when this Canada of ours is the highway of commerce between Europe and Eastern Asia.

In the meantime the important thing is to put our flour on the Japanese market, and if our manufacturers have not the connections or facilities for so doing, the Government should provide the machinery at once. In any event it would be disastrous to allow the present magnificent opportunity to escape our grasp.

An Opportunity for Oat Products.

REFERENCE was made in last week's "Grocer" to the fact that oats in the United States have turned out a light sample and that one of the large cereal companies of the United States was finding difficulty in securing first class oats for its purposes.

This news should be suggestive to Canadian manufacturers of breakfast foods. Our Canadian oats are of a uniformly good sample, and the yield generally is high. Such being the case the time is opportune to push the sale of our oat products in the markets of the world.

Even ordinarily we produce oats that are unexcelled anywhere, and this year should be taken advantage of to impress the fact upon the consumer in lands which are unacquainted with it.

For many years the oat was the staple breakfast food. Of late, it may be remarked, other cereal breakfast foods have won an enormous popularity, but it may well be doubted that this has in any way affected the consumption of the old Scotch staple. In fact, the effect has been to increase the consumption of prepared oats.

The triumphant advertising campaign of cereal foods has introduced these wholesome foods into thousands of homes where heretofore they were unknown, and the aggregate consumption at present would have seemed incredible a few years ago.

American manufacturers have won their success by taking advantage of every op-

portunity to push their products in every market available. With more meritorious raw material, our success will be the greater if we put the same energy in extending our business as has characterized our American friends and rivals across the line.

Canada has too long been content to send her natural products abroad in the raw state. The problem of the future is to secure the profits of manufacture for ourselves by working up our own raw materials and exporting only in the finished state.

Breadstuffs in Trinidad.

Gordon, Grant & Co., of Port of Spain, Trinidad, in their Commercial Review of October 8, report the arrival during the preceding fortnight of the ss. Maraval and Piemonte with the usual full assortment of breadstuffs. These additional supplies coming on the already ample stocks at the present dull season weakened values generally, and, although most articles are offered at comparatively low rates, the demand for all American breadstuffs is light. All grades of flour are moving slowly. Bakers' quality is quoted at \$6.25 to \$6.40; No. 1 extra, \$5.80 to \$5.85; superfines, \$4.30 to \$4.50. Some 200 barrels of No. 2 Canadian extras, ex ss. Ocemo, sold at \$4.60 to \$4.80. Cornmeal is in supply and moving slowly at \$4.25.

The preceding report from the same firm complained that Canadian flours had not kept well and were in consequence in slight demand.

Cleaning the Farmers' Wheat.

AT the last annual meeting of the Indiana Grain Dealers' Association C. W. Tuttle, a mill buyer, read a paper giving some of his experience in adopting machinery to clean wheat brought in by farmers.

We paid them, he said, for the cleaned wheat and gave them back the dirty screenings. Then the trouble began. We were called thieves and robbers and sometimes worse. It gave the shippers an opportunity to say to the farmer: "Don't take your wheat to the mills: they will clean it for you, while we will pay you for 'dirt' and all." This argu-

First Thing for Breakfast Ought to be Tillson's Cereals.

Tillson's Breakfast Food is Wheat Flakes.
Tillson's Wheatlets, the germ of Manitoba Wheat.
Tillson's Rolled Oats in everybody's mouth.

The makers believe in the goods they send out. That being so, the grocer has the assurance of the future.

THE TILLSON COMPANY, Limited,
Tillsonburg, Ontario.

TELEPHONE { MAIN 1257
 " 4675

**Wm. McCann
Milling Co.**

**MILLERS
AND GRAIN DEALERS**

**192 King Street East
TORONTO.**

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

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

**Caledonia Mills,
BOWMANVILLE, ONT.**

Correspondence solicited.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

ment is still being used in many localities.

The question is, What do the shippers do with all this dirt? Must they not guess how much their wheat will be "blowed" in order to make it grade? The screenings are worth more to the farmer than to any other person, and more than the "account of sales" from your commission house allows the shipper.

Now, I desire to ask whether as shippers of wheat you are not the purchasing agents of millers? Some millers must grind the wheat, or most of it, that you ship. If this is true, then do not the

FLOUR FEED CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

conditions upon which wheat is bought affect us similarly? Why not eradicate the anxiety as to how your wheat is going to grade in the market? The installation of receiving separators in your elevators will relieve this anxiety and often hard feelings against your commission houses. Put in the separators; give the farmer back his screenings and you will have less trouble. The hard things your farmer friends say about you at the start will soon pass over, as has been the result in our case. Patience and a little reasoning will prove to them that they are in the wrong, and that the only right and the most satisfactory way to buy wheat, both for the buyer and for the seller, is to clean the wheat before you weigh it.

Show the farmer the dirty screenings and ask him if he wants flour made from that kind of stuff. He will invariably say, "No, sir." Then say to him that some mill must grind this wheat, and that the mill must clean it in order to have its flour equal to its neighbor's. The farmers will soon agree with you that the only right way to buy wheat is over a receiving separator.

Biscuit Factory in Barbados.

United States Consul Macallister, writing from Barbados under date of August 25, 1903, reports the establishment of a large biscuit factory at Barbados. It is expected to cut off the importation of biscuits from the United States, which amounts to about 3,842,360 pounds per annum, valued at from \$120,000 to \$125,000. Flour from the United States, at least to a certain extent, will take the place of the biscuits.

Macaroni Wheat.

ONE day recently macaroni wheat sold at 67 cents in Minneapolis when No. 2 Northern was bringing 82 cents. A number of Dakota and Minnesota farmers were induced to raise crops of macaroni wheat because of the large yield, and now they are kicking loudly against what they term the injustice of elevator men and millers in discriminating against it.

Macaroni wheat is flinty in composition and millers would have difficulty in handling it on ordinary machinery. The flour is very different from ordinary kinds and so far the market for it is very limited, and those who do buy expect to get it for less than the market price of standard grades.

There is undoubtedly a place for macaroni wheat in our commercial system, but that place has not been fixed as yet and probably will not be until the grain is taken up as a distinct product, such as barley or buckwheat, and handled on

machines and sold in markets especially prepared for it.

Bean Dealers Unite.

A despatch from Ridgeway, the centre of the Western Ontario bean district, says that the bean dealers of that locality met there last week to form a joint stock company for dealing in beans. This action has originated on account of dealers not having made any money in the product during the past few years, owing to over speculation and false reports of prices in other towns, and no regulation price to the consumer. This new company proposes to make known its plans to the farmers, and to do business on as small a margin of profit as possible, and assure the farmer as high a price for his beans as the markets of the world will allow.

Charge for Grain Samples.

The Grand Trunk Railway has issued a circular to the effect that hereafter a charge of 40 cents per bag will be made for samples of grain obtained from the company's agents at Sarnia and North Bay.

The circular states that the practice of asking for samples of shipments of Manitoba and Northwest grain, consigned to North Bay and Sarnia, has been increasing, that this is a service which the railway is not called upon to perform, and therefore the above charge will be imposed. The grain men are also instructed to supply their own bags for samples desired.

Beans a Fair Average.

Mr. N. H. Stevens, of Chatham, is of the opinion that there will be sufficient beans for the Canadian trade this year despite the unfavorable conditions. Under a recent date he writes:

"The last ten days I have been over the bean growing part of our country pretty well, and the beans are now all in the barns. The acreage was more than last year, but owing to the wet season last Spring many fields were destroyed by water, and the very wet Fall we have had the bean crop has been badly damaged, and a great many beans that have been put in the barns have not been thoroughly dry, which will make the threshing very late. If they are held until cold weather before threshing they will turn out hard and dry, but if threshed early the bean will be soft and will not look clean. I think, however, upon the whole that the crop of beans for 1903 will be about an average with the crop of 1902, so that we need not look for any cheap beans this year, and yet we will have enough to supply the Canadian trade."

Grain Rate Broken

Montreal steamship companies have been notified that the minimum grain rate agreement entered into a year ago with all Canadian, American and English steamship companies has been broken by the American lines running out of Boston. As the season of open navigation will close next month the breaking of the agreement will have little effect on the St. Lawrence, although disappointment is expressed that the Boston lines have found it advisable to take such action. The minimum rate agreement, which was made a year ago, placed the lowest rate at three cents a bushel, and the Boston companies have now started shipping at a two and a half cent rate. Vessels from Montreal secure three and three-eighths to three and three-quarters a bushel at present.

Napoli Macaroni Co.

A new industry for Toronto and Canada is the manufacture of macaroni. The Napoli Macaroni Co. have recently secured premises and begun the manufacture of this Italian staple at the corner of Hayter and Teraulay streets, Toronto. Mr. Cecil Morris is the manager of the new company which is turning out plain and fancy macaroni, vermicelli, etc. The goods are put up in the ordinary bulk form and also in very handsomely got up pound packages.

Tailings.

The exports of American flour to Hongkong in 1892 were 457,690 barrels, and in 1902, 1,298,893 barrels, an increase of 941,203 barrels.

Toronto brewers are accused of bearing the barley market.

SUGAR BEETS PROFITABLE.

Mr. J. H. Barnes, of London, England, who is visiting Canada for the purpose of inquiring into the beet sugar industry and the prospects that Canada affords for the growing of beets on an extensive scale, said in the course of an interview, recently: "The great difficulty that is met with by a sugar factory when first started is to get a full supply of beets, and to make the farmers understand that the cultivation of beets is a profitable venture, with little, if any, risk attached thereto. Germany is, of course, the home of the sugar beet industry, and there are some splendid concerns over there that turn out a fine quality of sugar. The main thing is to get the farmer to go in for beet cultivation. Beets will grow anywhere, and require very little attention."

CUP QUALITY COUNTS—Therefore handle



Established 1845

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

High-Grade COFFEES

S. H. & A. S. EWING

The Montreal Coffee and Spice Steam Mills
55 Goto St., MONTREAL, P.Q.



• THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND
IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



Buying Right Saves Loss.



Boeckh's Bamboo-Handled Brooms.

Handwritten: *3 weeks ago*
A broom quality seems everything, but good, careful workmanship also counts. For nearly half a century we have made a study of "Broom-ology" with the pleasurable result that all progressive Canadian dealers handle, and all discerning Canadian purchasers ask for

You, as well as the dealer, recognize that the key to wealth is right buying. We realized this fact years and years ago, since then our highest aim has been to please both dealer and consumer.

—OUR NEW BROCHURE "BROOM-OLGY"
—MAILED FREE ON APPLICATION.

UNITED FACTORIES, Limited,

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

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

MONTREAL BRANCH: 1 and 3 DeBrosales St.

LONDON BRANCH: 71 Dundas St.

BANANA INDUSTRY OF GUATEMALA.

THE production of bananas in Guatemala is a very profitable industry when carried on systematically and in an up-to-date manner, writes U.S. Consul-General Winslow from Guatemala City. The best soil for banana culture is in the eastern part of the Republic, in the provinces of Izabal and Zacapa, where about 75 per cent. of the soil is well adapted to the cultivation of bananas. This section of the country is in close connection with the United States via the United Fruit Company's Steamship Line, which makes regular weekly trips.

The soil is very productive and easily cultivated after being cleared and subdued. The average price received is 20 cents United States gold per bunch of five hands or more. What is known as a hand is the cluster of eight or ten bananas found attached to the stem close together. The more hands on a stem the higher the price, and bunches of less than five hands are not shipped. The clearing, planting and cultivating of a banana plantation the first year costs, on an average, about \$20 per acre, but thereafter the cost is very light. After the sixth year the quality of the crop deteriorates, for the number of the small bananas increases. The crop is quite sure, and is only affected materially by the rains.

At present there is a large opening in this field, with very good shipping facilities to the port by the Guatemala Northern Railway. The capital required is not very great, and can be gotten out of the first two crops, with a good profit besides.

The principal drawback to this industry for a foreigner is the unhealthy climate. The banana country is low and hot. However, native help is cheap, costing from 5 to 7 cents gold per day, and usually plenty of it can be had.

This same soil readily produces rice, rubber, cocoa, oranges, and lemons, but the banana crop gives quicker returns than any of the others.

Bananas are often grown in connection with the growing of a rubber plantation, being planted between the small rubber trees, and five or six good crops can be harvested before the rubber plants get in the way.

TOMATO PASTE OR CHEESE.

The Philadelphia Record in a recent issue contained an article of interest to the progressive canner who is on the look out for the use of all by-products of his factory. It states:

"Now that the tomato canning season is nearing a close, an industry allied to it is starting up—the canning of the refuse from the tomatoes. There are three factories, beside the one here, that make 'Italian Paste,' or cheese, as it is called. The pulp and skins of tomatoes that have been canned are made into the paste. The mixing is done in a large trough similar to a mortar bed, stirred with hoes and shoveled into buckets and carried into the canning department.

"The cheese is principally shipped to Europe, but is gaining favor in New York, where a delicate soup is made from it."

While this description is not quite clear enough, and the methods used in making this "tomato cheese" are very crude, according to the description, nevertheless a new use is indicated for tomato pulp. However, the public would hardly take to an article produced in such fashion.

CANADIAN OYSTERS.

The London correspondent of The Toronto Telegram cables the following complaint of a London oyster dealer:

"I have been buying American oysters from a firm who deal very largely in oysters in Liverpool, and I asked them if they could not make arrangements to get over some Malpeque oysters from Quebec. I did not see why we should not have the fine large Canadian oyster here instead of the American. The enclosed letter is their reply. It just shows you how almost everything is sent from Canada. There is no doubt a large trade could be done in Canadian oysters if they would only take pains to select them or grade them."

The Liverpool firm referred to state in reply to this letter:—"We have had Malpeque oysters in years gone by, but they did not suit this market. We never could get the shippers to cull them into sizes, nor pack them properly." It is now up to the Canadian packer in this line of fish to explain why he won't cull as desired and pack properly.

MACARONI JOURNAL.

We are in receipt of the initial number of The Macaroni and Noodle Manufacturers' Journal, a monthly publication issued from Cleveland, O., in the interests of the macaroni and noodle industry of America. The new journal is a highly creditable production from a typographical point of view, and contains a great deal of very interesting matter including an illustrated description of a macaroni and noodle factory. The new paper has set itself a high standard in its first issue.

To Butchers and Hide Buyers!

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

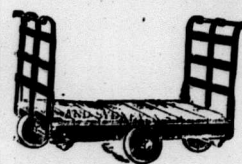
CHEAPER AMMONIA

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

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

TRUCKS

for Warehouse and Factory.



Save You Money
Do Men's Work
Draw no Salary

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

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

**40 HIGHEST AWARDS
In Europe and America**

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their **Premium No. 1 Chocolate**, put up in **Pink Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.

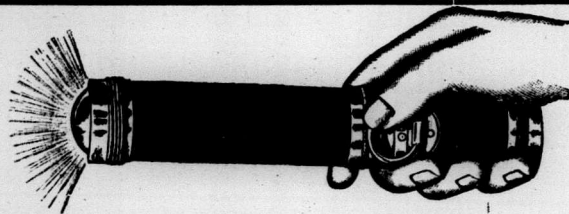
Established 1780.

Dorchester, Mass.

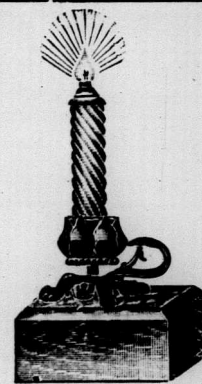
Branch House, 12 and 14 St. John St., Montreal



"Ever Ready"
Trade Mark.



"Ever Ready" Electric Flash Light.



"Ever Ready"
Electric Candle.

"EVER READY" FOR THE TRADE

A LINE OF GOODS YOUR CUSTOMERS DESIRE.

They are **Practical, Useful, Novel**, and make attractive and pleasing presents for the holiday trade. Write to-day for our illustrated catalogue with trade discounts.

"Ever Ready"
Electric Clock.



American Electrical Novelty and Mfg. Co.

232 St. James St.,

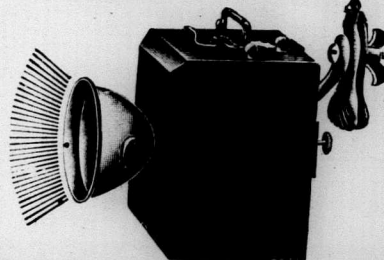
MONTREAL,
QUEBEC.

Branches —

London, England.
Sydney, Australia.
New York, U.S.A.

Chicago, U.S.A.
Paris, France.
Berlin, Germany.

"Ever Ready" Carriage Lamp.



TRADE OUR MARK **A** OUR TRADE MARK **A**

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded **A** are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.

—We are the sole manufacturers of **A** mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

Brunner, Mond & Co.'s BICARBONATE SODA

in Kegs, Drums, Casks.

"EMPIRE" SODA

BEST FOR BAKING.
In Packets.

SAL SODA

Kegs, Barrels, Drums, and Bags.

CONCENTRATED SAL SODA

DOUBLE STRENGTH OF ORDINARY.
in Casks.

Winn & Holland

MONTREAL Sole Agents for Canada

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

No Egyptian Cigarettes.

TOBACCO dealers are ready to indorse a conclusion arrived at some time ago by a certain celebrated showman. They have come to the opinion that the public likes to be humbugged. The cause for this opinion is found in the Egyptian cigarette.

The popularity of the Egyptian cigarette is enormous, and it is asserted that of the 500 varieties on the market 90 per cent. of them have as little connection with Egypt as a Pittsburg stogie. A tobacco seller, explaining this, said:

"In the first place, there is no such thing as Egyptian tobacco. The culture of the leaf is forbidden by law in that country. The reason of the prohibition involves a curious chapter in trade history. The best cigarette tobacco of the East is Turkish. Long ago it was found that Turkish tobacco going from Constantinople to Alexandria underwent a sweating which improved its flavor. This gave a prestige to the Egyptian cigarette made of Turkish tobacco, which brought wealth to the manufacturer and a heavy revenue to the State. In order to increase this revenue the Government at one time took measures to grow the leaf in the delta, but the weed proved inferior, and the cigarettes made from it fell flat on the market. The disfavor extended to the legitimate traffic. Manufacturers complained and the Government found a deficit in its returns. To make amends a law was passed forbidding tobacco culture, and ever since the Egyptian cigarette has been made of a fine grade of the Turkish leaf. The country exports a large number of cigarettes and a small quantity of tobacco, not enough, in fact, to make as many so-called 'Egyptians' as are smoked in twenty-four hours in the United States and Great Britain."

A Self-Feeding Pipe.

With some people a little tobacco goes a great way, especially with the boy just learning to smoke; but with others a constant refilling of the bowl is necessary in order to satisfy the craving or habit which has been formed, says The Louisville Courier-Journal.

It is safe to say that the aforesaid boy would have no use for the pipe recently

invented by a German, Max F. Hahn. It has an enormous storage capacity, with an automatic feeding arrangement, which presents a fresh smoke as long as there is any unconsumed tobacco in the reservoir. The bowl itself may be made of any desired length, holding all the way from a few short smokes to a quarter or even half a pound, as the smoker may desire. To fill the reservoir it is only necessary to open the cover and push the weed into the opening, pressing the spring cap in the bottom of the chamber as the feeding goes on. The spring serves to feed the tobacco upwards again to the top of the pipe, where it is ignited through the perforated cover.

In drawing the smoke through the walls of the combustion chamber a forced draft is maintained, and as the tobacco is consumed the ashes are forced upwards by the spring and can be dislodged by jarring the pipe. When laid down the pipe soon goes out of its own accord, but is always ready for relighting as long as any tobacco remains.

Tobacco Notes.

W. S. Russell, cigar manufacturer, of Berlin, has removed to Rochester.

F. W. Dimmock, of the B. Houde Co. (Limited), spent Sunday in Toronto.

The tobacco and cigar firm of Andrew Wilson & Co., Toronto, report a very busy season. Their cigar factory has more than it can attend to, and the output of the "Humber" is increasing every day.

T. J. Horrocks, Toronto, reports a good demand for his "Ronto" smoking mixture. Considering the short time this brand has been on the market, it has proved a good seller with the grocery trade.

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

CURRENCY

PLUG CHEWING TOBACCO

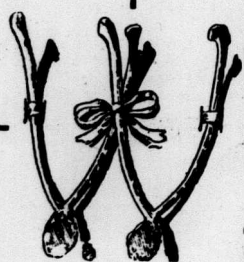
Its Success Tells All.

Sold by all Leading Wholesale Houses.

—MADE BY—

The EMPIRE TOBACCO CO., Limited

Montreal, Que.



Would
you
accept

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

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

State colors wanted. You may have
30 days in which to discount your bill. And
any time within 6

months afterwards I'll
send you your money
back if you wish to
return the cigars. **Accept?**

Payne's

"Pharaoh"

J. Bruce Payne, Limited,
Granby, Que.

Dont' Forget

that the difference between a good and a poor
brand of Cigars is that one makes you money
even while you sleep, the other loses money for
you while you are awake.

Satisfaction
Givers

**HAROLD H.
KIM
AND
LA FAMA**

Money
Makers

BRENER BROS.

Cigar Mfrs.,

LONDON, CAN.



The grocer who carries **T & B**, 10-cent size,
is endorsed by his community as being wide-awake,
and as serving the tobacco users in a genuine way.
T & B brand is older than a good many of the
men who smoke it. It has passed from one genera-
tion to another. Only a tobacco of unusual merit can
have such a record. * * * * *

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



OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

When you are talking up cut tobaccos, mention

QUEEN'S NAVY

You will do both your customer and yourself a good turn.

ERIE TOBACCO CO.,
Limited
WINDSOR, ONTARIO

HORROCKS'

RONTO

5c.
Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

CHEWING	SMOKING
British Navy. King's Navy, Beaver, Apricot.	Tonka, Solid Comfort, Pinchin's Hand-Made.
	

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

have built up an immense business in **Smoking and Chewing Tobaccos** in every quarter of Canada. Energy for one thing; a good article for another. There was a time—when they began business—when they had their troubles in getting grocers to stock a new make. No trouble with those who once bought. There are new firms, however, constantly engaging in the grocery trade. This message is to them. Their Tobaccos, both smoking and chewing, pay the grocer a satisfactory profit. This can't be said of all lines the grocer sells.

The McAlpin Consumers Tobacco Co., Limited, Toronto.

Tobacco Culture in Rhodesia.

MR. GEORGE ODLUM, a native of Michigan, but now located in Rhodesia, South Africa, has been sent to America by the Rhodesian Government to gather information about the cultivation and the various types of tobacco in this country.

He says the Rhodesian Government are very much interested in the matter of making the cultivation of tobacco one of their leading agricultural industries, as the future for it and its manufacture is very promising. The colony of Rhodesia has an area of 750,000 square miles. The native population of Africa is 120,000,000, of which 10,000,000 are in British South Africa.

South Africa is growing rapidly in the march of progression, several of the towns having from 10,000 and upwards of white people, composed of English, Australians, Canadians and Americans. There is some tobacco grown by the natives, but it is rank and used by the negroes.

There was imported into British South Africa last year about 8,000,000 pounds of tobacco, mostly manufactured. The raw leaf tobacco was principally from South America, but it was not held in much favor, being rank, lacking aroma, and put up in a very crude manner.

The country, Mr. Odlum says, affords a bright future for the manufacturing of tobacco, as the natives take to the use of tobacco in all its forms of manufacture, and that the opportunities for a tobacco manufacturer, located in the Rhodesian colony, with the sending of goods to other colonies, affords a fine business opening for a tobacco manufacturer.—Cincinnati Western Tobacco Journal.

Turkish Tobacco Industry.

Turkish tobacco is more in favor than ever, and the contracts which have been made with the Regies as well as with private firms are very large ones. The Austro-Hungarian Regies bought 2,500,000 kilograms more this year than last. Servia and Roumania have also purchased a larger quantity. The American Tobacco Co. has bought a considerable quantity, and Italy has entered the ranks of the largest buyers. Turkish tobacco is the lightest and has the pleasantest perfume of all tobaccos. That is the reason, no doubt, why it is so much appreciated. At Constantinople, in the Pera quarter, there are tobacco shops at the corner of every street, and everyone smokes the cigarette. In the Galata quarter, long lines of silent men smoke the narghile with supreme gravity. On the other side of the Kadi-

keni Bridge and past the famous mosques of Kyrie-Gami and Saint Gannes there are shops where one can procure all that is necessary for smoking, and also see everything being prepared for your use. Of the workpeople who are gathered together in the bazars, some are smoking, others working, others murmuring verses from the Koran. In one place cigar and cigarette holders are being made out of amber; in another the same things are made out of celluloid or wood, or pipes are being made. In the Turkish public offices the officials all have cigarettes between their lips.

Mr. M. Gould.

There are a great many readers of this department who will at once recognize in the accompanying cut the jovial features



Mr. M. Gould, Cigar Traveller.

of Mr. M. Gould, eastern and Sault representative of Brener Bros., London. Mr. Gould, as is readily apparent from his picture, is of that jovial and affable disposition which makes for success on the road. That his picture does not belie his abilities there is his firm's word for it.

No Smoking in the White House.

The average congressman who goes bustling around from department to department, says an American exchange, is inclined to smoke where he listeth and knock the ashes from his cigar where he pleases, says the Washington correspondent of The Philadelphia Press. The practice is all right for the ante-rooms of Cabinet officers, but President Roosevelt thought it should not be carried into the



PIPES



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

McDougall's Scotch Clay PIPES

are the standard of the world.

D. McDougall & Co., Glasgow, Scotland.

White House reception room. So he gave orders to Arthur Simmons, the colored doorkeeper from North Carolina, to request gentlemen not to smoke. Arthur Simmons had a number of strenuous interviews in carrying out his instructions. Southern and Western congressmen were frequently moved to consign Arthur to a superheated climate for his pains. Arthur is one of the pillars of the church in colored circles, and he finally complained to Secretary Cortelyou that it pained him to hear gentlemen using such violent language. At his request the "No Smoking Allowed" sign has been posted in the reception room, and when gentlemen come in with lighted cigars Arthur merely looks meaningly toward the sign.

Whiffs.

He who has trade has an estate, and trade must be looked after just as carefully as the largest estate, and requires equally as competent management and executive ability, and constant and untiring efforts to please customers.

It is extremely unwise for the tobacco-nist to buy goods that he does not want or for which there is no call, simply because they are cheap, or the salesman is a sleek talker. Do not buy goods until you have repeated calls for them or are a good judge of quality, and find that you can please your customers and at the same time make a good profit on the lot. By following this plan closely there will be less dead stock on the shelves when inventory time comes around.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

A Business Man Doesn't Know His Business if He Doesn't Advertise it.

THE benefit a man may derive from good advertising can scarcely be over-estimated. This proposition, broad as it is, will probably pass unchallenged among those who have studied the subject carefully. But it does not tell the whole story.

If all advertising were good it would be sufficient to say that it is of incalculable benefit to business. The statement would be incapable of refutation, and most people would be willing to let it go at that.

Unfortunately, however, all advertising is not good advertising. There is, therefore, a possibility that an advertisement may be an injury rather than a benefit. This fact emphasizes the necessity of using care and judgment in the preparation of business announcements.

An advertisement that is carelessly and injudiciously constructed may produce an effect entirely different from what is intended or desired. It may create an impression by no means favorable to the advertiser.

The public are very likely to form an estimate of a merchant's character by reading his advertisements. If the statements contained in them do not ring true, the false notes are quickly detected. The opinion that a merchant is insincere or unreliable is frequently formed by the reading matter that he puts in print. His advertisement forms the criterion by which his character is judged by all who are not intimately acquainted with him. Impressions thus formed may make the public suspicious of him and his goods, or may keep them away from his store altogether.

It is evident, then, that a merchant should use the utmost care in the preparation of his advertising matter. If he attempts to mislead and deceive the public, the chances are, that, instead of attracting them to his store, he will arouse suspicion and distrust that will tend to keep them away. If he undertakes to injure a rival he may find that the missile he hurls will recoil upon himself. If he does not believe the state-

ments he makes he cannot reasonably expect to inspire others with confidence in them.

If he tries to be funny he may only succeed in being coarse; and his buffoonery may give offence to some of his best customers. And, most important of all, if his advertisements do not contain the information the public want, he will have missed the chief aim of advertising, and will have no cause for surprise if the results prove unsatisfactory.

On the other hand, if he sets about the preparation of his advertisements with a determination to tell the public what they want to know, he will have taken the first step in the right direction. If he has full confidence in his goods and the fairness of his prices he will be in a position to inspire his readers with confidence, and be able to convince them that it is to their interest to trade with him.

If he can prepare an advertisement that will awaken the interest and arouse the curiosity of those who read it, he need not worry so much about its attractiveness. The best kind of attractiveness an advertisement can have is the kind that gives a personal interest in the matters on which it treats. Of course, the more attractively written it is, the better it will be; and to have it attractively printed will make it more likely to be read by those who are not customers. But, after all, the most important thing is the information it contains. If a merchant can prepare an announcement in which the public will take a lively personal interest, he will have a good advertisement in the best and fullest meaning of the word. And if he backs up his statements and promises to the letter, he may rest assured that each ad will prove of direct benefit to his business.

Advertising Deeds.

The following item, clipped out of a recent Hamilton advertisement, illustrates the ridiculousness of becoming profuse in describing the commoner articles of every-day use. The impression is prevalent in some quarters that every

ad. must be a poetical, flighty description—such, for instance, as "The glorious sunlight and redolent air of the green country fields glistens through the pinky white pearly shells of these beautiful Brahma eggs; regular 15c. a dozen, special on Saturday at 12½c."

Notice the Hamilton specimen, now:

China Department

It would be worth your while to take a look through our collection of Fine China. We have a magnificent range gathered from all parts of Europe.

6-gallon Crocks, special	50c.
4-gallon Crocks, special	39c.
200 White Oyster Bowls, each	5c.
60 dozen Printed Cups and Saucers worth up to \$1.00 dozen, Saturday, each	5c.
Decorated Milk Pitchers, each	15c.

If it is the practice to refer to the common china oyster bowls and cups and saucers as belonging to "a collection of fine imported china," one would hardly know what to expect if induced to visit the advertiser's store through his graphically descriptive advertisements. If he advertises a fine collection of paintings, we might expect to be referred to the paint department, or if a beautiful array of the season's fashionable dress fabrics were advertised, it might not be surprising to find that that array mentioned referred to prints and wrapperettes.

It is not always necessary to speak of goods in glowing terms, or to misrepresent them in any way, in order to make them sell. I recall an instance where a grocer advertised to sell some fruit that wasn't fresh at a bargain price. He said, as nearly as I can recall it: "We have several bushels of tomatoes that won't keep over Sunday, and we want you to call around for them to-morrow and secure them at a give-away price."

Don't talk about brass-headed tacks as a fine assortment of brass goods, nor in any other ridiculous way.

Tell just exactly what a thing is and what you want to sell it for, and if it's worth while, your announcement will usually find purchasers.

How is Your Coffee Trade?

Good, Eh!!—

CLUB COFFEE

Then you must sell our famous

A POPULAR BLEND.

—Put up in 1-lb. and 2-lb. Tins.—

Manufactured only by

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

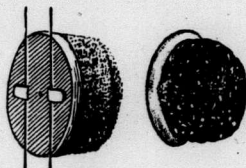
Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding the advance. 2. The quality, which has always been the same.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

"ACME" TABLE SALT

Ask your wholesale grocer for it.
Put up in 24 3 lb. cartons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

Some Merchants' Experience.

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it AND STOP RIGHT THERE!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. BUT SHE WILL NEVER SIT DOWN ON A COLD ONE, EITHER.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon PASS Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

COWAN'S

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

Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.

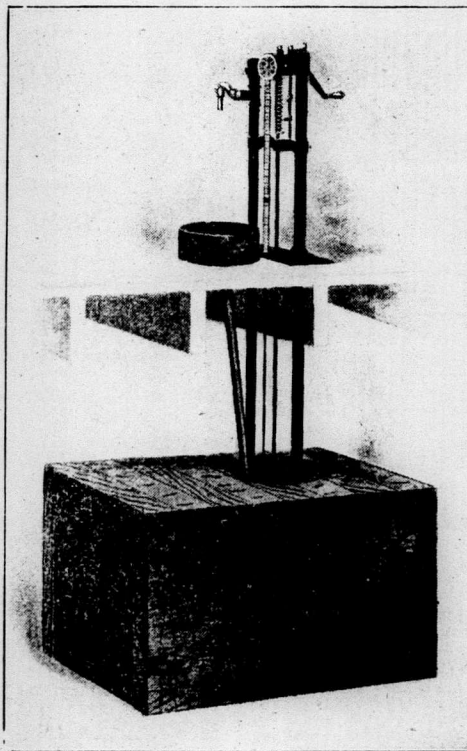
Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited

TORONTO

WHAT IS YOUR MOTIVE



CELLAR OUTFIT.

For being in business? Are you in business for your Health, or for Fun or for the Profit there may be in it? Various motives actuate men. The motive behind the action like "THE MAN BEHIND THE GUN" is the all-important thing. Some people may be in business for Health — not many people are in business for Fun, though there is considerable "funny business" going on. We assume that you, like ourselves, are in business for A REASONABLE PROFIT. Our business is to build the

Bowser

3 MEASURE
SELF
MEASURING

Oil Tank

And to induce you to buy it if we can. In all seriousness and candor we believe that a Bowser Oil Tank will aid you in your business and save for you a profit that you, are now losing. This Tank saves Oil, and Oil costs money. It saves labor, and labor costs money, whether you perform it yourself, or hire it done. It saves Time, yours or your clerk's, and Time is money. More than this, it is Cleanly, Neat and Handy and reduces your fire risk. It is a profit-saver, and hence a profit-earner. Remember we assume that you are in business for profit. Our Catalogue "B" tells more.

S. F. BOWSER & CO.

Factory, FORT WAYNE, Ind.,

65 Front St. East., Toronto.



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

SOUTHWELL'S JAMS.

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

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.

We Challenge

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



COW BRAND

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

JOHN DWIGHT & CO., MANUFACTURERS.

Current Market Quotations for Proprietary Articles

October 29, 1903.

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

Baking Powder.

Cook's Friend	Per doz.
Size 1, in 2 and 4 doz. boxes	\$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
1 doz.	10c.	\$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	24-oz.	10 50
4 doz.	24-oz.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	24-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.	Per doz.
ze, 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.

Royal	Dime	Per Doz.
1 lb.		\$ 1 00
6 oz.		1 60
1 lb.		2 25
12 oz.		2 90
1 lb.		4 50
1 lb.		5 75
3 lb.		15 50
5 lb.		25 50

Cleveland's	Dime	Per Doz.
1 lb.		\$ 1 00
6 oz.		1 50
1 lb.		2 20
12 oz.		2 80
1 lb.		4 25
1 lb.		5 50
3 lb.		15 00
5 lb.		25 00

Blacking.

HENRI JONAS & CO.

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

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1 gross, 2 oz.; or 1 gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12	1 50
1 doz. chip boxes	
Nixey's, as supplied the King, per 9-	
lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish,	
in blocks 13-3 and 6 oz. size.	
Full price list on application.	

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Boeck's Bamboo Handles, A, 4 strings	\$4 70
" " " " B, 4 "	4 40
" " " " C, 3 strings	4 10
" " " " D, 3 "	3 85
" " " " E, 3 "	3 55
" " " " G, 3 "	3 20
" " " " I, 3 "	2 85

CANADIAN BROOM CO.

Warehouse, 4 strands	Doz. Net.
Special, 4 "	\$3 15
Crown, 4 "	3 15
Maple Leaf, 4 "	2 75
Electric, 4 "	2 40
Queen, 3 "	2 25
Crescent, 2 "	1 90
	1 60

Canned Goods.

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

Per case, 100 tins.	
French Peas, Delory's	\$9 00
Moyen's No. 2	10 50
" No. 1	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
Rolland	9 50 10 00
Delory	10 50
Club Alps	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18
Quaker Oats, 2-lb. pkgs., per case.	3 00
Tilson's Oats, 2-lb. pkgs., per case.	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.	Per doz.
Cocoa—	
Hygienic, 1-lb. tins	\$6 75
" " 1-lb. tins	3 50
" " fancy tins	2 00
" " 5-lb. tins, for soda water	0 85
fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins,	
per doz.	1 80

Chocolate—	
Queen's Dessert, 1/2's and 1/4's	\$0 40
" " 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8's	0 28

FRY'S.

Chocolate—	
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa—	
Concentrated, 1/2's, 1 doz. in box	2 40
" " 1-lb. " "	4 50
" " 1-lb. " "	8 25
Homeopathic, 1/2's, 14-lb. boxes	0 25
" " 1/2's, 12-lb. boxes	0 35
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

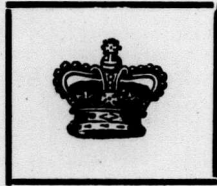
Mott's Broma	Per 0
Mott's Prepared Cocoa, 1/2 and 1/4 boxes	\$0 30
Mott's Breakfast Cocoa, 1/2 in boxes	0 28
Mott's No. 1 Chocolate	0 40
Mott's Breakfast Chocolate	0 30
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2 in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	
per box	3 00
Soluble chocolate (hot or cold soda)	
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box,	
per box	1 65

—don't worry about
—the high price of Molasses.

Our **CROWN** Brand
SYRUP



is infinitely better, and your trade
will be better pleased.

It is the purest Syrup in Canada.

See that the CROWN is on the package. If it's there
it is our make—and it's good.

The **EDWARDSBURG STARCH CO'Y, Limited**

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

Cocoanut.

L. SCHEFF & CO.		Per lb.
1 lb. packages, 15 and 30-lb. cases		\$0 26
1 lb. "		0 27
1 lb. "		0 28
1 and 1-lb. packages, assorted, 15 and 30-lb. cases		0 26 1/2
1 and 1-lb. packages, assorted, 15 and 30-lb. cases		0 27 1/2
5-lb. packages, 4 doz. in case, per doz.		0 45

Condensed Milk.

Anchor brand, cases 4 doz., per case \$5 00
evap. cream, cp. 4d. " 4 65



Borden's Condensed Milk Co.
Eagle brand... \$1 65
Gold Seal brand... 1 30
Peerless brand evaporated cream... 1 02

Canadian Condensed Milk Co.



Dominion brand,
cases 4
doz. (48
lb. net)
5 50

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
THE EBY, BLAIN CO., LIMITED.	
In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31

Nectar	0 30
Empress	0 25
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO. Per lb.

Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 22 1/2
"Mocha	0 23
"Condor" Java	0 27
"Mocha	0 27 1/2
15-year-old Mandehling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

Cheese.

Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	15 00
Small size	12 00
Roquefort—Large size	2 40
Small size	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un- num bered.	Covers and Coupons bered. 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 books	4
10 00 "	5 1/2
15 00 "	6 1/2
20 00 "	7 1/2
25 00 "	8 1/2
50 00 "	12

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.	
Clothes pins (full count), 5 gross in case, per case	\$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95



The Davidson & Hay, Limited, Toronto.

Cleaner.

Per doz.	
4-oz. cans	\$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart	3 75
Gallon	10 00

Wholesale Agents:

Extracts.

HENRI JONAS & CO. Per gross.	
1-oz. London extracts	\$ 6 00
2-oz. " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle	21 00
4-oz. " (corked)	36 00
8-oz. " "	72 00
Per doz.	
8-oz. " glass stop extracts	\$3 50
8-oz. " "	7 00
2 1/2-oz. round quint essence extracts	2 00
4-oz. jockey decanters	3 50

Food.

Per doz.	
Robinson's patent barley 1-lb. tins	\$1 25
" " 1-lb. tins	2 25
" " groats 1-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.	
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50

Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 65
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate	0 06
7, 14 and 30-lb. wood pails,	0 06
Pure Fruit Jellies	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams	
1-lb. glass jars (16 oz. gem.) 1 doz. in case	1 50
5 and 7-lb. tin pails	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	0 73

Lye (Concentrated).

GILLET'S PERFUMED.	
Per case	
case of 4 doz.	\$3 60
3 cases	3 50
5 cases	3 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.	
D.S.F., 1-lb. tins	per doz \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00

