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MacUrquarht's Worcester Sauce

Wheat Marrow

"There's luck in the four leaved clover," especially when each leaf contains the name of such standard goods as MacUrquarht's Worcester Sauce, Stephens' Vinegar, Codou's Macaroni and Wheat Marrow.

Each one of the four holds its place steadfastly in the front rank in popular favor, and each one builds for confidence among a grocer's trade.

Codou's Macaroni

Stephens' Genuine English Malt Vinegar

Sold by Leading Wholesalers Everywhere.

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MONTREAL. TORONTO.

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MONTREAL. LIMITED

MANUFACTURERS
OF

Crown Brand Flavoring Extracts

and Confectioners' Specialties.

SOLE AGENTS FOR
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"Kkovah" Household Specialties.

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

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- "K KOVAH" Custard Powders.
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ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

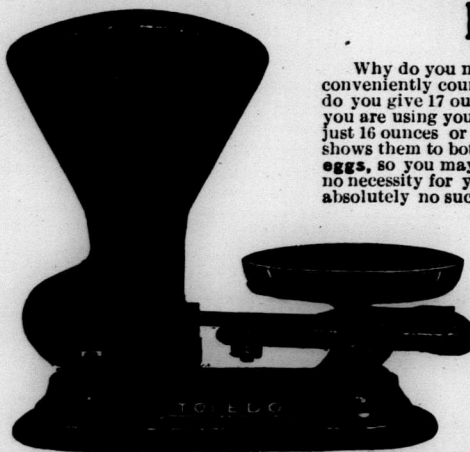
Aetna or
Quaker Flint
Chimneys?

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THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.



For Sale Everywhere.

ASK FOR
MOTT'S.



MERCHANTS

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

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

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



THE
MOP
THAT
THE
SUN
NEVER
SETS
ON.

Self-wringing Mops and Mop Cloths

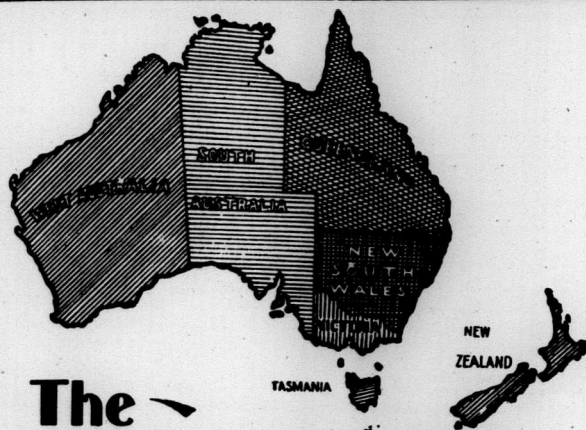
Much, very much, depends upon the **cloth** with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen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

"Tarbox" Self-wringing Mop

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

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

TARBOX BROS., Toronto, Canada.



The Australasian Grocer

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

Subscription \$2.50 per Ann.

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

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"Sterling" Brand Pickles

are in demand.

The users of this brand are not anxious to change. They know that the quality is of the best and it never varies. The bright grocer who supplies this demand is making a firm foundation to build trade upon. High-grade pickles for high-class trade. Order now.

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

124-128 Richmond St. West, TORONTO.

Don't Stay Awake Nights

trying to think up a good, catchy ad. for the next day's paper.

Get a copy of "100 Good Ads. for a Grocery Store"—a book of advertising suggestion for grocers, recently compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion and Criticism in THE CANADIAN GROCER, and find therein suggestions for more than a year's supply of bright, effective ads.—allowing two ads. a week.

Helps you to do good advertising—get more business—make more money.

A great big dollar's worth for any grocer who ever gets his name in type.

Sent postpaid on receipt of a dollar bill, by

The MacLean Publishing Company
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THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

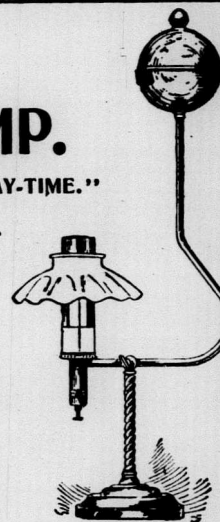
New Styles. Lower Prices.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?



No. 21
100 Candle Power.

— THEN WRITE FOR —
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

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—to build up, and to hold
—your Tea trade there is
—nothing like supplying
—your customers with the

Pure,
Wholesome
and
Unadulterated

—it has always
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TEA

Japan Teas
are
flavory,
healthful,
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THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

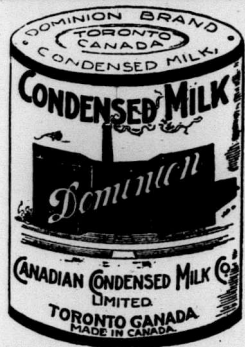
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Water

**STARCH
IVORINE**

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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...

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**"Imperial Brand"
MAPLE SYRUP**

by advertising it. This
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*Nonpareil
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**A
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is all that is necessary to convince yourself and your customers that Batger's Nonpareil Jellies are by far the strongest in natural fruit flavor and show the best table result of any jelly on the market.

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"Ceylon Tea and Success go Hand-in-Hand"

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You want to make a success
of your tea trade?

Compare values and results
with other growths.

Your decision :


Ceylon Tea Superior to all Others

CEYLON GREEN TEA, CANADA'S FAVORITE

The Trade that pays
is the Trade you want.



Handle only our brands and you
will at once secure satisfaction for
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They lead all the time 

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RED SOCKEYES

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The British Columbia Packers' Association,

VANCOUVER, B. C.

All Storekeepers

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

Without Cost to You.

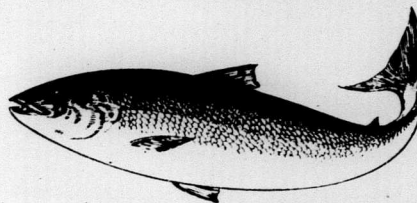
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THE DOMINION CANISTER CO.

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DUNDAS, CANADA.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

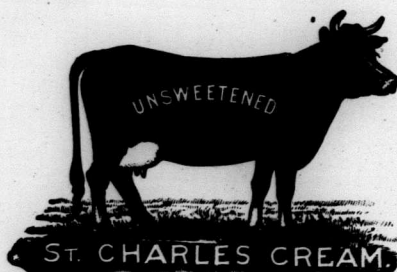
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EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
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for all
purposes.

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

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

Home Office and Address:

Correspondence and trade orders solicited.

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

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

We have a very attractive one-pound tin of

Social Tea Biscuit

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

THE CANADA BISCUIT CO., LIMITED

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

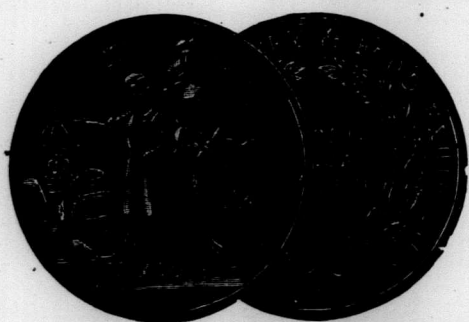
King and Bathurst Streets, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

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

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Messrs. S. H. Ewing & Sons, Montreal.
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Fall Trade.

You are just entering on the Fall Trade, but you are not through with the hot weather yet awhile, nevertheless. You will have a good many hot spells before snow comes, so take care of your Yellows.

ST. LAWRENCE YELLOWS

are acknowledged the best keeping Yellows on the market.

The St. Lawrence Sugar Refining Co.,
Limited,

MONTREAL,

Spices for Pickling and Sauce Making.

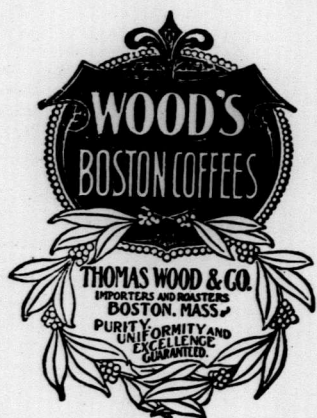
WE HAVE always led in these lines. This season the variety and values offered are exceptional. Look up your stock and give us an opportunity of pleasing you in the goods we send.

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

Each line selected with a view to giving perfect satisfaction.

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

BRANCH CANADA GROCERS, LIMITED.



Did you see the new Comet?

It travelled fast and made a great show for a short time.

But the North Star will shine with a steady light long after the new candidate for public interest has disappeared.

Don't be deceived by lurid methods of introducing unknown products, but keep your eye on

WOOD'S COFFEES

Like the North Star they shine brightly and permanently—in the trade firmament.

Thomas Wood & Co., 428 St. Paul St., **Montreal.**

WE ARE THE MANUFACTURERS AND CONTROLLERS OF THE

Famous TARTAN Brand

Canned Fruits

- Salmon
- Syrup
- Molasses

Canned Vegetables

- Tomatoes
- Peas
- Corn
- Pumpkin

TEAS

- Rob Roy Tartan
- McLeod "
- Gordon "
- Royal Stuart "

Extracts

- Spices
- Coffee
- Baking Soda

New Tartan Peels

in store

New Tartan

Valencias
in store

Write, telephone, or telegraph at our expense. QUICK DESPATCH.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

Raisins

Our first shipment of new crop reached here Wednesday. We have more coming on Monday.

Salt

The papers say there is a famine. We have lots for you all, however, of the famous "Chippewa" Brand, 100/3, 42/7s and ordinary fine.

Gem Jars

are scarce. We still have a few Mason porcelain-lined caps, machine made.

While they last we quote:

Pints, \$6.25 per gross, net.
Quarts, \$6.75 per gross, net.

Vinegar

Robataille XXX White
Wine, 17 1/2c. net

CANADA BROKERAGE CO., LIMITED

48 WELLINGTON ST. EAST, TORONTO.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

Ottawa, Sept. 18, 1903.

TO one who is on the legislative spot, so to speak, the existence of a Senate whose members are appointed for life becomes more and more of an anomaly in a country such as Canada. It is with the system, and not with the members of the Senate, that our quarrel lies. Even in their own case their position subjects them to misconception, and even insult. Whenever the Senate, well within its constitutional rights, takes action which is not in keeping with the views of a large section of the community, there are at once imputed to it bad motives, and, on all sides, we hear the cry, "Oh, you would not do that if you had to face the people to retain your seats." It has often been argued that because Ontario gets along well with one House, the whole Dominion might do likewise. The comparison, however, is not a good one. Ontario is a province with kindred interests, the Dominion is a union of provinces with widely different interests. As a check to what might possibly be the tyrannical power of some one province which had grown to mammoth proportions, the British North America Act provides that an equal number of senators shall come from (1) the Maritime Provinces, (2) Quebec, and (3) Ontario. Now, no one wishes to deprive the Maritime Provinces, for instance, (provinces which, by the way, came none too willingly into Confederation) of any safeguard this equal representation in the Senate may give them, but would they not be quite as secure if they elected their senators, instead of having them named by the Crown for life?

To the writer, intimately acquainted with most of the senators, it is a known fact that those gentlemen are of a high order of intelligence, and of a lofty patriotism, but this does not preserve them from attacks which are little better than scurrilous in their nature.

* * *

Very recently there has been before the Senate for its consideration the Railway Commission Bill, which Mr. Blair made his great work in the House of Commons. Now, there can be no doubt that the Senate has a right; nay, more, is bound by a duty, carefully to consider this legislation, and to amend and alter it in all such parts as it honestly thinks cap-

able of improvement. The Senate surely means something. It is not a mere empty farce. It is a co-ordinate body of the law-making power. It must act upon even such acts and clauses as pass the House of Commons, or it must acknowledge its utter unfitness, which the able gentlemen who compose it would be very unready to do. And yet because in the exercise of their undoubted rights they have seen fit to alter the cattle-guard clause of the Railway Bill, they are treated to a storm of abuse by some of our contemporaries. As to the merits of this clause enacted by the Commons we propose to say nothing here. We discussed it in an earlier issue. That is not the point we wish to bring before our readers. We are dealing simply with the unjust attack upon the Senate.

* * *

One paper begins its article thus: "The Senate, at the instigation of the railways." At the instigation of the railways! What does that mean? It means—it can mean nothing else—that the Senate is so under the influence of the railway corporations that it acts in their interests and at their dictation. But why should this be so? The senator has no election to face, and in this case, the sole one that occurs to the writer, he is in a position to give a more independent vote than his brother of the Commons, who is constantly threatened by this, that, or the other interest in his county. There are constituencies in Canada where the election depends entirely on the friendliness of a railway company, a company employing hundreds of hands within its limits, in car shops or other works. To such a man a vote on a matter affecting railway interests must always be a serious thing. But to the senator appointed for life, there is no terror in such an exercise of his powers. In what other way then, can the senators be "instigated." Is it because they each have a pass from the railways? This can have no influence whatever, for the excellent reason that every senator receives a pass, be he friendly or unfriendly,—railway-ophile or railway-phobe. What, then, is the railways' means of coercing these senators? There can be only one interpretation,—that they are "influenced" by gain, to put it with exact plainness;—that they are bought.

To no one can this seem credible. The

senators are, to those at all informed as to their personnel, far above so mean a crime. They are simply maligned by such articles as that from which we have been quoting.

* * *

Still another contemporary heads an article "Senatorial Insults," and then proceeds to quote from the speeches made by two senators, in which the suggestion is made that in case the law is allowed to stand as passed by the Commons the farmers will have so good a means of "selling" their cattle to the railways, through the damages recoverable by the Act, that there is serious danger that many will wilfully put their cattle in danger's way for the purpose of recovering for their loss to the great peril of the travelling public. We think the argument ill founded, but we fail to see why it should not have been made if those who advanced it honestly considered it sound. The country is entitled to such facts, so esteemed at least by those who make the statements, no matter how unpleasant may be the hearing of them. The farmers constitute by far the largest class in Canada,—will any farmer be found to say that all farmers are faultless? We believe that there is less crime in this great class than in any other considerable body that goes to make up the population of Canada, but in so large a fold there certainly are black sheep, and it is to these, no doubt, the senators in question were making allusion. Certainly they had no intention of branding the whole farming class as dishonest and criminal.

* * *

The same paper, The Weekly Sun, heads still another item, "How the Job was Done." It goes on to point out that the senators went into committee in a room apart from the Senate Chamber, in order to give the railway lawyers a chance to be heard. Was there anything wrong in this? The senators are as a rule men with a wide experience of life, accustomed for years past to hear argument and to sift the grain from the chaff. If these gentlemen hear the opinions of the railway lawyers they will know what is worthy of attention. If these lawyers have a good point to make, should that point be excluded simply because they represent the roads? Surely if there be anything in their contentions the country

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** WELL KNOWN AND RELIABLE   **IN TINS** GUARANTEED TO THE TRADE

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

as a whole is entitled to the benefit of them; but if there be not, then they fall to the ground, and no harm is done. The article would lead one to believe that the action taken was a special favor and concession to the railways, and yet the writer knows that Mr. Cowan, M.P., the champion of the drainage clause, which was so bitterly fought by the corporations, was invited by the senators to address their committee, with the result that his clause was retained. If these senators were bent on committing a wrong at the "instigation" of the railways, why did they not at the same time throw out this drainage clause, and with it the fire clause, also strongly resisted by the railways? And why did they send for Mr. Cowan, the most dreaded opponent the railway lawyers had to face? No, it will not hold water. The Senate may have made an error of judgment, but the Senate is not under the thumb of any man or body of men in Canada. Fair play is a jewel; let us argue as strenuously as we may, but let us not impute bad motives to men who are, peradventure, better than we ourselves.

* * *

The session of the Canadian Manufacturers' Association, held in Toronto, has been very closely watched by members here, and its doings have revived the interest in the tariff question, which has been somewhat dead since the introduction of the new transcontinental scheme. When a revision of the tariff will come is, of course, uncertain, though no doubt it will not be very much longer delayed, but when it does come, it is a moral certainty that the changes will be up rather than down in the amount of customs in future to be levied.

The Conservative party is a voting unit on increased protection, and a number of the Liberals, while not prepared to break from their party on this issue, for all that, favor a higher tariff, though not pressing it at present, because of the

very general prosperity of the country.

But a new element has entered in still further to strengthen the protectionists. Chamberlain's preferential campaign is being narrowly watched by many in the Commons who are no great friends of high protection, but who are sincere believers in a policy of closer trade relations within the Empire. These gentlemen argue that if Britain grants a preference to our food products, she will want a preference greater than she now enjoys as against foreign nations in manufactured articles. Now to increase the present preference, while leaving the duty with regard to all other countries as at present, would undoubtedly close the doors of many factories now working profitably in Canada, and only a mere handful of advanced free traders would be willing to face such a result. These gentlemen then, who favor closer trade with Britain, see that it will be necessary to raise the tariff all along the line practically, and then a further preference to Britain can be granted without depriving our own interests of a moderate degree of protection. The preference to Britain would keep our Canadian manufacturers from taking undue advantage of the higher tariff to enhance prices, for British competition would effect that result, while at the same time practically shutting off the imports from other countries in all those articles which can be made or produced with advantage within the confines of the Empire itself. If this contingent joins forces with the avowed protectionists the joint force will be sufficiently strong to obtain the increase, or at least an increase, and so we repeat that everything points to a raising of the tariff when any revision takes place.

* * *

On Thursday the monotony of the Redistribution debate, which by the way has been fairly interesting notwithstanding its length, because of the number of gentlemen who, personally interested, have been drawn into it, was broken by a member

who called attention to a newspaper paragraph which he contended bore hardly and unfairly upon him. The incident in itself is not a very notable one, but it is worthy of passing note in order to show to our readers how grossly members of Parliament are misrepresented and maligned at times by certain newspapers, and in the hope that good Canadians throughout the land will be warned not to give too ready credence to press comments and reports when they are damaging to public men. The honorable member criticised by the newspaper in question, said: "Before we proceed with the consideration of this bill in committee, I would draw the attention of the right honorable, the Leader of the Government to the fact that it is very difficult for us to hear what is being said in the Chamber, owing to conversations in the corridor outside this door, and I think it would be well to adopt some means to prevent any undue interruption of that kind." One would surely think this a very reasonable complaint, couched in very moderate language. But what did the offending newspaper make out of this innocent utterance? It headed a prominently placed item as follows: "Keep out of the corridor! Haughton, M.P. does not like the populace. Too many fair visitors, he says, in the building." The item itself, reads in part as follows:

"No one but a member or senator who is endowed with an overweening sense of his own importance and dignity would ever dream of objecting to people having access to the public portion of a building which is not the private property of members but the property of the country. Even when there are so many visitors as during fair week no one minds if there is a little crush in the corridors, though it must be said that the crowds to-day and yesterday do not make anything like the crush that is to be seen in the lobbies when members are leaving the chamber at the close of a sitting or in the corridors on the day of a big debate.

RESULTS MUST COUNT

The growth of our Spice business shows what holding to fine quality accomplishes.

L. P. & Co. Spices are milled from best whole goods and absolutely clean.

Our Whole Pepper, Allspice, Cassia, Pickling Spice, etc., are all selected stock.

LUCAS, STEELE & BRISTOL, HAMILTON

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM YEAST OAKES.

September and October start the coffee season—the most profitable line in the grocery trade. We offer the following strong bid for your trade. Send us a trial order for all or any of the following blends.

JAMAICA BLEND.....	10c.
STANDARD BLEND.....	18
GLASGOW BLEND.....	25
QUEEN'S BLEND.....	28

We consider these blends as good, if not the best blends in Canada. Cut this ad. out, send with order and we will allow you 10 per cent. cash discount. Do not miss this chance to improve your trade and make money. In ordering say whether you prefer a low, medium, or high roast.

Lumsden Bros., PROPRIETORS OF THE Standard Spice and Coffee Mills, Hamilton

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM YEAST OAKES.

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM YEAST OAKES.

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM YEAST OAKES.

OUR NEW SEASON

Selected Valencias

arrived in New York on the 11th, due here now; half-boxes and quarter-boxes. Quality said to be finest in many years. Prices right.

SEND US YOUR ORDERS

JAMES TURNER & CO.

Wholesale Grocers, = = = = HAMILTON.

SELECT VALENCIA RAISINS.

We are offering a limited quantity of **4-Crown Select Valencia Raisins** at a very low price.

THOS. KINNEAR & CO.,

Wholesale Grocers

49 Front East, TORONTO.

OUR JARS AND LABELS ARE BEING IMITATED.

AN INCREASE IN THE AMOUNT
OF ENERGY EXERCISED IN
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**MacLAREN'S
IMPERIAL
CHEESE**

MEANS A MORE THAN COR-
RESPONDING INCREASE IN
YOUR SALES.

A. F. MacLAREN IMPERIAL CHEESE CO.,
Limited, Manufacturers and Agents, TORONTO



"But it seems there is one member of Parliament who objects to having the people rub elbows with him even though such respectable representatives of the general public as attended the Central Canada Fair. The name of this gentleman is Mr. Haughton Lennox."

Such a twisting of facts as is apparent in the above comment would seem to indicate personal spite against Mr. Lennox, and is no credit to the writer who penned it or the paper which published it. Let us have criticism, and plenty of it, but let that criticism at least be fair, and let us not have an honorable member placed in such a position that in justice to himself he is bound to take up the time of the House in setting right what should never have been wrong.

SUBSTITUTE FOR SUGAR.

U.S. Consul-General Richard Guenther is authority for the statement that a new plant has been discovered in South America which promises to supplant the sugar cane and sugar beet. Scientifically the plant is known as the Eupatorium rebandium, and it contains a large amount of saccharine matter, and a high percentage of natural sugar properties which are easy to extract.

According to Mr. Guenther, a lump the size of a pea will sufficiently sweeten a cup of coffee, as the product made from the plant is from 20 to 30 times sweeter than cane or beet sugar. It is said to be easily cultivated in countries having climatic conditions similar to those of the southern portion of the United States.

There is a comparative absence of bird life in the tea districts of Ceylon, so that caterpillars and other insect pests flourish on the bushes to their no small injury. The cause is not known, and committees have been appointed to evolve means to restore in some measure the balance of nature.

THE CANADIAN GROCER

Business Changes

ONTARIO.

James Sharp, baker, Port Burwell, has sold out.

Cook & Co., grocers, Sault Ste. Marie, have assigned to J. H. Fraser.

S. Nash, general merchant, Stoney Creek, has sold out to S. Piott.

James Crawford, grocer, Kingston, has been succeeded by C. Ladouceur.



Upton's

**JAMS AND JELLIES,
WHEN ONCE SOLD TO
A CUSTOMER, WILL
NEVER CEASE TO BE
IN DEMAND. DO NOT
TAKE OUR WORD FOR
IT, BUT PROVE IT FOR
YOUR OWN SATISFAC-
TION.**

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

Samuel Herrington, general merchant, Blyth, has sold out to E. Binder.

Buckner Bros., grocers, Toronto Junction, have sold out to J. F. Dandy.

Donald Morrison, general merchant, Glen Robertson, has assigned to F. T. Cosello.

H. Proctor & Co., Pinewood, have succeeded to the business of C. J. O'Neill, general merchant.

A. W. Maguire, flour and feed merchant, Hamilton, has suffered loss by fire; covered by insurance.

QUEBEC.

Chas. Fortier, grocer, Montreal, has assigned.

L. Gauthier, general merchant, Grand Baie, has compromised.

Ludger Lacombe, general merchant, St. Victor de Tring, has assigned.

Elzear Limoges and L. J. A. Desroches, grocers, Montreal, have been registered.

The stock of the general store of W. McColme, New Richmond, has been sold.

J. O. Massicotte, general merchant, Chicoutimi, has assigned to Lamarche & Benoit.

Therriault & Therriault, general merchants, Griffin Cove, has assigned to U. E. Paradis.

V. E. Paradis has been appointed curator for A. Lepage, general merchant, Rimouski.

The assets of the general store business of J. W. Marchand, Beauharnois, have been sold.

Lamarche & Benoit have been appointed curators for Nap. Belanger, general merchant, Plessisville.

Emile Caron, grocer, Hull, has effected a compromise at 40c. on the dollar, and is retiring from business.

Gagnon & Caron have been appointed curators for J. T. Paradis, general merchant, St. Anne de la Perade.

A meeting of the creditors of Lacombe Ludger, general merchant, St. Boniface de Shawinigan, will be held on Sept. 29.

The assets of the general store business of J. L. Aubert, Thetford Mines, were sold by auction and purchased by P. E. Beaudoin & Co.

NOVA SCOTIA.

Hogg, Craig & Co., wholesale and retail grocers, Pictou, have suffered loss from fire, estimated to be \$1,000.

NEW BRUNSWICK.

Samuel Tufts & Son, grocers, etc., St. John, have dissolved; Samuel Tufts is continuing the business.

McLeod & Atkinson, general merchant, Kouchibouguac, are offering to compromise at 33 1/4 c. on the dollar.

BRITISH COLUMBIA.

Thos. H. Simpson, grocer, Vancouver, is out of business.

MANITOBA AND N.W.T.

Thomas Cooil, general merchant, Maple Creek, is dead.

J. E. Wheelan, general merchant, Drinkwater, is about giving up business.

John Gibson, general merchant, Craik, has admitted C. A. Baker into partnership.

M. J. & S. Macleod, general merchants, Lacombe, have dissolved; M. J. Macleod continues the business.

IN STOCK

NEW CROP

**Malaga
Raisins**

EARLIEST SHIPMENT.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Russian Butter Exports.

THE Russian Department of Trade and Commerce has made the discovery that a large portion of the Danish butter exported to England is in reality a Russian product, and that Denmark merely plays the part of a middleman in this export commodity, writes an Odessa correspondent of The London Standard. Russia's butter exports increased from 1,057,000 poods in 1896 to 2,454,000 poods in 1901, the last year for which the returns have been made up; the figures quoted include the butter exports from Finland. Russia exported to England 471,000 poods of butter in 1896, and 1,173,000 poods in 1901. During the same period Russia's butter exports to Denmark increased from 370,000 to 910,000 poods; while Denmark's butter exports to the United Kingdom increased from 3,810,000 poods in 1896 to 4,771,000 poods in 1901.

The Russian Department of Trade and Commerce asserts that the 41 per cent. increase in the Danish exports to England, as compared with the 10 per cent. increase in the Russian export of butter to the United Kingdom, represents the amount of Russian butter re-exported from Denmark to England as Danish butter. If the Russian butter going to the United Kingdom indirectly through Danish brokers be reckoned with that exported direct from Russia, then England may be said to consume over two million poods of Russian butter annually.

Provision Situation in Scotland.

MR. JAMES LEGGAT, wholesale provision merchant, Glasgow, in a recent interview with The Scottish Trader was led to say:

"The provision trade during the past few weeks has been fairly busy, and this has applied particularly to the cheese department of the business. Since buyers considered that Canadian cheese had reached its lowest figure and had every likelihood of advancing there has been a strong demand for this article. The quality of both the home and Canadian article has been quite up to the average of former years."

Asked if there was any truth in the statement that cheese was being displaced in the market by other articles, Mr. Leggat replied in the negative. "There

was," he said, "a slight decrease in the consumption of it, but since we have been getting better quality the demand has considerably improved until now a normal trade is being done."

Regarding the ham trade Mr. Leggat said:—"There has only been a moderate sale for hams in consequence of the extremely high prices. While this state of matters will remain unchanged it is expected that there will be lower prices soon and a better demand created."

"The butter trade," he continued, "has been fairly active all through the summer. This article has unquestionably been the best value of anything in the provision trade, for while hams have been abnormally dear, butter has been about or under the average of the prices of previous years. Margarine has suffered to some extent in consequence of the comparatively low price of pure butter."

Asked if it was the case that the demand for Irish butter was fast decreasing, he gave the reply, "Yes, that is so. There is probably not more than half of the Irish butter disposed of in Glasgow and district now that was sold ten years ago. The business in Irish butter has been declining gradually during these years, and a number of firms have ceased dealing with the article entirely. It is being superseded by the foreign article. The Irish farmer will not become alive to the newer methods of butter production, and continues to make it as his grandfather did. It almost invariably reaches the market in an untidy condition, and often full of hairs, etc. On the other hand, colonial and continental butters always arrive in clean condition, and so long as the present state of matters continues foreign butter will take the first place."

Cheese Markets.

Belleville, Sept. 19.—At the Cheese Board to-day 1,935 boxes registered; 1,655 white, balance colored. About 1,500 sold at 11½c.; same offered for balance.

Cowansville, Sept. 19.—At the weekly meeting of the Eastern Townships Dairy-men's Exchange here to-day 45 factories offered 2,035 boxes of cheese; 22 creameries offered 1,207 boxes butter. Cheese sold for 11½c. to 12 1-16c. Butter for 20½c. to 21c.

Watertown, N.Y., Sept. 19.—Large white, five lots, 617 boxes, 11c.; large colored, seven lots, 550 boxes, 11c.; small white, 25 lots, 2,086 boxes, 11c. to 11½c.; white, twins, 27 lots, 1,557 boxes, 11c.; colored, twins, 18 lots, 1,117 boxes, 11c.

Iroquois, Sept. 19.—One thousand one hundred and eight colored and forty white cheese boarded here to-day and all sold on the board at 12c.

Cornwall, Sept. 19.—At the Cornwall Cheese Board to-day, 2,346 boxes were boarded, 1,168 white, 193 colored and 85 U.S. All sold on the board at 12c., except one lot of 90 boxes.

Bitter Butter.

The presence of oxide of iron in salt which has been employed for salting the butter causes the latter to acquire a bitter and astringent taste, says a German exchange. Where such deficiencies occur in butter the salt should be analyzed for iron and such containing it rejected for this purpose.

Canadian Butter in Japan.

Advices from Ottawa report that resulting from the Canadian exhibit at the Osaka Exhibition a big butter trade is being developed between the Canadian Northwest and China and Japan. Two new creameries have been started in Alberta. An increased trade is going on with the Yukon. The exports of butter are largely on the increase.

That Cheese Taint.

Advices from Kingston state that bacteriologists are puzzled over the unusual taint which has affected cheese this year, and are putting forth their best energies toward the discovery of the cause. Some say it is due to the unusual cool, damp weather; some say it is due to factory conditions. The latter is denied, for in the most cleanly factories the taint clings to the cheese made. Inspector Publow, of the Kingston School of Dairying, has offered to give \$50 and pay all expenses of a cheese buyer in an inspection of the factories, if it was found that any factory in Frontenac was free from the taint. Dr. Connell, Queen's bacteriologist, has made a careful examination, and reported that the taint was the result of a yeast.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company
LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



We control and guarantee all goods packed by the

CHARLOTTETOWN PRESERVING CO.

Their **Canned Blueberries**

are the finest packed in Canada. They are packed in 2's and gallons.

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

WRITE OR WIRE FOR PRICES.

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

The demand for
FRESH PORK SAUSAGE

has begun earlier than usual this year. We look for the season to open about October 1st, but the trade is now on. There is nothing more appetising and nothing that will please your customers more than Fresh Pork Sausage made in the good old-fashioned way and made fresh every day. We shall be pleased to have your order for sample lot.

SENT BY EXPRESS ONLY.

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

**Mess Pork,
Short Cut Pork,
Plate Beef.**

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co.,
PORK PACKERS, LIMITED
TORONTO, ONT.

London Cheese Market.

At the London cheese market, on Saturday afternoon, sixteen factories boarded, the offerings being: Ridgetree, 200 boxes; Blanshard and Nissouri, 2 boxes; Dunboyne, 190 boxes; Utoxeter and Gallabank, 175 boxes; Blanshard, 125 boxes; Lakeview, 160 boxes; Firby, 147 boxes; Mapleton, 175 boxes; Devizes, 116 boxes; Proof Line, 140 boxes; Avonbank, 130 boxes; Ballymote, 85 boxes; Belmont and Westminster, 400 boxes; Napier, 80 boxes; Gladstone, 200 boxes; Malahide, 250 boxes. Total boxes, 2,823.

The bids were: 11½c., 11½c., 11½c., 11½c., 11½c., 11½c., 11 15 16c., 12c. and 12 1-16c. Blanshard and Nissouri sold 12 1-16c.; Mapleton at 11½c.; Avonbank, and Malahide at 12c.

Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

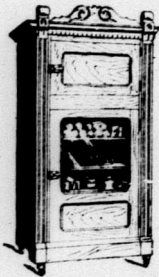
Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON ONT.

Headquarters for everything in our line.

REFRIGERATORS.



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

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

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

DAIRY PRODUCE AND PROVISIONS

THE PROVISION MARKETS.

TORONTO.

CURED meats still maintain the firm feeling which has been ruling for some time. Stocks are light and the demand sufficient to account for the firmness. Stocks of short cut are very low, and some dealers are practically out. There is no change in prices since last quoting. We quote:

Long clear bacon, per lb.	8 0 10	\$0 10
Smoked breakfast bacon, per lb.	0 14	0 15
Roll bacon, per lb.	0 11	0 11½
Medium hams, per lb.	0 14	0 14½
Large hams, per lb.	0 13	0 13½
Shoulder hams, per lb.	0 10	0 10½
Backs, per lb.	0 15	0 15½
Heavy mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	21 00	22 00
Shoulder mess pork, per bbl.	16 00	17 00
Lard, tierces, per lb.	0 9½	0 09½
" tubs "	0 09½	0 10
" pails "	0 10	0 10½
" compounds, per lb.	0 08½	0 09½
Dressed hogs, light weights, per 100 lb.	8 00	8 25
" heavy "	7 50	7 75
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.

There is still a steady market all round for hog products. The market continues steady in tone and prices show no change. Hams and bacon are in good demand, both for local and for export trade. The lumber regions are inquiring for round lots of Canadian short-cut mess pork, and prices are a little firmer. We quote:

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

In lard a very good trade is reported this week. Except for a decline in pure lard there are no changes to report. We quote:

"Boar's Head" brand	0 08½
Carloads, less	0 00½
60-lb. tubs, over tierce	0 00½
20-lb. tin pails	0 00½
20-lb. wood "	0 00½
10-lb. tins	0 00½
5-lb. tins	0 00½
3-lb. tins	0 01
Pure lard, in pails, 20 lb.	1 85
" in tubs, 50 lb., per lb.	0 09½
" in tins, per lb.	0 10½

ST. JOHN, N.B.

In barrelled pork, rather higher prices are asked. There is a good steady sale. At this season heavy pork shows increased demand. Beef is unchanged. There is a fair sale. In lard dealers are somewhat at sea. The surprise is the continued low price. A firmer market is expected. American markets show quite an advance. Smoked meats are high. In fresh beef, both domestic and western, rather lower prices rule. Lamb is freely offered and quality good. Prices are low. Veal and mutton are rather dull. Pork has more inquiry and prices are rather easier. We quote:

Mess pork, per bbl.	\$18 00	\$20 00
Clear pork "	18 50	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 07
Veal "	0 06	0 08
Lamb "	0 07	0 08
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs	0 10½	0 11½
" pails	0 11½	0 12
" compound, tubs, per lb.	0 09	0 09½
" pails	0 09½	0 09½
" Fairbank's refined, tubs, per lb.	0 09½	0 09½
" pails	0 09½	0 10

"Boar's Head" lard is having a very large sale this Fall. Stock is held here to meet the increased demand.

DAIRY PRODUCE

TORONTO.

BUTTER.—The condition of this market is much the same as last week. There has been no change in quotations. The fine grades of dairy and creamery are moving fairly well but the lower grades maintain their sluggish movement. We quote:

	Per lb.
Creamery prints	0 19 0 20
" solids, fresh	0 18 0 18½
Dairy rolls, large	0 15 0 17
" prints	0 15 0 17
" in tubs, best	0 14 0 15
Under qualities	0 11 0 13

CHEESE.—The cheese market still continues very strong, and twins are still firmer. They are quoted this week ¼c. higher than last. We quote:

	Per lb.
Cheese, large, new	0 11½ 0 12
" twins, new	0 12 0 12½

MONTREAL.

EGGS.—There has been a decided improvement in the tone of the egg market during the past week, no doubt owing to the desire of the dealers to secure some Fall stock for Winter use. The ruling price here for strictly new-laid stock is 19 to 19½c.; straight stock, 17½ to 18c.; market stock, 16½c.

BUTTER.—There has been a decided improvement in this product since our last issue. Until this week the orders coming in from Britain have all been for prompt shipment, no orders for storing having been given. The result was that when September goods commenced to offer there was not sufficient to go around, and the English importers were forced to take July and August butters to fill the Winter orders, which they always have for Canadian butter. The market has felt the demand, and this week fully half a cent to three-quarters of a cent per pound has been paid over last week's prices. Finest fresh September sell locally from 20 to 20½c.; finest August, 19½ to 20c.; held, 19 to 19½c.; dairy, 15 to 16c.

CHEESE.—The market still continues firm and strong. English importers have shown more confidence and are taking hold at the advance. Locally not many large cheese have been sold, as the trade is well supplied with small Quebec 20-lb. cheese. These are selling at from 12 to 12½c.

ST. JOHN, N.B.

BUTTER.—This is, as a rule, a most unsatisfactory line. Quality runs so irregular and so much poor stock is offered. To almost every shipment there is a tail lot which kills the profit. There is no reasonable excuse for the money that is lost. Prices show no change. Sales are fair.

EGGS.—Prices are as quoted last week. Supply has been rather light. There is a steady demand. Quality is now watched quite closely.

CHEESE.—There is but a light stock. Prices tend higher. The output here will be quite large and the profits of the cheese factories much better than those of the butter factories. For local demand twins are much needed. We quote:

Butter, creamery prints, per lb.	0 22 0 24
" creamery solids (fresh made), per lb.	0 20 0 22
" prints	0 18 0 20
" tubs	0 14 0 16
" tubs, selected, per lb.	0 16 0 18
Eggs, new laid, per doz.	0 18 0 20
case stock, per doz.	0 15 0 16
Cheese, per lb.	0 11 0 12

It is said that a certain packet tea jobber boasts that he puts absolutely the same tea in all his grades. His 25c. tea is absolutely the same as his 60c. tea.

The different grades of

Blue Ribbon Ceylon Tea

are different in quality—the 25c. tea is good tea, wholesome and tasty, but it cannot compare with the 60c. tea. This enables you to advise your customers knowingly. For those who like superb quality the 40c. Red Label Brand is the proper caper.

Push Red Label Brand.

Every Grocer our agent.

GILLETT'S ABSOLUTELY PURE CREAM TARTAR.

Nearly all goods in this line at the present time are adulterated and in fact unfit to use.

GILLETT'S is used by the best bakers and caterers everywhere.

REFUSE SUBSTITUTES.

GILLETT'S costs no more than the inferior adulterated goods.

REFUSE SUBSTITUTES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

When you have any

BUTTER OR EGGS

to offer, write or wire us.
We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

The Canadian Manufacturers' Association

THE annual meeting of the Canadian Manufacturers' Association was held in Toronto last week, and now a large party of the industrial leaders, who had engaged in the discussion of the many important matters brought before the convention, are being borne swiftly westward, gaining personal knowledge of the boundless markets which are exhibiting such a rapid growth in the Great West prairie, mountain and coast. The proceedings of the convention cannot but have been of the very deepest interest to every Canadian, but especially so to those engaged in mercantile and industrial pursuits. The numerical growth of the association during the last three years has been marvellous, and the increasing national scope and influence of the organization has been no less marked.

The problems which are confronting the industrial world in Canada were grappled with and discussed with that vigor and down-rightness which is characteristic of men accustomed to dealing with large issues. The reports of the standing committees, upon which the discussions of the convention were largely based, were pregnant with suggestion and eloquent of the time and energy spent in their preparation.

As might be expected, the tariff and labor questions loomed large in the crowd of important matters which demanded the attention of the assembled manufacturers. On these questions there was no uncertain voice. The tariff resolution passed last year at Halifax was re-endorsed and the position of the association as to trades unions defined in the report of a special committee. The reports of the Parliamentary and Railway and Transportation Committees were also replete with interest, as indeed were the proceedings of the convention as a whole.

The members began to arrive Tuesday afternoon and every incoming train bore its quota of manufacturers, heads of firms, managers of industrial plants, all bound for the annual convention where they might meet their fellow leaders in the Canadian industrial world, discuss the conditions and outlook of business, enlist the interest and influence of their fellows in the removal of grievances, express their views upon matters of high policy, and make representations to the Government of the day on questions of grave import to the manufacturing interests: receive an account of the stewardship of the retiring executive and choose the men who should guide the destinies and direct the policy of the association throughout the coming year.

Fine men they were, for the most part, vigorous alike of mind and body. In the corridors and rotunda of the King Edward Hotel gathered in groups or dispersed in pairs, shaking hands in jovial good fellowship, or absorbed in earnest discussion, there was scarcely needed the handsome blue and white enamel pen inscribed with the magic letters, "C.M.A. Annual Convention, Toronto, 1903," to indicate that these were the men to whom were confided the manufacturing interests of Canada.

It was interesting to note the large number of young men represented. The large proportion, and indeed men representing some of the most important interests, were in the very pink and prime



Geo. E. Drummond, President.

of life, and where time had here and there touched one, 'twas but lightly. Much is heard of the wreck and ruin wrought by the killing pace of modern business methods, but there was little trace of it visible either in the faces or figures of the Canadian manufacturers. Whether the salutary influence of the Canadian climate, or the inherited vigor of the Canadian constitution, may be called on in explanation, the fact remains that from Halifax, Montreal, Toronto, or the West, the men bore the weight of their responsibilities lightly, at least from all physical appearances.

Wednesday was session day. The association was not convened as a whole, but much important work was done at the sessions held in camera, where, secure from publicity, family affairs could be discussed with the fullest frankness, and

matters decided upon for recommendation or otherwise to the association at large.

RECEPTION AND OPENING SESSION.

The formal opening session and reception was held, by the courtesy of the Ontario Government, in the Legislative Chambers up in Queen's Park. The Chambers were resplendent with a tasteful arrangement of flag decorations and the ladies of the party who, with the lords and masters, were the guests of the Toronto branch, were included in the welcome extended by representatives of the local association, the city and the province. What, however, gave a more than ordinary interest to the function were the addresses of Premier Ross and the Hon. Thos. A. Brassey, M.P., of London, England, who, on a passing visit to Toronto, was prevailed upon to remain over and address the association on the trade and fiscal relations of the Empire. Mr. Brassey, long an advocate of Imperial federation, and one who has travelled much in the outlying portions of the Empire with a view to studying the trade conditions, as well as being a member of the Imperial Parliament, was particularly well fitted for the task to which he addressed himself, the discussion of Imperial trade relations from the British point of view, as was indeed also our own distinguished imperialist, the Hon. Geo. W. Ross, to discuss the same question from the Canadian standpoint.

Premier Ross was one of the first to appear on the floor of the House, and for a few moments enjoyed the luxury of undisturbed meditation, reclining in the capacious depth of the clerk's chair. It was not for long, however. Members began to arrive and the Premier was soon chatting and joking with the little circle that gathered round him. The evening was hot and it was late before all the guests arrived, and Chairman Murray called the assembly to order.

Mr. Brassey had, in the meantime, come in and was exchanging confidences with Mr. Ross and a few of the association officers and welcomed them in a felicitous manner on behalf of the Toronto branch of the association. Controller Oliver, acting for Mayor Urquhart, followed, extending the courtesies of the city.

PREMIER ROSS.

Premier Ross, besides representing the Province in welcoming the association to Ontario and the Legislative Chambers, directed himself to the discussion of the industries of Canada and the trade of the Empire. As usual, Mr. Ross was brilliant. His mother wit sparkled at

THE CANADIAN GROCER

he congratulated his hearers on the ease with which they had attained to seats which he and his fellows were wont to win but hardily. He unreservedly recognized the importance of the association and shrewdly paraded the opportunities Ontario offers for every branch of industry. The unity of interest between agriculturist and artisan were argued and the folly of exporting our raw materials abroad to build up foreign industries instead of developing manufacturing interests at home was deprecated. The manufacturers were incited to aim at the highest standard in all their products, and to seek to surpass all competitors. Nor did the speaker stop with having covered the home market. "Let us turn our faces towards the foreign markets," he urged. There was no reason, in his opinion, why Canadian goods should not

full of suggestion to us Canadians who have grown to be "all Imperialists now." The address of Mr. Ross was brilliant, inspiring, beautifully general and diplomatically silent on the difficult points. Mr. Brassey made no attempt at oratory, but with characteristic British directness asked leave to discuss the question of Imperial trade from the British standpoint and immediately entered upon an analysis of conditions which proved to be thoroughly enlightening, if not particularly encouraging. Like a conscientious surgeon, he never shrunk from probing the very depths of the sore places, and himself a Chamberlain Imperialist he gave a masterful summary of the difficulties in the road of that consummation and frankly placed his ideal as something to be realized only in the distant future.

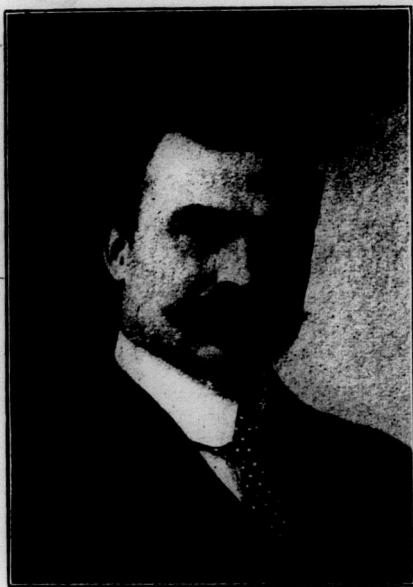
After extended travel Mr. Brassey had concluded that a permanently united Empire depended upon two principles: first, that every part should have an absolute right of self government, and second, that each part which bears a share of the burdens of the Empire should have the right to share in the control of Imperial expenditure. The burden of defending the Empire was becoming too heavy for the mother land without the aid of the colonies, who should in fairness contribute to the support of what was of so much importance to them. But it was not expected that Canada should contribute until she had a voice in Imperial affairs. This could only come about when the Imperial Parliament was reformed by the institution of a Federal system. Each part of the Empire had also its own particular problems first to work out, Australia and South Africa, on constitutional lines, Canada on industrial.

Coming to the trade question raised by Mr. Chamberlain, he did not think there was much dispute as to the desirability of taking retaliatory measures to prevent Great Britain becoming a dumping ground for German and American manufactures. The question of preferential trade within the Empire was a more difficult one. Immediately there was involved the necessity of placing duties on grain and wheat, and so arranging other taxes as not to increase the cost of living. It would be a great boon for the colonies, but what were the colonies to give in return for this tax on food stuffs? There might be two answers: That they should contribute for the defence of the Empire, or that they should give a substantial preference in their markets to the Mother Country. The first has already been dismissed as for the present impracticable, and in discussing the second, Mr. Brassey put his finger on the crux of the whole matter.

"To night," he continued, "your Premier, Mr. Ross, spoke of the desire that the

sentiment in favor of 'Made in Canada' should prevail, meaning that your ambition should be to supply the entire Canadian market.

"Now, if this is the desire of the Canadian manufacturer, and the Canadian Government should wish to carry out that desire at the expense of the manufacturer in the Mother Country, then, in my opinion, there is no basis for a policy of preferential trade within the Empire. The only justification for a tax on food stuffs is that the colonies will take a larger proportion than they do now of British products. Unless the Mother Country is able to secure a large portion of the trade you now carry on with foreign countries, and at the same time a share of the increased demand which is bound to follow the adoption of an Imperial preference, there is really no solid answer to the question, what will the colonies do?"



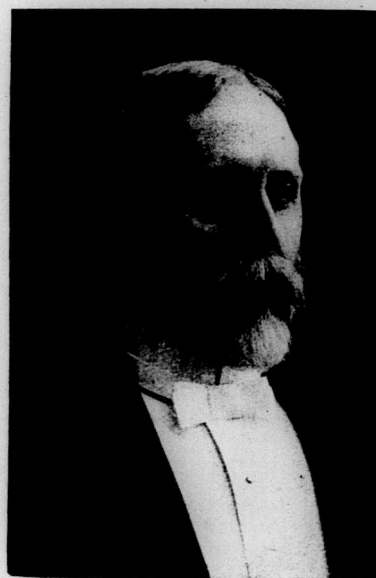
W. K. George, Vice President.

compete everywhere with goods made in Great Britain or France or any other country. Turning to Imperial relations, he concluded that Canada wanted nothing but what was for the good of the whole Empire. "We want a preferential tariff," concluded the Premier, "we want British surplus population to people our prairies; we want their capital to develop our resources. Anything they can do for us will prove a good investment for them. For we are the most loyal and the most dutiful of all the colonies. We are energetic and progressive and British. If we cannot have a preferential tariff, or an Imperial federation now, let us have it as soon as possible."

Mr. C. A. Birge, president of the association, replied to the many words of welcome and then followed Mr. Brassey.

THE HON. T. A. BRASSEY.

The address of the Hon. T. A. Brassey was a remarkable one in its way, and



Cyrus A. Birge, Retiring President.

Despite the gloomy outlook Mr. Brassey did not despair, but looked forward to a solution of the problem through free and honest interchange of opinion on the question between the Mother Country and the colonies.

At the conclusion of the speeches the guests were entertained to refreshments in a marquee pitched in front of the Parliament buildings.

A BUSINESS SESSION.

The first business session was convened Thursday morning in the banquet hall of the King Edward hotel, with President C. A. Birge in the chair, and a fair representation of the manufacturing interests present.

PRESIDENT'S ADDRESS.

After a summary disposal of a few preliminary items of business, the president arose amid loud applause to deliver his annual address and summary of the association's affairs. The address has been

Extraordinary Values in

DRIED FRUITS.

—We have arriving by first direct steamer Escalona about middle of October :

CURRENTS.

1,200 Pkgs.—Fine Filiatras, brls. and ¼-cases.
Finest Loose Cleaned, ¼-cases.
Finest Cleaned "Olympus," cases 50 ¼-lb. pkgs.
Fancy Brands Vostizzas, ¼-cases.

RAISINS.

1,000 boxes SULTANAS, boxes about 20-lbs.
200 " Best Quality Cleaned, boxes 50 1-lb. pkgs.
1,000 " Cheaper grade, good quality.

Loose Muscatels (Malaga)

in 22-lb. and 50-lb. boxes, 2-Crown and 3-Crown.
These are better value than Valencias and much lower price.

NUTS.

Tarragona Almonds, Sicily Filberts,
Pure Mayette Grenoble Walnuts,
Fine Marbot Walnuts, Good "Crown" Walnuts,
Valencia Shelled Almonds
in 28-lb. boxes, 2-Crown and 3-Crown.

ALSO ARRIVING

PEELS (Candied).

Finest English—Lemon, 50-cases each 32 7-lb. boxes.
Orange, 50 " " " " "
Citron, 25 " " " " "

ASK FOR OUR PRICES BEFORE BUYING.

—If you are open for bargains and extraordinary values in
—any of the above lines don't fail to ask for our prices.

LAPORTE, MARTIN & CIE., Montreal, P.Q.

HOW ABOUT SYRUP ?

YOU WILL SOON BE NEEDING IT, AND IF YOU WANT THE BEST TO OFFER YOUR CUSTOMERS, YOU WILL PLACE YOUR ORDER FOR

"GOLD MEDAL" Syrup

PUT UP IN { 2-LB. TINS—CASES 24 TINS
 5 " " " 12 "
 10 " " " 6 "
 20 " " " 3 "

Unequaled in Flavor, Color or Body.

FOR SPECIAL QUOTATIONS—{ WRITE US OR
 SEE OUR TRAVELLERS

THE **EBY, BLAIN CO.,** LIMITED

**WHOLESALE
 GROCERS,**

TORONTO.

THE CONSTITUTION.

The next business transacted was the amending of the constitution, the most important amendment being that raising the fee to \$25 for firms employing over 100 hands.

THE TARIFF.

The report of the Tariff Committee, reserved for the last, was presented by Mr. W. K. McNaught. There were five points to the report and in the discussion thereon the political maelstrom was narrowly escaped. The situation was saved by Mr. Robert Munro, who stoutly declared that many a good Liberal was a good protectionist, and naively added, "Why shouldn't he be?" The report re-endorsed the resolution passed last year at Halifax, expressed a general disapproval of the bounty system, approved of the German surtax, discountenanced any suggestion of reciprocity with the United States and advocated the establishment of a permanent tariff commission.

RESOLUTIONS.

The Committee on Resolutions was the last to report and recommended the exportation of foreign silver coins, that the Government should purchase all foreign goods through regular importers, that the preferential tariff should be amended, that expert appraisers should be ap-

pointed, and that a new insolvency law should be passed.

ELECTION OF OFFICERS.

The election of officers was then pro-



R. J. Younge, Secretary.

ceeded with, with the following results: President, Geo. E. Drummond, Montreal; 1st vice-president, W. K. George, Toronto; Ontario vice-president, W. F. Cockshutt, Brantford; Quebec vice-president, Hon.

J. D. Rolland, Montreal; Nova Scotia vice-president, D. W. Robb, Amherst, N. S.; British Columbia, John Hendry, Vancouver; Manitoba, E. L. Drewry, Winnipeg; New Brunswick, W. S. Fisher, St. John, N.B.; treasurer, Geo. Booth, Toronto.

The retiring president, in a few happy words, abdicated in favor of the new chief Mr. Geo. E. Drummond, who expressed his appreciation in a manly, straightforward, businesslike way.

Votes of thanks and responses became thick now and it was one o'clock when some one struck up God save the King, and the convention was over.

In the afternoon the manufacturers and their ladies were entertained to a drive around the city as the guests of the city, and in the evening the annual banquet was given at the King Edward, with the new president, Geo. E. Drummond, presiding, and Lieut. Governor Clarke, Sir William Mulock, Hon. G. W. Ross, Hon. Wm. Paterson, W. K. George, Hon. T. A. Brassey, and Mayor Urquhart, as the principal speakers.

Mr. Archie Hutchinson, of The St. Lawrence Starch Co., Limited, Port Credit and Toronto, was encountered among the jobbing trade of Montreal this week by a representative of THE GROCER.

IS THIS CORRECT ?

An article must have merit in order to maintain a good reputation for any extended time.

REINDEER BRAND CONDENSED MILK

has been before the public 50 years and still stands at the top.

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

Windsor Salt.

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

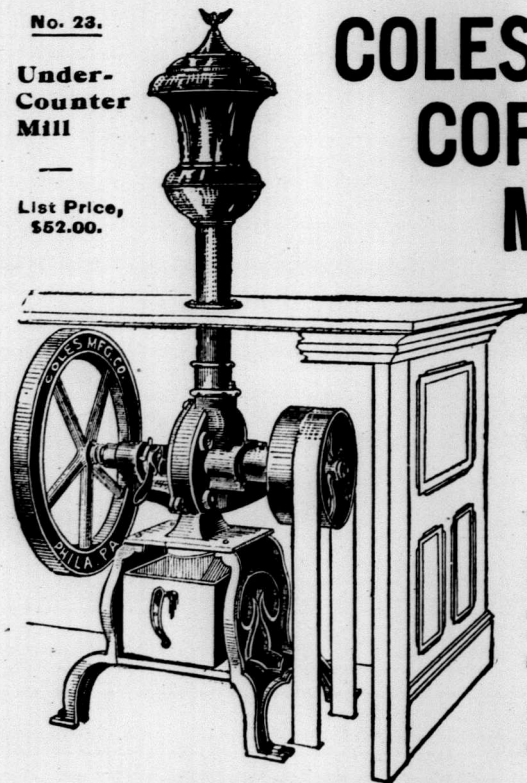
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



Be sure and lay in a stock of

"2 in 1" Shoe Polish

to last you through the Winter, as this polish cannot be shipped during the cold weather, and to send it by express is too expensive. **Sold by all dealers.**

THE F. F. DALLEY CO.
of HAMILTON, Limited.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

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HUNTERS' SUPPLIES.

THE hunting season is rapidly approaching. The season for some of the smaller game is already open, and before long the deer hunters will be leaving for the highlands of Ontario. All these hunting parties, which will soon be crowding the Muskoka trains, will need to be supplied with provisions. Smoked meats, tinned goods of all kinds, and other foodstuffs that can be stored in small compass, will be required. The wide-awake grocer will be after this trade. There are few localities from which a hunting party is not sent forth some place or other during the Fall. Many of these parties will be amateurish. The grocer should make himself familiar with the provision outfit required and be ready to give advice and supply the goods to inexperienced as well as to veteran hunters. Men are liberal buyers, especially when they are going off for a lark, and a little judicious attention on the part of the grocer may produce an extra trade of profitable dimensions.

EDITORIAL

TERMINAL ELEVATOR CHARGES.

THE situation between the western grain dealers and the railway companies with reference to charges in terminal elevators is now at a somewhat acute stage. In the ordinary course of the year's work, and in compliance with the Act, Warehouse Commissioner Castle asked the railway companies to name their charges for cleaning, elevating and storing grain in their terminal elevators. The Act requires that these charges shall be in the hands of the warehouse commissioner before the end of the first week in September, and shall govern for the year without the option of a change. The railway companies complied, raising the rate to $\frac{3}{4}$ c. per bushel, and stating that this amount would include insurance.

The majority of the members of the Winnipeg Grain Exchange have been agitating for some time that the railway companies should insure the grain in their terminals, for the simple reason that no man knows into what one of five terminal elevators his grain may go, and therefore has been obliged to carry insurance on all.

This blanket insurance frequently absorbed all the insurance possible to obtain, and smaller dealers not infrequently found themselves in the position of being unable to get any insurance at all, while possibly some larger dealer was carrying insurance on the elevator in which their grain was stored and had no grain there. But when the announcement of the $\frac{3}{4}$ c. rate was made, practically stating $\frac{1}{4}$ c. for insurance, there was a general howl of disgust. A meeting of the Grain Exchange was called and the matter threshed out, representatives of the railway companies being present. The general opinion of the meeting was that the principle of the railway companies carrying the insurance was right, but the price was decidedly all wrong, and resolutions to that effect were passed and the matter placed in the hands of a committee to deal with. In the meantime the warehouse commissioner notified the railway companies that they had not complied with the Act in furnishing the schedule complained of. The Act required a specific statement of charges for elevating,

The
Canadian Grocer

cleaning and storing, and very specially relieved the elevators from responsibility as to insurance. No reply was made to these notices, and a few days later the commissioner again notified the railway companies that if they did not furnish the schedule as required the whole matter would have to go to the department at Ottawa. Immediately the railway companies declared that the $\frac{3}{4}$ c. rate was their charge for elevating, cleaning and storing, and that if the owners of grain wished, it would also include insurance. This was carrying the war into Denmark with a vengeance, and at a subsequent meeting the Grain Exchange passed a strong resolution calling on the Minister of Trade and Commerce to take action in the matter under sub-section 2 of section 25 of the Grain Act.

Matters continue to simmer, and the feeling against the railway companies is very strong. Dealers are unanimous in declaring the increased rate exorbitant, and the outcome of the appeal to the Minister of Trade and Commerce is awaited with both anxiety and interest. The farmer is the man who will pay if the price is insisted on, for dealers will simply deduct that additional amount from the price paid for the wheat. The Canadian Northern Railway has been the most defiant and persistent in this matter of advancing the rates, and this action has naturally led to much comment throughout the West. This road was supposed to be put in operation to relieve the congestion and facilitate the handling of wheat, and it does seem surprising that it should so very soon show a tendency to grab. The monopoly on terminal elevator sites has been looked upon with disfavor for a long time, and this last action has by no means poured oil on the troubled waters.

JUDGES' SALARIES.

THE bill providing the salaries for judges of the new Exchequer Court of Ontario has passed through its final stages and been sent up to the Senate. Its discussion in the House of Commons elicited at least one interesting suggestion—that of a committee to consider the

entire question of the remuneration of Canadian judges.

There is at the present time a growing sentiment in favor of increasing judges' salaries, particularly those of judges of the Supreme Court. Canadian business men entirely endorse such a proposal. They are not slow to realize how much the equilibrium and security of the country depend on the firmness, farsightedness and wisdom of its judges. The salary of judges in the Supreme Court in Canada is in the neighborhood of \$7,000, a paltry sum when account is taken of their responsible position, and also of the fact that big business concerns in Canada think nothing of paying their presidents or managers from \$10,000 to \$60,000 yearly. The present and future success of a business enterprise is in peril unless its manager is a man of keen executive ability and practical sagacity. When such an one is found he is to the director "a pearl without price."

The condition of Canada to-day is one of great prosperity. The good times have reached as far as the agricultural constituencies. When the farmer speaks unhesitatingly in favor of a revision of judicial salaries surely something may be done for the long neglected administrators of justice.

A supreme judgeship ought to go in the same class at least with the managerships of business concerns mentioned above. It is a mistake when commercial standards are applied to this calling. Many are unable to conceive of even a county judge as more than a hob-nobbing lawyer, who has his position through political pull. As a result, for every vacancy on the bench there are applicants "tumbling over one another." Is it not high time the standard should be raised and would-be seekers after Government honors made conscious that the Government is not looking for pettifogging lawyers, but for men whose qualifications are strictly in keeping with the dignity and importance of the Bench?

Mr. E. T. Daniels, of E. T. Daniels & Wise, brokers and merchants, London, Eng., is at present at the Queen's, Toronto, on a business tour through Canada.

EDITORIAL

THE SALT SITUATION.

FOR the past some months the trade has had difficulty in securing sufficient supplies of salt. That the Canadian manufacturers have not been able to supply the demand is an admitted fact. The continued shortage has bred a condition of dissatisfaction which has recently found vent in vague charges through the daily press. The bill of complaint against the salt manufacturers is set forth in the following letter, which explains itself:

Editor CANADIAN GROCER:—

DEAR SIR,—I cannot understand why your paper has not taken cognizance of the situation in regard to salt. We travellers are simply driven wild through the complaints of our customers because the orders for salt, which they had placed in some instances months ago, had not been filled. We have told them repeatedly that the fault is not ours, but lies with the salt manufacturers, but that does not help them, and they do not seem disposed to let us down any easier. The salt manufacturers of this country have organized themselves, as you already know, into a combine. Whether this has anything to do with the non-delivery of salt, I cannot say, at any rate I think there is a strong enough case made out under the circumstances to warrant the intervention of the Government. As you are already aware, there is a clause in the Customs Act, which provides that the Government may, after taking certain procedure, lower the duty, or remove it altogether, on any article on which a combine exists.

My firm informs me that it could buy salt in Michigan, but that if they did so, The Canadian Salt Association would refuse to allow them the customary discount. The farmers throughout the country, as well as the business men, are being put to a great deal of annoyance and inconvenience, on account of the difficulty to secure a supply of salt from the Canadian manufacturers.

Yours truly,
TRAVELLER.

Toronto, Sept. 12th, 1903.

In order to get at the rights of the matter some of the gentlemen prominent in the Ontario salt industry were seen by THE GROCER, and the following statement was handed us as defining the position of the manufacturers:

1. There is no salt combine.
2. There are at least eight different independent firms engaged to-day in the manufacture and sale of salt in Canada.
3. Besides these Canadian manufacturers there is a large amount of British and foreign salt imported, free of duty, amounting to at least two-thirds of the whole consumption.
4. Salt has not been purchasable for 60c. per bbl. for the past eight years. During that time the price of labor, fuel, barrel material in the raw and manufactured state, etc., has increased very considerably. Salt is one of the cheapest articles placed on the market to-day. There has been no increase in prices, as obtained to-day, since the beginning of the year.
5. There is a scarcity of salt to-day, and there

has been for a few months past. But it is only a temporary shortage, and has been entirely owing to various causes, such as the scarcity of fuel, the scarcity of labor, and unavoidable stoppages to works owing to accidents and large additions and improvements made to some of the plants.

In subsequent conversation a prominent salt manufacturer, while admitting that he was selling under an exclusive contract on the rebate system, explained that customers were allowed to purchase salt where they pleased when orders could not be filled.

As a matter of fact there is no combine, but there is an agreement between the two principal salt manufacturers of Ontario whereby they have adopted the same selling terms, and in order to secure his rebate the wholesaler must take a declaration, with the first two clauses of which, designed to prevent the cutting of prices, no issue can be taken, but of which the third clause reads as follows:

That we have not purchased or sold directly or indirectly any salt but the manufacture or output of The Canadian Salt Co. and R. & J. Ransford.

This is the very principle which THE GROCER pointed out to be dangerous in the selling terms of the Canadian Cannery Consolidated, and the discord it has caused in the salt trade proves the wisdom of the position taken by THE GROCER.

Furthermore, we have been assured by some of the largest wholesale grocery firms in Ontario that they have declined to agree to the above terms, have formed a connection with American firms and are getting their salt from Detroit. The clause is thus working to secure for Americans a permanent instead of what should be but a temporary foothold.

In taking this stand THE GROCER is not opposing trade agreements, alliances or amalgamations, recognizing that they may be of great benefit in affecting economies and in preventing ruinous rate cutting, but it is unalterably opposed to such devices as are aimed against legitimate and healthy competition.

However, we do not ignore the other side of the question, and the views of a gentleman supporting the exclusive contract system, received too late for this issue, will be published next week.

A CANADIAN IDEAL.

PREMIER ROSS sounded the right note at the reception to the Manufacturers' Association in the Parliament buildings, Toronto, Wednesday night, when he declared that in no line of manufacture should Canada be content with anything less than the best. "I want to know," declared the old man eloquent, "that 'made in Canada' is just as good as 'made in Germany' or France or England or any other country," and the applause from the listening captains of industry proved how felicitously the eloquent Premier had expressed the aspirations which have found lodgment in the minds and hearts of our Canadian manufacturers.

This is the line of thought which THE CANADIAN GROCER has long been striving to inculcate. "Made in Canada," a motto which has been tremendously successful, depends for its permanent success upon excellence of the standard which our manufacturers set for their output.

There is more satisfaction in making a good article than in making a shoddy one, and in the long run more money too.

This is particularly true if we are to become, as we fondly and confidently expect, a great exporting nation. A dishonest manufacturer may do an immense amount of harm to a reputation for reliability which has taken years to build up. In the case of fruit, the rigid enforcement of the Fruit Marks Act is having a salutary effect, and similar measures might be taken in other lines if found necessary.

The motto "Made in Germany" has had its immense influence just because the world had been led to believe in the reliability of German products.

As a young country it is our bounden duty to make "Made in Canada" stand for the acme of excellence.

"Nothing less than the best" is a good motto. May our manufacturers ever keep it before them!

It is understood that there is a movement on foot in British Columbia fisheries with a view to placing on the Canadian market domestic canned anchovies, a line which should meet with ready home sale, as well as still further developing our export possibilities.

TRADE WITH THE BAHAMAS.

MR. B. W. ROBERTS, of Nassau, N. P., Bahamas, was a caller on THE GROCER this week. Mr. Roberts is opening a commercial agency in the Bahamas and has been in Canada looking up connections with business men. The population of the Bahamas is placed at 50,000, and they import goods, mostly foodstuffs, to the value of \$2,000,000 annually. Their export consists of sponges, sisal fibre, pineapples, oranges and grape fruit. As yet Canada has no direct steamship connection with the Bahamas, and our share of their trade is only nominal. The freight charges from New York to the Islands are ridiculously high, being 63c. per bbl. on flour. As the Bahamas are almost directly in line with our Jamaica service the opportunity seems good for opening up a trade with these southern cousins of ours, especially as the feeling of the Bahamians towards Canada is very friendly. We could use their sisal fibre and fruits and supply them flour, butter and tinned fruits.

BACK FROM THE WEST.

GEORGE E. Bristol, president of The Canada Grocers, Limited, who has recently returned from a month's trip to the West, was seen in his Toronto office Wednesday afternoon by a representative of THE GROCER. Mr. Bristol was struck by the promising trade conditions everywhere prevailing in the West. Everyone was prosperous, he relates, and claimed to be making money. Mr. Bristol's chief object on his trip was to arrange for a new branch of the firm at Calgary. At Winnipeg he was joined by Alexander Turner, of James Turner & Co., and the two proceeded to Calgary, where the latter has undertaken the construction of a large warehouse with 120 feet frontage on Stephens street by 100 feet on Third street. It will be equipped with trackage in the rear for loading and unloading cars and will be leased by The Canada Grocers. The building will be completed by Dec. 6, by which time the stock will be installed and the branch opened for business under the name of James Turner & Co., with Lloyd T. Mewburn, of James Turner & Co., Hamilton, in charge.

At Edmonton Mr. Bristol found conditions as encouraging as at Calgary. Immigration is steadily pouring in in all parts, and a very prosperous future is anticipated for "Sunny Alberta."

Asked as to the snow storm, Mr. Bristol said it was much exaggerated. Producing a map, he demonstrated how small an area proportionately the 250 miles from

Moosomin to Brandon touched by the storm really was. He was at Edmonton at the time, and on returning he had talked with men who had examined the fields after the storm. These affirmed that the wheat was but slightly injured, and would grade as No. 1 Northern instead of No. 1 hard, making a difference of but a few cents a bushel. Around Edmonton there had been a good deal of cold, wet weather, but what grain didn't ripen properly might be led.

A commission merchant in Manitoba writes that he is open for offers of white clover honey.

CONSOLIDATED STORES CO.

There is a rumor being circulated to the effect that The Consolidated Stores Co., reference to whose organization will be found in our Forest City Gossip, are being backed up by The Canada Grocers Limited. Geo. E. Bristol, president of The Canada Grocers, gives an emphatic denial to the rumor. Canada Grocers, he says, are in no way whatever associated with The Consolidated Stores Co.

H. P. Eckardt & Co. report a good demand for "Diamond" crystal salt.

RICE PROSPECTS.

The rice condition for Texas this year is phenomenal, showing 97 per cent., or almost a perfect crop, says The Dixie Miller. The acreage in rice in Texas this year is estimated at 220,000 acres, against 180,000 in 1902, and the probable crop for 1903 will be from 2,000,000 to 2,500,000 barrels, or about ten barrels to the acre. Last year the average yield was about eight barrels to the acre.

The crop in southwest Louisiana is said by prominent authorities to be at least thirty days late, but the stands in all localities present a very pleasing appearance to the eye of the farmer, and the yield per acre promises to be a very satisfactory one. The rice is very heavy and there is a very noticeable scarcity of red.

The crop in Carolina will be about two weeks late this year. The freshets were responsible for a delay in planting, and between ten and fifteen per cent. less than usual was planted this year. The planters say that the crops will not only be late, but short as well.

A bottle was found in Vineyard Haven Harbor recently, containing a live lobster so large that it could not escape through the neck. The only solution is that he entered the trap when small, although how he survived is a mystery.

"You can't expect to keep up with the procession unless you march."

If you want to be "up-to-date" and a Leader in the grocery trade you should sell

"SALADA"

CEYLON TEA. Black,
Mixed or Natural Green.

It is the one tea that sells year in and year out, and is increasing its lead by leaps and bounds. "SALADA" Green Tea, as we predicted, is fast displacing Japan Tea.

"SALADA," Toronto and Montreal.

Branches at NEW YORK, MONTREAL, DETROIT, BUFFALO, PITTSBURG, CHICAGO and BOSTON.



WHOLESALEERS ARE NOW OFFERING
FOR FORWARD DELIVERY

New Pack
"Horse Shoe" Salmon.

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

All leading grocers throughout the
Dominion sell it.



*"It is difficult to rise to the heights,
but it is more difficult to stay there."*

It is staying at the top of the ladder
that proves quality.

Celluloid Starch
Never Sticks Requires no Cooking.

holds the top place amongst the many laundry
starches in America. It has held that posi-
tion for years through merit. If you want
the thanks and the trade of your neighbor-
hood supply them with Celluloid Starch.

THE BRANTFORD STARCH WORKS,
LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Sept. 21, 1903.

GROCERIES.

THERE has been great activity on the home market since our last issue. All general lines have moved freely and trade on the street has been most encouraging. Canned goods have been moving freely and several lines have advanced. Asparagus is now quoted at \$3.25, showing 25c. advance. Peas are scarce, with an upward tendency of fully 10c. Salmon is difficult to obtain and is quoted at all round figures—\$1.65 and \$1.75—and even at those prices, deliveries cannot be guaranteed. Sardines are scarce and quotations show an advance of several cents. Coffee continues to move freely with prices remaining firm. Spices have made headway since our last issue and prices are stiffening to advance. Syrups and molasses are in moderate demand locally with primal markets reporting strong situation. Rice and tapioca is fairly active, with general stocks low and supplies firmly held at fully up prices. Tea is now securing more attention. Advices from foreign markets are all based upon an accepted strong statistical position, and prices for any grade above medium are firming toward advance. Foreign dried fruits are interesting as revealing strong position all round, with present general averages firming toward advancing in favor of last year's high averages. Sugar has been in fair demand. The fall reported in our last issue was not maintained, prices quickly recovering toward previous quotations.

CANNED GOODS.

The home market in canned goods continues firm with great difficulty in keeping up supply in the more popular lines. Asparagus is scarce with price firming up to advance of 25c. Peas are quoted at advance of 10c., while salmon is listed at an easy 25c. advance. Official quotations for new goods are coming to hand slowly, and, in many instances, there is every possibility that supplies will have to be met from across the border. We quote:

Apples, 3s.	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 25
Beets	0 60	0 95
Blackberries, 2s.	1 50	1 70
Beans, 2s.	0 82½	0 85
Corn, 2s.	0 85	1 00
Cherries, red, pitted, 2s	2 00	2 10
" white	2 30	2 50
Peas, 2s.	0 87½	1 10
" extra sifted	1 40	1 50
Pears, 2s.	1 00	1 50
" 3s.	1 75	2 00
Pineapples, 1½s	1 50	1 60
" 2s.	1 80	2 00
" 3s.	2 25	2 47
Peaches, 2s.	1 25	1 55
" 3s.	2 00	2 50
Plums, green gages, 2s.	1 15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3s.	0 85	0 90
" gallon	2 65	2 65
Rhubarb	2 10	2 25
Raspberries, 2s.	1 25	1 40
Strawberries, 2s.	1 35	1 50
Succotash, 2s.	0 85	1 00
Tomatoes, 3s	1 10	1 10
Lobster, tails	3 35	3 35

" 1-lb. flats	3 50	3 70
" ½-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
" Cohoos	1 00	1 10
Chums	1 25	1 35
Sardines, Albert, ½s.	0 15	0 23
" Sportsman, ½s.	0 14	0 23
" Portugese, ½s.	0 08	0 10
" P. & C., ½s.	0 25	0 27
" P. & C., 1s.	0 35	0 38
" Domestic, ½s.	0 03	0 04
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 55	1 00
Kipperd herrings, domestic	1 00	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 6-lb.	2 65	2 75
" 14-lb.	8 00	8 25
" 18-lb.	18 50	18 50
" 2-lb.	2 85	3 00
English brawn, 1-lb.	6 00	6 00
English brawn, 2-lb.	1 50	1 60
English brawn, 4-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	2 20
" 2-lb.	1 00	2 20
Soups and Boull, 2-lb.	1 80	1 80
" 6-lb.	4 50	4 50
Sliced smoked beef, 1s.	1 50	1 70
" ½s.	2 65	2 80

COFFEES.

The home trade in coffee reveals no special feature since our last issue. Demand continues somewhat more active than is customary, the run being chiefly on the milder grades. Latest reports from New York denote a weakening market for contracts, whilst prices for actual supplies were unchanged. In milder grades a firmer market is reported consequent, but more active demand; the European advices reporting healthy tone and good demand. We quote:

	Per lb.	
Green Rios, No. 7	0 07	
" No. 6	0 07½	
" No. 5	0 08	
" No. 4	0 08½	
" No. 3	0 09	
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

The decline in domestic refined noted in our last was short lived, prices reacting to former basis of 1.29c. for Montreal granulated and 1.10c. for Acadia f.o.b. Montreal. It is understood that considerable sugars changed hands at the reduced quotations, especially of St. Lawrence granulated, which was not an natural in view of the existing differential of 10c. per 100 pounds in favor of that brand.

Sales of raw sugars have been made at firm prices, part cargo centrifugal sugars being placed to New York refiners at former figure of 37c. ex ship, basis 96, duty paid. Business in raws, however, has been light, and, with buyers and sellers both apparently indifferent, there has been no opportunity of establishing a change in the market either way, and, as we go to press, we are able to report a continued firm market though quiet. Holders

maintain their former firmness and are asking 1.16c. advance and showing no disposition to meet refiners on current basis.

Meltings at United States four ports for week ending September 16 were 48,000 tons, being equal to the figure of a fortnight previously. Receipts were light, being only 22,593 tons, thus reducing stocks by over 25,000 tons and these were reported as 195,110 tons. Receipts at Cuban shipping ports were again light, being only 2,000 tons, while there were exports of 9,300 tons. Stocks there were reported by cable as 189,530 tons. Combined United States and Cuban stocks are only 50,000 tons more than same time last year and with the afloats to America of 130,000 tons less than same time last year prospects are for continued firmness in American markets. There are only two central factories continuing grinding in Cuba, so there is little sugar being made in the island.

European markets are reported slightly easier, quotation for old crop beets, September shipment, being now 88. 1½d. f.o. b. Hamburg. This, however, is equivalent to parity of 1.01c., duty paid, New York for 96 test centrifugals, from which it will be seen that cane sugars have still a differential in their favor of 3.16c. per pound.

Combined stocks of Europe and America at latest uneven dates were 1,631,610 tons, against 1,749,193 tons same period last year, the decrease being 117,583 tons.

There are no special indications to report at the moment, the outlook appearing to be to continued steadiness. The demand for refined locally from second hands is fair and prospects are that it will hold good for some time yet.

Just as we go to press we have received advice from New York that a firmer tone prevails in the raw sugar market, with sales of raw at price equal to 3.91c. for 96 test, duty paid, establishing advance of 1.32c. per lb. over previous sales. The market favors sellers. We quote:

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb.	4 68
" " Domino brand, 50-lb. boxes	4 73
" " 100	4 63
St. Lawrence granulated	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Maple Leaf granulated (Berlin)	4 03
Crystal granulated (Wallaceburg)	4 08
Imperial (Dresden)	4 03
Beaver (Warton)	4 03
Phoenix	4 03
Cream	3 88
Bright coffee	3 88
Bright yellow	3 88
No. 3 yellow	3 78
No. 2 "	3 58
No. 1 "	3 48
Granulated and yellow, 100-lb. bags, 5c. less than bibs.	

SPICES.

The spice market has developed considerable activity in the last week. Pepper is firm. Nutmegs are up 3d. per lb. according to the London cable. The clove market is showing strong with an advancing tendency, and ginger is higher. Altogether the outlook is healthy. We quote:

HONEY.—The market conditions remain the same, with no change in prices since last quoting. We quote:

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

WHITE BEANS.—Prices on this market still remain firm. We quote:

	Per bush.	Prime	Per bush.
Mixed	1 50		1 60
Handpicked	1 90		2 00

DRIED APPLES.—Values continue unchanged. We quote:

Apples, dried, per lb.	0 03	0 03
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POULTRY.—Prices unchanged, and receipts light. We quote:

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

GREEN FRUITS.

The heaviest days for the season at the fruit market have passed and arrivals will be gradually lessened—although a large quantity of peaches and grapes are yet to come. The congestion on the market has passed away, and even pears do not now drag. The demand for plums has picked up this week. More liberal receipts of grapes are expected in a few days. Jamaica oranges are surprisingly sweet for the season and perfectly colored. First receipts of dark Cape Cod cranberries arrived on the market a few days ago. Pears are up in price since last week. We quote:

Mediterranean sweet oranges	3 75	4 25
Jamaica oranges, per bbl.	6 50	7 00
Late Valencias	4 00	5 00
Bananas, large bunches	1 50	2 25
small	1 25	1 50
Verdill lemons, new, per box	3 25	4 00
Limes, per crate (8 doz.)	1 25	
Tomatoes, per basket	0 15	0 20
per bbl.	1 50	2 00
Seberian apples, per basket	0 15	
Watermelons, each	0 15	0 20
Cantaloupes (musk melons), per basket	0 15	
Cantaloupes, per crate	0 25	0 35
Blueberries, per basket	1 00	0 25
Peaches, white, per basket	0 20	0 35
Albertain, per basket	0 65	
Crawfords, per basket	0 50	0 60
Plums, small basket	0 10	0 15
large	0 20	0 35
Pears, Bartlett's, per basket	0 35	0 50
Clapp's Favorite, per basket	0 35	0 45
Grapes, Moore's Early	0 25	0 30
large basket	0 40	0 50
Pineapples, per crate	4 50	
California grapes, Tokay	3 00	
Cranberries, dark, Cape Cod, per bbl.	8 50	
per case	3 25	

VEGETABLES.

Trade is good and supplies generally ample and of good quality. Complaints, however, are still heard of the rot in potatoes, but it is not quite so noticeable as last week. Receipts have not been so liberal the last few days. Price of cucumbers is up 10c. to 15c. per basket and pickling cucumbers have also taken a jump of 75c. to \$1.75 per 1,000. Onions are 5c. to 10c. firmer. A larger variety of red peppers are on the market and are quoted as high as \$1.50 per basket. We quote:

Cabbage, per doz.	0 40	0 50
red, per doz.	0 40	0 60
Potatoes, per bush.	0 30	0 50
Sweet potatoes, per bbl.	3 50	4 00
Cucumbers, per basket	0 25	0 30
Cucumbers, pickling, per 1,000	2 00	3 00
Onions, per basket	0 30	0 35
Spanish onions, per crate	1 00	
Bunch lettuce, per doz. bunches	0 20	
Butter beans, per bush.	0 75	1 00
Fresh onions, per doz. bunches	0 20	0 40
Radishes, per doz. bunches	0 15	0 20
Mushrooms, per lb.	0 60	
Mint, per doz. bunches	0 10	
Parsley	0 10	
Spinach, per bush	0 50	
Beets, per doz.	0 15	
Cauliflowers, per doz.	0 50	1 00
Carrots, per doz.	0 15	
Parsnips, per doz.	0 20	
Vegetable marrows, per doz.	1 40	

Green corn, per doz.	0 08	0 10
Celery, per doz.	0 25	0 50
Green peppers, per basket	0 30	0 50
Red peppers per basket	0 30	1 50
Egg plant, per basket	0 35	0 50
Butter squash, per doz.	0 50	1 25
Hubbard squash, per doz.	0 75	1 25
Pumpkins, per doz.	0 75	1 50
White turnips, per doz.	0 15	0 25
Oyster plants	0 20	0 30
Leeks, per doz.	0 40	
Sage, per doz.	0 10	0 15
Savory, per doz.	0 10	0 15

FISH.

White fish continue to be scarce, and haddock and cod are added to the list of scarce kinds. The supply of other kinds is fairly good and is improving. The Fall run will soon be on. We quote:

Whitefish, fresh, per lb.	0 09
Trout, fresh, per lb.	0 08
Herrings, fresh, per lb.	0 07
British-Columbian salmon, per lb.	0 20
Halibut, per lb.	0 12
Perch, per lb.	0 05
Mackerel, each	0 25
Eastern salmon, per lb.	0 25
Haddock, per lb.	0 06
Cod, per lb.	0 07

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Manitoba wheat holds firm at last week's quotations. Red and white Ontario wheat has, however, gone up 1c. per bushel. Barley and rye are also a little firmer this week, but oats are easier. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 93
Northern	0 91
Red, per bushel, on track Toronto	0 79
White	0 78
Barley	0 44
Oats	0 30
Peas	0 61
Buckwheat	0 41
Rye, per bushel	0 50

FLOUR.—The advanced prices on this market still hold firm. The market is fairly active. Many are buying in advance in anticipation of an advance in prices. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 75
in wood	3 90
for broken lots	4 00
Rolled wheat, per 100-lb. bbl.	2 25
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
in wood	4 15
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

BREAKFAST FOODS.—The conditions on this market remain unchanged since last writing. There is a fair volume of business being done. We quote:

Ontario patents, per bbl.	3 60	3 85
Hungarian patents	4 50	4 65
Manitoba bakers	4 15	4 25
Straight roller	3 50	3 60

QUEBEC MARKETS.

Montreal, September 21, 1903.

GROCERIES.

TRADE during the past week is reported uniformly good and jobbers seem very well pleased with the prospects for an exceptionally good Fall trade. The decline of 10c. in sugar made by one of the refineries last week has been followed by an advance of the same amount. Trade is good as the preserving season is not yet over and sugars are still going out freely. Cable advices tell of a 5 per cent. advance in China greens. Inquiries for China blacks are more numerous this week and the trade is picking up nicely. Ceylon greens and blacks continue in excellent demand. In Japan it is not possible to get orders filled for teas at 15c. to 16c. In canned goods the situation is still unchanged as The Canadian Cannery Association still withhold prices in tomatoes and beans. In

other lines there has been a good trade. There has been considerable excitement during the week in the spice market. All lines are advancing, particularly cloves. The situation is commented on at length below. In rice and tapioca there is little doing at present. The market is quiet and prices are still unchanged. New valencias have arrived and business is somewhat better, in consequence. Reports from Denia tell of a market 1s. higher and predict still higher prices. The trade points, however, to the abundance of sultanias and the good quality of same. They do not think that the firm feeling in valencias can be maintained. Receipts of green fruits during the week have been very light. Californias are about done. Trade in syrups is increasing owing to the high price of Barbados molasses. The egg market is stronger at present, but there is some doubt whether present prices can be maintained. In butter there has also been a decided improvement owing to the English demand and local dealers are of opinion that the present high prices will be maintained. The cheese market still continues firm and strong. There is a good demand for hog products of all kinds. A decline in pure lard will be noticed in our quotations. Trade in fish during the week has been good. The vegetable market is quiet. Coffee market is quiet and steady. In the hide market there is nothing to note except an increased activity in lambskins. A further advance in beans will be noted. Further advances are not unlikely. The grain market is steady. Prices of flour are steady at advances given last week. Evaporated apples are firmer than last week. Potatoes are stronger than last week.

SUGAR

The decline of 10c. made by one of the refineries last week has been followed by an advance of same amount last Saturday and both refineries are quoting \$1.20 for granulated. A good business has been done during the week. We quote:

Granulated, bags and bbls.	\$4 20
1-bbls.	4 35
bags	4 15
Paris lump, boxes and bbls.	4 75
1-boxes and 1-bbls.	4 85
Extra ground, bbls.	4 60
50-lb. boxes	4 80
25-lb. boxes	4 90
Powdered, bbls.	4 60
50-lb. boxes	4 60
Dominio lumps, boxes and bbls.	4 65
1-boxes and 1-bbls.	4 75
Phoenix	4 05
Cream	3 90
Bright coffee	3 90
yellow	3 90
No. 3 yellow	3 80
No. 2	3 60
No. 1	3 45
Raw Trinidad	3 25
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

The trade in syrups is increasing owing to the high prices ruling in Barbados molasses. As regards molasses a local paper this week brought up the subject of adulterated stocks finding their way into this market, to the detriment of the fine goods. It is claimed that this question of the adulteration of molasses should be qualified, that pure cane molasses from different sources of production, in the shape of molasses from the southern states, is used and blended, and the sin lies mainly in representing the product as Barbados. There appears not to be enough of these goods here to in any degree disturb the trade, several jobbers appearing positively indifferent, and again if it were a serious matter the

THE MARKETS

The Canadian Grocer

GREEN FRUITS.

Trade has been fairly good during the past week. Receipts in Canadian fruits are light, just about half the quantity that was marketed previous week. California fruit is about done. In Canadian peaches the late Crawfords are about the only grade on sale. Grapes seem to be in most demand and heavy shipments are reported this week. We quote:

Sorrento " 300's, compartment cases.....	3 50
" " 300's, ordinary boxes.....	3 00
Messina lemons 300's, fancy.....	3 75
" " 360's, fancy.....	3 00
" " 300's, choice.....	2 75
" " 360's, choice.....	2 25
Cocconuts, per bag of 100.....	3 25
Canadian apples, in bbls.....	1 50 2 25
Bartlett pears.....	3 00 3 50
Peaches.....	1 50 1 75
Plums.....	2 00 2 25
Pineapples, 24 to case.....	5 00
" 30 to case.....	4 50
Bananas.....	1 75 2 00
Canadian peaches, per basket.....	0 40 0 60
" plums.....	0 40
" pears.....	0 40 0 50
Tomatoes.....	0 20 0 25
Watermelons.....	0 35
Grapes, Canadian.....	0 22 0 25
California Tokay grapes, per box.....	2 00 2 50
Jamaica oranges, in bbls.....	6 00
" boxes.....	3 50

FISH.

Trade is good. Pickerel and pike are beginning to arrive more freely, and the demand for same is good. There is an extra local demand this week on account of the Jewish celebration of the New Year, round pike and pickerel obtaining best call. Only a few lots of No. 1 salt herring have come to the market and they are selling at quotations as under. From present indications at fisheries, good salt herrings are likely to be scarce this season. Dried fish are unchanged. We quote:

Haddies.....	0 07
Smoked herring, per box.....	0 15
Fresh haddock, per lb.....	0 04 1/2
Dore, per lb.....	0 07
Pike.....	0 11
Halibut, per lb.....	0 15
Gaspé salmon, frozen, per lb.....	0 15
Salmon trout, per lb.....	0 07 1/2
" B.C., per lb.....	0 15
Steak cod.....	0 05
Brook trout, per lb.....	0 18
White fish, per lb.....	0 07 1/2
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, per keg.....	0 95
Holland herring, per keg.....	0 65 0 75
No. 1 green codfish, new, per 200 lb.....	6 00
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
Loose boneless cod, per lb. in 40-lb. boxes.....	0 05
Dried codfish, new, per 100-lb. bundles.....	4 75
B. C. salmon, per bbl.....	13 50
Standard bulk oysters, per gal.....	1 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

NUTS.

The trade is quiet and nothing much expected until new nuts arrive, which will be about middle of October. Locally, stocks are light. We quote:

Arenoble, per lb.....	0 11 1/2 0 12
Almonds, per lb.....	0 08 0 09
Paragon almonds, per lb.....	0 11 0 12
Brazils, medium, per lb.....	0 12 1/2 0 13 1/2
Brazils, large, per lb.....	0 13 1/2
Peanuts, per lb.....	0 14 1/2
" large, per lb.....	0 07 1/2 0 12
Valencia shelled almonds, per lb.....	0 24
Bordeaux shelled walnuts, per lb.....	0 28

VEGETABLES.

Quiet market with fair demand and good supplies coming in; the quality is good. We quote:

Cabbage, per doz.....	0 30 0 40
" red, per doz.....	0 50
Cucumbers, per doz.....	0 10
Onions, per basket.....	0 50 0 60
Carrot, 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
Brussels sprouts, 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 50 1 25

COUNTRY PRODUCE.

BEANS.

There have been some further advances since our last report and the market is still very strong. It is thought that the recent frosts may cause some further advances. Offerings still continue light and the demand is good. We quote:

Choice prime, per bushel.....	2 10
" carlots.....	1 85
Choice, small lots.....	1 75 1 80
Ordinary, carlots.....	1 40 1 50

HOPS.

Sales of new hops are reported in the west last week at 28c. for Montreal account though the figure is claimed as being 2c. under market. Indications point to higher prices as the reports from Germany and England show sharp advance, the recent disastrous storm in England having damaged the hop crop seriously. We quote:

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

HONEY.

There is little to add to our report of last week. Prices are still somewhat uncertain and buyers are not anxious to take the offerings. We quote:

Strained, white.....	0 07 1/2 0 08
Clover and basswood.....	0 08 0 08 1/2

MAPLE PRODUCTS.

The market continues quiet and there is nothing special to note. We quote:

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

EVAPORATED APPLES.

The market this week is somewhat firmer than our last report. We quote:

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

POTATOES.

Potatoes are still in fairly good supply but offerings are not quite so large as at the time of our last report. In consequence, prices are, this week, a shade higher. The price for new potatoes is now from 65 to 70c. per bag.

FLOUR AND GRAIN.

FLOUR.

There is still considerable scarcity and prices remain firm at the advanced prices quoted last week. This is the season between crops and until the new grain commences to move there can be no established price. In the meantime farmers are holding their wheat in expectation of advanced prices and the market is, in consequence, very firm. We quote:

Manitoba patent.....	4 80
" first bakers.....	4 50
" second bakers.....	3 90 4 10
Winter wheat patents.....	4 00 4 15
Winter patents.....	3 75 3 85
Straight rollers.....	3 55 3 70
90 per cent. patents.....	1 65 1 70
Extra.....	1 80
90 per cent. bags.....	1 80
Straight rollers, bags.....	1 80 1 85

FEED.

The demand continues very good and since our last report the price of

shorts has been advanced. The general tone of the market is firm. We quote:

Ontario bran, in bulk.....	15 50 16 00
" shorts.....	19 00 20 00
Manitoba bran, in bags.....	17 00
" shorts.....	20 00 21 00
Mouillie.....	22 00 30 00

CORNMEAL.

Since our last report there have been no changes. We quote:

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

ROLLED OATS.

The demand continues limited and the market is still very quiet. We quote:

Rolled oats, in bbls.....	3 80 3 85
" in bags.....	1 85 1 90

GRAIN.

Since our last report there has been a general increase in the offerings from the country, but the shipments of oats received so far have been of unsatisfactory quality. A great many have arrived hot, owing to the late rains. Since last week there have been some changes which will be noted below. Rye, corn and oats have sagged somewhat. We quote:

No. 1 hard Manitoba.....	0 93 1/2
No. 1 Northern.....	0 92
Rye.....	0 57 0 57 1/2
Peas.....	0 72 0 73
Corn.....	0 57 0 58
Buckwheat.....	0 43 1/2
Barley.....	0 50 0 51
Oats.....	0 35 1/2 0 36
Malts.....	0 75 0 80

HAY.

The demand for hay continues good, but supplies being large, prices have again declined. For the present, prices seem steady. We quote:

No. 1 timothy.....	9 50 10 50
No. 2 timothy.....	8 00 9 00
Clover, mixed.....	7 00 7 50
Clover, carlots.....	6 50 7 00

ASHES.

Market is firm and unchanged. There is still a good demand for pearls, but few are offering. We quote:

First pots.....	5 85
Seconds.....	5 50
Pearls, per 100 lb.....	6 75 7 00

HIDES.

There has been a little more activity during the past week, particularly in lambskins, prices of which, under competition, have advanced to 60 and 65c. Beef hides are not so sought after and prices in same as well as calfskins are unchanged. We quote:

No. 1 beef hides.....	0 09
No. 2 ".....	0 08
No. 3 ".....	0 07
No. 1 buff sheepskins.....	0 77 0 79
Lambskins.....	0 60 0 65
No. 1 calfskins.....	0 11 0 12
No. 2 ".....	0 09 0 09 1/2

RAW FURS.

The local market continues quiet and there will be little activity and no changes until the October sales. The market is, however, very firm in tone. Some changes on the European markets should interest buyers here. Persians have advanced from 25 to 30 per cent. Grey lambs have advanced 10 per cent. Russian sables are from 20 to 25 per cent. higher than last year, while Russian ermines, owing to very great scarcity, have advanced 400 per cent. Fox skins are a little higher. We quote:

	Large	Medi'm	Small	Kitts	Fall Beavy	Spring Bay	Cubs	Year's
	\$6.00	\$5.00	\$2.75	\$1-1.50	\$2.00 to \$2.50	\$3.00 to \$3.25	\$2.00 to \$2.50	\$1.00 to 5.00
BEAVER—Labrador and choice Eastern								
Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	50-75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	22.00	to \$8.00
Brown	12.00	7.00	5.00				1.00	to 5.00
BADGER—Of all sections	.50	.25	.10	.05				
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
Territory and Western	4.00	2.75	1.40	.50	.20			
Dark Fair	10.00	7.00	4.00	2.50	1.50	.50		
Cross—Value principally as to beauty, also size & richness	75.00	50.00	25.00	20.00	9.00	4.50		
Silver—Eastern and far Northern	50.00-60	35.00	20.00	15.00	5.00	2.50		
Pacific Coast, Territory and Western								
LYNX—Far North-Eastern	4.00-8.00	6.00 4	5.00 2	4.00	1.00	.25		
Territory and Western	4.00-8.00	6.00 4	5.00	2.00	.60	.20		
Dark Brown	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
Territory and Western	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
MUSKRAT—Eastern, best large	25-28c.	10 to 13	8 to 10	2 to 5				
Territory and Western	20c.	5 to 10	.07 2 to 4					
OTTER—Labrador and far North-Eastern	8.00	7.00-10	10.00-12	2.50-5	2 to 4.00	1.00	2.50	to \$2.00
Territory and Western	4.00	4.50	3.50 to 5	2.25	.50	.25	to .50	
RACCOON—Black—Value according to darkness, size and beauty	75-1.25	60-75	33-50	25	.15			
SKUNK—Dark Brown	75-1.25	.75	.40-.50	.05-15				
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM—	\$5.00 to \$6.00 per pound.							

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"
St. John, N.B., Sept. 21, 1903.

THE GROCER of September 11 was greatly appreciated by the trade here, particularly because of the article on the Toronto Exhibition, containing the cuts of many of the leading exhibits. It was also a splendid advertisement for those whose exhibits were shown.

Business here is good, sales large, payments regular and markets favorable to the trade. In flour in particular a hand some profit is being made. One line, however, which shows lower values, is cream of tartar, though local prices are not yet affected, as the trade still holds high priced goods. In some lines of spices full values rule. Cloves are much higher.

OIL. In burning oil there are continued increased sales. The low price and the advancing season are both favorable to business. In lubricating oils firm values rule, though trade is light. In linseed oils prices are lower at present than market warrants, and higher prices are looked for. In turpentine prices are quite high. Receipts of cod oil are very small. Prices show little change but are very firm. Quotations are:

American Water White	0 19 1/2
Best Canadian	0 19
Prime	0 18 1/2
Linseed oil, raw	0 57
boiled	0 60
Turpentine	0 80 0 81
Cod Oil	0 32 0 35

SALT. The stock of Liverpool coarse salt is not large. A cargo, which has been due for some time, will not affect values. A firm market may be looked for. Buyers should order ex vessel and get advantage of the special landing prices. Stocks of fine salt are light. Full figures are asked. Quotations are:

Liverpool coarse, per lb.	0 59 0 60
English factory filled, per lb.	0 95 1 00
Canadian, per bag	1 10

Cheese and butter salt, per bbl.	2 25	2 35
" 5-lb. bags, per bbl.	3 10	
" 10-lb.	2 85	
" 20-lb. wood boxes, each.	0 25	
" 10 "	1 90	2 00
" cartoons, per case.	1 25	1 30
English bottled salt, per doz.	0 60	1 00
Mineral rock salt, selected lumps, per 100 lb.	0 60	1 00

CANNED GOODS.—There is little of interest. Dealers continue to buy salmon. Three grades are brought here, pinks, cohoes and springs. Very few sockeyes are sold. Prices are higher, particularly springs. Prices on tomatoes and corn have been named by the association, and, as expected, the figures are quite high. Large quantities of outside tomatoes have been bought here at lower figures. Sales in canned vegetables, new goods, have been quite large. Oysters are still high. Sardines, domestics, are a tight supply. A fair pack of kippers and haddies is announced. Quotations are:

Tomatoes, 2 s.	\$1 25	1 40
" 3 s.	1 50	1 60
Corn	0 90	1 00
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2 s.	1 60	1 75
" 3 s.	2 10	2 25
Peaches, 2 s.	1 65	1 75
" 3 s.	2 50	2 75
3-lb. apples	0 95	
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	0 95	
cohoes	1 25	1 35
spring	1 35	1 40
sockeye	1 50	
Domestic sardines, oils	3 00	3 25
mustards	2 85	3 00
Kipperd herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
No. 2	2 60	2 70

GREEN FRUIT.—Dealers are very busy. Apples are freely received, and there are almost daily auction sales. Quality is good and prices low. Oranges are scarce but have little inquiry. Lemons command quite full figures. Ontario grapes do not find as active sale as a year ago. The only California fruits offered, except perhaps a few pears, are Tokay grapes. Some nice Ontario peaches are offered. The pasteboard tray is a splendid package. Nova Scotia pears and plums are freely received. Quotations are:

Mediterranean oranges	3 50	4 50
Jamaica	6 00	6 50
Messina lemons	3 50	4 00
California pears	3 00	3 25
plums	1 50	2 00
peaches	1 25	2 00
Melons	0 30	0 50
Cocoanuts, per bag of 100	3 50	
Bananas, per bunch	1 25	2 00
Apples, N.B. and N.S.	2 00	3 00
Cucumbers	0 30	0 60
Canadian peaches	0 75	1 00
plums	0 40	0 60
pears	0 20	0 45
Nova Scotia plums	0 20	0 45
Grapes, per bbl.	5 00	
Sweet potatoes	3 50	5 00

DRIED FRUITS.—Dealers have largely bought their raisins. Because of the very high price very few Californias will be seen. Malaga seeded have been largely bought. Malaga loose have sold freely. There has been but a limited sale of valencias or Malaga layers. The sale of cleaned currants in cartons for direct shipment from Greece has been quite large. Prices are a little higher than last year. The quality is better than New York goods. Dates and figs will be quite low, peels about as last year. New Canadian prunes are offered at prices as yet quite high. Quotations are:

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

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

MALAGA RAISINS.	
London layers	1 75 1 90
" Connoisseur Clusters	2 25 2 50
" Royal Buckingham Clusters, 4-boxes	4 50 4 60
" Excelsior Windsor Clusters	1 30 1 40
Loose muscatels, 50s.	0 08 0 08 1/2
Malaga, choice, seeded	0 09 0 09 1/2
" fancy, seeded	0 10 0 11
Loose muscatels, per lb.	0 08 0 09
" seeded, in 1-lb. packages	0 09 0 10 1/2

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

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

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

PRUNES.	
Per lb.	Per lb.
30-40s	0 08 1/2 0 08 1/2
40-50s	0 08 0 08 1/2
50-60s	0 07 1/2 0 08
60-70s	0 07 0 07 1/2
70-80s	0 06 1/2 0 06 1/2
80-90s	0 06 0 06 1/2
90-100s	0 05 1/2 0 06
Egyptian onions	0 02 1/2 0 02 1/2

APPLES.	
Per lb.	Per lb.
Dried	0 04 0 04 1/2
Evaporated	0 06 0 06 1/2

ONIONS.	
American onions, per bbl.	3 50 4 00
Canadian onions, per bbl.	3 50

SUGAR.—The market is very firm. Quite large stocks are held. Sales are large. Quotations are:

Paris lumps, in 50-lb. boxes	5 00
Redpaths granulated	4 35
St. Lawrence	4 35
Acadia	4 25
Bright yellow	4 10
No. 2	3 95

MOLASSES.—A cargo of Barbadoes was landed last week, and a cargo of Porto Rico is due. While stocks are not large, the high price has effected the sale. There is but a limited stock of New Orleans here. Quotations are:

Barbadoes	0 36 0 38
Porto Rico	0 40 0 44
New Orleans	0 28 0 35

FISH.—Values are firm. In smoked herring the high prices hold. There will be a limited supply. Pickled herring have a steady sale at full figures. Quality is good. Dry cod and pollock are both firm. Haddies still have but light business. In fresh fish the market is confined to cod and haddock. We quote:

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS.

The Largest Stock. = The Greatest Variety.

OUR POLICY:

LOW PRICES.

QUICK TURN OVER.

BIG BUSINESS.

A few trial orders will convince you of...

OUR RELIABILITY.

Best Equipment. Competent Staff.

Perfect Organization.

HUDON, HEBERT & CIE.,

Importing Wholesale Grocers and Wine Merchants,
MONTREAL.

The Most Liberally Managed Firm in Canada.

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Haddies, per lb.....	0 04	0 05
Smoked herring, per lb.....	0 11	0 12
Fresh haddock and cod.....	0 02	0 02
Boneless fish.....	0 04	0 05
" Pure cod.....	0 08	0 09
Pollock, per 100 lb.....	2 00	2 10
Pickled herring, per 1/2-bbl.....	2 10	2 25
Dry cod.....	4 00	4 10
Packaged shad, 1/2-bbl.....	5 00	6 00
Halibut.....	0 10	0 12
Fresh salmon.....	0 15	0 18
" shad.....	0 12	0 15

FLOUR, FEED AND MEAL.—Flour, both Manitoba and Ontario grades, continues to advance. Dealers, on stocks held, are getting about one dollar profit. Feed has a good demand and is in fair supply. Oats and oatmeal are firm. Cornmeal is unchanged. Beans are higher. They are not freely offered. Some foreign beans are being sold. We quote:

Manitoba flour.....	\$5 40	5 50
Best Ontario.....	4 75	5 00
Medium ".....	4 25	4 50
Oatmeal.....	4 10	4 25
Cornmeal.....	2 80	2 85
Middlings, in small lots.....	24 00	26 00
Oats.....	0 38	0 44
Hand-picked beans.....	2 00	2 10
Prime ".....	1 90	
Yellow eye ".....	2 80	3 00
Split peas.....	5 00	
Barley.....	4 25	4 40
Hay.....	10 00	12 00

NOTES.

The A. I. Teed Co., St. Stephen, has received a shipment of Maconochie's pickles.

Paterson's Camp Coffee is still one of the sellers. Bowman & Cole have just received a direct shipment from Glasgow.

For some weeks Schep's coconut has been somewhat scarce. Increased sales demanded enlarged factory and moving delayed shipments. All orders are now being promptly filled.

"Pure Gold" goods have a very large sale here and large orders for Fall goods are being taken by Robt. Jardine, the New Brunswick representative.

Mr. W. A. Koch, representing The Imported Syrup Co., was in the city this week.

NOVA SCOTIA MARKETS.

Halifax, Sept. 21, 1903.

TRAVELLERS are to-day starting out again upon their routes, having been in the city during the continuation of the Provincial Exhibition. The conditions of trade continue satisfactory and the prospects for Fall and Winter throughout the Maritime Provinces are very encouraging. The effect of the good crops and the high prices is seen in the disposition of wholesale houses to push trade to the fullest extent, and the greater freedom allowed in the matter of credits has enlarged orders in not a few instances. In the English market the price of spruce deals is well maintained, and this, together with the prevalence of forest fires during the Spring in many parts of the provinces, which killed the growth and necessitated the trees being cut this Winter in order to prevent their decay and perfect loss, has led our lumbermen to commence the season's operations at the earliest possible date, and the prospects are for a record lumber output. This creates a good deal of activity in the provision and allied trades.

The Bank fishing fleet is returning poorly fished but with the catch selling ex vessel at \$1.55 to \$1.65. The fishermen will net fairly good returns.

With a record apple crop, both as regards quantity and quality, the orchardists of the valley are in excellent spirits, and trade throughout that section which

was somewhat depressed for the past year is fast regaining its wonted buoyancy. Buyers are numerous and about all the orchards have now been visited by them. They are offering \$2 per barrel for all varieties in the orchard, and a large number have sold at this figure. There is great urgency required in the matter of shipments, and in the next fortnight steamers of the Furness-Witty line apple laden will sail from this port every few days. The movement of the enormous apple crop is causing great activity at all stations on the Dominion Atlantic Railway.

* * *

Markets are somewhat excited in the line of breadstuffs. The agent for Ogilvie's flour in these provinces received notice last week of another advance of 15c. Ontario millers seem indifferent regarding orders, and, as stocks here are not large, a very firm condition prevails. Jobbers have endeavored to hold the price down as long as possible, but the ideas of the millers have apparently prevailed, and higher prices now rule all around. Cornmeal has also advanced 10., and with damage to the western corn crop by frost, the price will likely be well maintained throughout the season. Beans keep very firm, and none can be had here at present below last season's quotations.

* * *

Sugar is unchanged locally, but the market is weaker and the next few days may see a decline. As the Acadia refinery is well supplied with orders it is possible that the present price may be maintained. The molasses market is very firm and under strong control. Jobbers are anticipating an advance in the Porto Rico article. New Valencia raisins have opened a little higher than last year, and so also has salmon.

* * *

Provisions are easier and a decline in pork products may be expected when the October pack begins here and in P. E. Island. Mr. Wiley, the manager of The Dominion Packing Co., Charlottetown, was in the city last week. He has made arrangements with the Intercolonial and Nova Scotia railways by which hogs from the western part of this province can be delivered at Charlottetown at a low rate of freight, and he intends shortly visiting the Annapolis valley to try and induce the farmers there to go more extensively into the business of hog raising. Messrs. Davis & Fraser, the Halifax packers, are returning the compliment by erecting a branch establishment at Charlottetown. The Dun pork packing establishment, destroyed in the Musquash fire, is being restored on a much larger scale at St. John, and will be ready to begin packing operations in October.

* * *

In fresh meats lamb is dropping in price and coming in very plentifully now that the farmers have more time to kill. Feed is now good, and this always means an improved supply. Lamb is worth 6 1/2c. wholesale here.

* * *

There is a lot of butter now offering, but the market is firm, makers expecting higher prices. Cheese is selling at 11 1/2c. with a very brisk demand for it. Eggs are in very good demand at 17c. by the case.

TEA REPORTS.

GOW, WILSON & STANTON, in their London report of September 11, at hand, say: A rearrangement of the Russian tariff has given a preference of 1 1-16d. per lb. to China over British-grown tea.

INDIAN.—A fairly good demand for all except the poorer liquoring descriptions, which were inclined to favor buyers, although not to the extent of as much as 1/4d. per lb.

CEYLON.—There was fair competition and it was due to a further slight improvement in quality that quotations in many cases were on a fractionally improved basis.

Javas were in fair demand.

William James & Henry Thompson, writing at London September 10, say: The return relating to the tea industry in India of exceptional interest affords additional strength to the views now widely current as to the future, for it shows only about 24,000 acres to mature, or at a liberal estimate 12,000,000 pounds more to deal with, which is equivalent to but one month's consumption of the United Kingdom. Any increase therefore above this in the annual yield must be due to exceptionally favorable seasons or a freer system of plucking.

INDIAN.—The activity shown last week has hardly been so marked, and quotations for low-priced teas have shown an easier tone, a decline of 1/8 to 1/4d. taking place on some of the commonest qualities. Medium grades show no change. Quality is beginning to show some falling off. A few fine invoices, as before, realized full rates.

CEYLON.—The quantity offered this week met with good competition, and was in great part sold. Common tea showed an easier tendency, but medium grades were steady, and some of the better qualities went at higher quotations. Reports from Ceylon record a cessation of flush, and light shipments are probable in the immediate future.

WESTERN BUSINESS COLLEGE.

The Western Business College, corner Spadina avenue and College street, is highly regarded by the business community of Toronto. The work of the graduates of this college is very highly spoken of, and they appear to have no difficulty in obtaining good positions.

A car of "Ubero" coffee arrived this week for H. P. Eckardt & Co.

MANITOBA MARKETS.

Winnipeg, September 19, 1903.

THE deluge of last Saturday does not appear to have wrought as much harm as was anticipated, although the full results will not be known until the grain is threshed. The storm had the effect of advancing wheat prices 3c. a bushel, but as the weather cleared and became warm and dry the prices dropped and at the closing of the market on Saturday were on a decidedly descending scale. The wheat market is emphatically a weather one and will be subject to rapid fluctuation until such time as fine weather is assured. Prices are at present very much above export values and this is having the tendency to reduce trading. Price of wheat this week has averaged 17½c. higher than the corresponding week of last year.

The grocery and produce trades have not been at all affected by the storm and report trade so heavy that they have difficulty in overtaking it. Prices on all lines are firm with upward tendency.

CANNED GOODS.—At last canners have furnished quotations for corn and tomatoes, and announced that they will not undertake to accept any new orders until the orders at present on hand are filled. It is rumored that the Oshawa factory which sold stock through the west has notified those placing orders with it that not more than 60 per cent. of orders can be filled. The price on tomatoes would make the selling price here \$2.45 to \$2.50 per case and this is, of course, very high. Corn is also very high and seems likely to be even shorter in supply than tomatoes. The prices of corn will be \$2 to \$2.05; last year corn sold at \$1.85 to \$1.90. Peas are quoted at \$2 for standards, and \$2.10 for sifted. Beans, wax, \$1.95. Strawberries, \$3 to \$3.10; red raspberries \$3 to \$3.10; black raspberries \$3. Cherries, which are scarce, are quoted at \$1.90; blueberries, \$2.30; damson plums, \$2.25; greengages, \$2.60; lombards, \$2.35; blackberries, \$2.35. Quotations for peaches and pears are not yet settled. All of the plums, cherries and blackberries are in light syrup.

RAISINS.—New valencias of the first shipment will be in next week and will be quoted at \$2.50; later shipments to reach here will be \$1.85 for fine off stalk, \$1.95 for selects and \$2 for layers. Regular quotations are not yet given on muscates, but they will be very high, and, valencias, on the other hand, are cheap and of a fine quality. When prices are about even there is a preference for valencia fruit on this market and with muscates higher their sale is likely to be considerably reduced.

COFFEES.—No advance has been made here but the New York markets are up and jobbers here have not been able to place their orders at tenders sent in, so that later receipts will probably be higher.

FLOUR.—Prices continue at the high figure quoted last week and western millers are confining themselves to domestic trade. Their stocks of old wheat are small. The new wheat is still somewhat problematic from the milling standpoint and mills are turning easy and taking care of home trade. The Ogilvie mill has been shut down for a couple of weeks for the addition of another storey, but will re-open Monday morning.

The Finest Preparation of Beans Ever Offered to the Trade.

Clark's Pork and Beans in Chili Sauce.

See the Packages—Bright—handsome—attractive.

See the Goods—Wholesome—cleanly prepared—quick selling.

See the Prices—Absolutely the lowest, quality and quantity considered.



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.



Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-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

FINEST ORANGES GROWN

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

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

ROLLED OATS.—Prices have advanced and 80-lb. sacks are now quoted at \$1.85. The old crop is well cleaned up and no new oats have yet come into milling hands. There seems to be an apprehension that milling oats will be light. The whole crop is much under that of last year.

BUTTER.—The butter situation, both as to factories and dairy-made, presents no new features for the week. The make at factories this week would be considerably lessened by the storm of Saturday as it came unexpectedly and many cows were out, and the cold rain and wind sent them off milk for some days.

CHEESE. — Manitoba made is very scarce while the demand is heavy and prices are fancy, as high as 11½c. Winnipeg having been paid. There is a reported shortage in Ontario also and altogether the outlook is for very high prices for this commodity. The factories will, most of them, close at the end of the present month.

EGGS. — The supplies continue to be limited and the demand is heavy. Dealers offer 16½ to 17c. Winnipeg for good stock.

DRESSED AND CURED MEATS. — This market presents very little change for the week. Beef has declined from ¼ to ½c. and is now quoted at 6 to 6½c. for tops. Cured meats are in good demand but without change from the list sent last.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., September 18.

DESPITE the constant rush of freight for northern shipment, there will be some shippers whose goods will not get in to Dawson this year. So great has been the quantity of freight delivered by the various northbound steamers to the White Pass Railway at Skagway that the latter company has been unable to transport it to White Horse and thence down the Yukon River fast enough.

The officials of the company here have been notified by wire from the north that there is now there all the freight that can be handled before the close of navigation. The forwarding of perishable freight is requested. From White Horse shipments are forwarded by boat to Dawson in rotation, in order of arrival at White Horse. Exception is made in favor of perishable stuff, which is forwarded ahead of all other classes of freight. It is further pointed out in a circular issued to the trade by The White Pass Co. that as goods have only been billed to White Horse since September 1 shippers must make arrangements to take delivery at that point unless navigation conditions on the Yukon permit of forwarding them. From now on goods will not be received unless so packed as to stand ordinary winter warehousing at White Horse, unless the shippers have arranged for special storage on their own account.

As a great quantity of the merchandise sent round by way of St. Michaels has failed to get up the river, the sudden hurry up orders issued by the White Pass people have made some shippers look lively. The shipments from here are still as heavy as ever, the Princess May sailing on Tuesday night taking a full cargo, all of which was goods delivered on the wharf before the withdrawal of the through rates. In fact the sheds have never been cleaned up, and there now awaits shipment a large quantity of goods, chiefly food-stuffs, for the Winter supply.

Large quantities of eggs, butter and other produce have been going out from here on each boat. The Princess May had nearly a thousand cases of eggs from one firm this trip. Should the season on the Yukon River be brought to an abrupt close there will be some figuring on supplies in Dawson this Winter, and more than the usual amount of speculating may be looked for. It will be hard, for instance, to expect anything else than that potatoes will be a very short supply in the Klondike capital. The stocks, as

mentioned in a former letter, are principally drawn from Ashcroft for shipment north, and it is so early that the potatoes have not been ready to be taken up for shipment.

* * *

The movement in canned salmon other than by full cargo shipments is, as a rule at this time of year, very active. Shipments to Australia are growing every year and the S.S. Moana, which sails to-day, will have several thousand cases consigned to Sydney merchants. The shipments by rail overland are very heavy now also. Receipts by every freight steamer from the north are heavy, the northern coast canneries all sending their pack down in consignments for final shipment from here. Some of the small steamers go direct to the Fraser River where the salmon carriers are loaded for the Old Country. Others discharge at the C.P.R. wharf and the salmon is either sent overland or taken round to the Fraser later to be lightered into the sailing ships.

* * *

Two sugar ships arrived in port since last week. One, the Duke of Fife, had 1,600 tons of raw sugar from Salaverry, Peru, for the British Columbia Sugar Refinery, and the other, the Kobe, was from Samarang, Java, and her cargo was 5,370 tons of raw sugar, also for the local refinery. As a rule it takes a tramp steamer coming the voyage from Java from 45 to 65 days to make the trip. The Kobe was out just 35½ days. The Duke of Fife has completed discharging cargo and gone to Nanaimo to coal. She will return to this port to-day to take a large number of Oriental passengers who will return to China and Japan by her. The Kobe will be some days yet before she discharges her cargo—one of the largest cargoes of raw sugar ever received at this port.

* * *

Some butter shipments sent to the north from here have been packed in rather a novel manner, though it is not quite new. It has been found that a portion of the Klondike trade demands butter sealed or pickled in such a manner that it will withstand considerable climatic changes. The method adopted with the shipments mentioned is to put the butter up in bricks of one pound, each being, of course, wrapped in paper. The bricks are packed in barrels of 50 or 100 lb., a light sack of cotton being placed like a lining in the barrel and the bricks of butter built in to conform to the shape of the barrel. When it is filled the butter is within the cotton lining and the latter is drawn together and tied. Then the barrel is filled with a light brine and sealed up. It is claimed that butter so packed will remain in perfect condition without change for an indefinite period. The brine is not made so strong that it impregnates the butter, but it forms a protecting medium round the butter. Some butter has been put up for years in pound and two pound tins in a similar manner, but the newer method is to be preferred from several considerations, chief of which might be mentioned the fact that the tins and soldering them hermetically add greatly to the cost, while the packing in barrels is not much more expensive than in the case the tins have to be put in. It is no experiment, several cars having been prepared in this manner.

In the produce market cheese is still reported firm in sympathy with eastern markets. Some Manitoba cheese is still arriving, a shipment of 300 boxes being among recent receipts. The requirements of the market are not heavy at present. Prices are quoted to the trade at 13c. for Manitoba and 13½ to 13¾c. for Ontario.

Butter is firmer as the season advances, and there is no large stock on hand. Supplies from Manitoba and the Northwest are fairly liberal however. Dairy stocks are as full as last season and more plentiful than earlier in the year. It is moving fairly well. Prices are quoted at 21½ to 23c. for creamery and 16 to 20c. for dairy, the latter for choice.

Eggs, that is good eggs, have been scarce on the local market for many weeks, owing to small supply of local fresh and from the heavy northern shipments. The shipping of eggs north has caused a great deal of selecting to be done here as none but first-class goods can stand the expensive freight charges to Dawson. Selection has, therefore, been very close and many culled eggs have been on the market, to such an extent that there seemed to be no good stock kept here for local consumption at all. As there will be no further heavy shipments north this season, there will be a chance to give the market here a little better article. The high price of local fresh still keeps up, 10c. retail being the present price per dozen. At that figure many a small rancher on the outskirts of the city is reaping a profitable harvest of eggs from his poultry runs. The complaint of high prices for wheat and other chicken feeds should not hold when the egg product gets such a price in the season of green food.

* * *

Fresh fruit markets are quiet this week. The apple crop of British Columbia is coming in rapidly now. Many lots of cooking apples are offering at low prices, and even pretty choice stock is not high. No apples are coming in from Washington or California at present. Local pears are beginning to take the place of importations. Bartletts, Washington grown, are nearly out, but there are some splendid Bartletts grown in various districts locally, and other varieties are plentiful too. Of course the latter or Winter varieties are not coming in for some time yet.

While plums, local or otherwise, are nearly over, the Italian prune is just coming in, and indications are that the Fraser Valley, especially Chilliwack, will have a large crop to dispose of. Local grown tomatoes continue in liberal supply and at prices quoted last week. The importations are almost confined to grapes and peaches this week. Crawford peaches, Washington grown, are nearly over, and Salways and Muirs will be the only stock after this week. Grapes are very plentiful, large consignments coming in from California, but not in extra good condition, being too ripe. Bananas are still high priced, and a fair quantity moving.

* * *

Tea and rice formed a large portion of the bulky part of the cargo of the Empress of India which arrived in port on Tuesday from the Orient. She had 15,663 packages of tea and 6,100 sacks of rice. This is one of the largest arrivals of tea so far this season.

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.

A. F. MACLAREN Imperial Cheese Co. are now booking orders for fancy imported cheese, Roquefort, Gorgonzola, Swiss, Pineapple, Edam, etc., to arrive about the 15th of October.

In store with Laporte, Martin & Cie new corn and tomatoes, which are offered to the trade at the first opening price of the Cannery Association.

Balfour & Co., Hamilton, are in receipt of a large consignment of "Clover Leaf" salmon and are now prepared to offer special inducements to the trade.

Laporte, Martin & Cie have still a small quantity of red cohoes and humpback salmon to offer at bargain prices. Also arriving in a few days a lot of red Spring salmon, quality guaranteed; can be retailed at 2 cans for 25c.

"Owl Chop" Japan tea, No. 1, 2, 3 and 4, claimed to be the finest Japans imported, are in store with L. Chaput, Fils & Cie, and as they are going out rapidly handlers of Japans should secure their requirements now.

Buyers of Brazil nuts should communicate with H. P. Eckardt & Co.

Eyssen's Holland cheese in tins may be procured from Lucas, Steele & Bristol.

The attention of buyers is called to the advertisement of Laporte, Martin & Cie, Montreal. Special values are offered by this firm in new currants, peels, Sultana raisins, Malaga loose muscatels and nuts, large consignments of all of these goods being in store and on the way. New valencias also in stock, f.o.s.; selected and 4-crown layers.

Ask Lucas, Steele & Bristol for Patter-son's home-made preserves in glass.

L. Chaput, Fils & Cie, Montreal, will be pleased to mail sample of "Ubero" coffee to the trade. Drop a post card.

Lucas, Steele & Bristol have Aylmer honey drop corn in stock. Quality as usual.

New peels, citron, orange and lemon in store with W. H. Gillard & Co. Quality very fine.

Cleaned sultanas, very fine fruit, are offered at low prices by Laporte, Martin & Cie. This fruit is cleaned and packed in Smyrna, and on account of the cheaper labor prevailing there it can be offered at tempting prices.

W. H. Gillard & Co. report arrival of large shipment of Dixon's Carburet of Iron stove polish.

A. F. MacLaren Imperial Cheese Co. have on the road a car of Snider's catsup, Wade's catsup and Sunny Side catsup, three exceptionally good lines.

Balfour & Co. report a very large sale of their "Tartan" Ceylon tea, a specially fine line to retail at 25c.

W. H. Gillard & Co. are offering exceptional values in green Ceylon teas of which they have a specially assorted stock.

Hudon, Hebert & Cie, Montreal, report arrival into store of 500 cases Hickmott's "Golden Crown" asparagus, 2 1/2-lb. sq. tins. This is said to be the largest shipment of asparagus imported into Canada. Prices are satisfactory and quality the finest.

Buyers of high-class table figs should communicate with L. Chaput, Fils & Cie. An assorted shipment of finest quality is expected shortly.

The attention of the trade is called to the advertisement of E. D. Marceau, Montreal, in another part of this issue. The large lot of teas offered are figured at exceptionally tempting prices, and buyers should avail themselves of the opportunity offered.

H. P. Eckardt & Co. received this week a shipment of fancy and choice evaporated apricots.

Dunham's cocoanut packed in dolls' houses may be procured from Lucas, Steele & Bristol.

Laporte, Martin & Cie, Montreal, received last week the first direct shipment of Barbados molasses, 1,000 packages, assorted puncheons, casks and tierces, per barque Devonian, Capt. J. Joliffe. This firm have several more consignments on the way. Though somewhat later in arriving this year than usual, there is a larger quantity on order than for many years past. Laporte, Martin & Cie offer this cargo at very interesting prices.

WHEAT GROWING IN INDIA.

Sir Howard Vincent, says Indian Planting and Gardening, recently asked the Secretary of State for India, if he could state the approximate acreage of the land suitable for wheat-growing in the Empire of India; how much of it was under wheat cultivation at the present time; and how much wheat was exported from India in 1846 and in 1902. Lord George Hamilton replied that the area under wheat in British India averaged

about 20,000,000 acres, and in Native States about 2,500,000 acres. It was not possible to say to what extent this area could be increased by substituting wheat for other crops. This would only be practicable in wheat-growing districts, and in them only on lands of the best class, where the soil, rainfall, and facilities for irrigation were suitable. Such lands were already occupied by valuable crops. In 1846 there was no export of wheat from India. In 1901-1902 10,296,000 cwt. of wheat and 720,000 cwt. of flour were exported.

INTERVIEW WITH THE "TEA KING OF AMERICA."

A REPRESENTATIVE OF THE GROCER had the pleasure of meeting Mr. P. C.

Larkin, of The Salada Tea Co., on Saturday last at his office on St. Paul street, Montreal. Mr. Larkin was on his way to Toronto from an extended inspection trip through the Eastern, Middle and Southern States. Interviewed as to the progress the introduction of Ceylon and Indian teas in the United States was making, Mr. Larkin said: "Last year there was consumed in America 27,000,000 lb. of Ceylon and Indian teas out of the annual consumption of 100,000,000 lb. of all grades and kinds. This figure is remarkable when it is considered that it is only within the last few years that these teas have been introduced to the American public. The Salada Tea Co. has set itself the task of drawing the attention of the American housekeepers to the superior qualities of the teas of Ceylon and India, and though the missionary work has been hard, I can already see a remarkable change in favor of the teas of Ceylon and India. The volume of business turned over by The Salada Tea Co. is enormous and my tour among the different agencies south of the line has shown me that the business is but in its infancy. All of our agencies show marked increases in business, some of them exceptionally so, and the future prospects are most encouraging. 'Salada' tea will be a household word in the United States as it is in Canada, and as the Ceylon and Indian Governments are going to spend a large sum in erecting a magnificent bungalow at the St. Louis Exposition, the quality of the teas of those countries will be demonstrated to the citizens of the great Central and Western States. 'Salada' tea representatives will be found there during the entire exhibition."

Mr. Larkin left for the West on Saturday night.

Window and Interior Displays

Timely Hints
and Suggestions.

Seasonable Windows.

It is probable that the first man who dressed the first window did so under the pressure rather of the demand for a certain line at that particular time, than of the profit and reputation acquired from the abstract fact of having an attractive window. The necessities of the season, rather than artistic or general profit-paying considerations, proved the impelling influences. It may be he had a line of pomegranates which loudly called for consumption, an over stock of loin cloths may have preyed on his mind, or a war with a neighboring tribe may have provided a land office business for stone hatchets. Whatever it was that laid the foundation for the present art of window-dressing, it was a crying demand of the season.

In these days of progress and innovations men are too apt to grasp an abstract idea, irrespective of the necessary surroundings or circumstances that influence it, and working on the bare idea, mutilate and transform it, according to their several characters, until the result is traceable to the idea by the transformer only. Thus it is that the ancient accidents that inaugurated window dressing and made it a part of everyday business, have been engulfed in the mists of time, and the mere fact that a well dressed window pays is all that looms up in the mind of very many merchants. So many fancy that all the ear marks of a successful window are contained in the neatly decorated one, and the time spent in scheming out a good design is confined to the effect, rather than to the seasonableness, of the lines exhibited. They do not conceive that very much of the attraction is provided by the demand, or the use, there may be for such articles at that time.

The store window that specializes on rubbers in June, or skates in August, or fly paper or picnic sundries in January, is going to supply a laugh for the public. The joke is not, however, a bad form of advertisement at times, but it merely advertises the firm, not the goods. The grocery store that displays canned goods in August is not so much out of season, but there is not enough interest in canned goods during the fruit season for it to stop any person to look. The same may be said of a hardware store that

trims its windows with guns in December. A gun is an all year seller, but it has certain months that demand special efforts in its advertisement, and January is not a sportsman's month. It may not be that a certain window will not sell goods, but a vital objection may exist that another window may be more profitable.

The chief consideration then in dressing

A Window Display Competition.

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

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

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

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

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

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

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

a window is, what window would be the most profitable; not what window would be profitable. The window that may be profitable now, but not of most value, may be the very window that should be used a couple of weeks later, and if it is used now, its effectiveness a fortnight hence is killed. A couple of weeks' miscalculation in a window display may mean a loss of many dollars to the store, for not only will it be of minor value at

the time, but the pressing need of that window a little later will have to be met, as change is absolutely necessary.

When studying next week's trim, the very first point to receive attention should be the demand of the season. Next week may see a new fruit on the market, or a great demand for canned goods and condensed foods. If that is so decorate the window accordingly. Once the line that best suits the season is decided upon, the whole attention can then be concentrated on the arrangement or the effect desired.

An excellent plan for a merchant to follow is to write down week after week, or window trim after window trim, the lines which he has exhibited, or which he has specialized on, with the dates, and, unless better ideas occur or particular events demand a change, this list will save him many a weary hour of close thought after hours. Such a list kept in a safe drawer in the office will facilitate the issuing of orders for window dressing, advertising, and interior decorations. From time to time corrections will be found necessary, as, not at the first attempt, does he find he has selected the most opportune display for the time; but each correction will only make more perfect an already convenient list, and ere long, only events, or, possibly, changes in temperature, will influence him to alter his laid-down plans.

There is a great probability that a grocer may forget that the first or fifteenth of September or the first of November has a close connection with his business; he may not recognize the fact that another date may mean a beginning of a series of sales running in the same line. But if he once makes a note of it as a window trim for next year, he not only increases his trade in that line, but prevents any possibility of lack of preparation for the run on his stock at that season.

Hunting parties are going out every day at this season of the year, and there is sure to be a big demand for all kinds of canned and condensed goods. Excellent arrangements of these goods can easily be made. Catch this valuable trade by catering to it in the display, and by rendering all the assistance possible in suggestions and variety of stock, a class of trade is acquired that embraces also campers and picnic parties.

A Leaky Roof ?

Make a sure cure by covering it with

EASTLAKE STEEL SHINGLES

The popular choice all over Canada — reliable, lasting, fire and lightning proof.

More easily and quickly laid than others—always satisfactory, and not expensive.

**GALVANIZED OR PAINTED.
A SUCCESS EVERYWHERE.**

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

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.

BRITISH BUSINESS CHANGES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St., Temple Avenue,
London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

PERSONAL MENTION.

Mr. W. E. Henderson, late with Thos. Wood & Co., Boston and Montreal, has joined the ranks of the Montreal brokers, and will devote his attention to specialties in the grocery line. Mr. Henderson has for many years represented his late firm on the road, and is well known to the trade in the east. He contemplates making a trip to western markets with a view of adding to his list of agencies.

Mr. W. M. Harrison, travelling representative of Salada Tea Co. for the Province of Quebec, was in Montreal this week. To a representative of THE GROCER Mr. Harrison stated that business had been splendid during his last trip in the eastern part of the province and the Gaspé Coast. He has placed "Salada" on the Island of Anticosti, in the gulf.

Mr. John Turnbull, manager The Namsmith Co., Limited, Toronto, was a caller at the Montreal offices of THE GROCER last week. Mr. Turnbull was on his way home after a trip through the eastern states, where he had been looking over plants, machinery, etc., in connection with the new extensive bakery and confectionery works his company are establishing in Toronto. Mrs. Turnbull accompanied her husband on a pleasure trip.

Mr. Stephen L. Bartlett, Boston, Mass., general American agent for Bendorp's Royal Dutch cocoa, was a visitor to the Montreal market during the past week. In company with Mr. W. H. Dunn, local agent, he visited the jobbing trade, and it goes without saying that many satisfactory orders were taken for this well-known brand.

A SCOTCH VISITOR.

A visitor to THE GROCER offices last week was Mr. David Greig, Glasgow, Scotland. Mr. Greig, who represents D. McDougall & Co., Glasgow, manufacturers of tobacco pipes, fire brick, tiles, etc., is well known to the jobbing trade of Canada, and to a large section of the wholesale grocery and tobacco trade of the United States. He has been a semi-annual visitor to this market for the past 16 years, and his well-filled order book attests his popularity and the excellent quality of his firm's goods. Mr. Greig's information on the subject of clay pipes imparted to the writer was of such an interesting character that it is the intention of THE GROCER to set the facts before its readers at a near date, and it cannot fail to be of interest to its readers. Mr. Greig paid a visit to the great Dominion Exhibition, and expressed himself as pleased in the extreme with the wonderful array of home products and manufactures displayed, and it is his opinion that Scotch and English manufacturers should avail themselves more of the opportunity afforded through Toronto's annual exhibition to place their wares on the Canadian market. After visiting the jobbing trade in Hamilton and London Mr. Greig will call upon his customers in Detroit and Chicago.

CONDENSED OR "WANT" ADVERTISEMENTS:

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

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

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

SITUATIONS VACANT.

BAKER—Good on bread and cakes; temperate; state wages with board; steady job to right man. Box 166, CANADIAN GROCER, Toronto. f

MILLER—For general work; must be capable of taking shift if required; state wages expected. Box 164, CANADIAN GROCER, Toronto. f

OTMILL miller—Second in modern plant; state experience, wages and references. Box 165, CANADIAN GROCER, Toronto. f

BUSINESS WANTED.

WANTED—Grocery and crockery business in live town or village in Ontario. Box 60 CANADIAN GROCER, Toronto. (39)

I Can Sell Your Grocery Business

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

THE

London Directory

CONTAINING over 2,000 pages of condensed commercial matter, enables enterprising traders throughout the Empire to keep in close touch with the trade of the Motherland. Besides being a complete commercial guide to London and its Suburbs, the London Directory contains lists of:—

EXPORT MERCHANTS

with the Goods they ship, and the Colonial and Foreign markets they supply;

STEAMSHIP LINES

arranged under the Ports to which they sail, and indicating the approximate sailings;

PROVINCIAL APPENDIX

of Trade Notices of leading Manufacturers, Merchants, etc., in the principal provincial towns and industrial centres of the United Kingdom.

A copy of the 1904 edition will be forwarded freight paid on receipt of Post Office Order for £1.

The London Directory Co., Ltd.

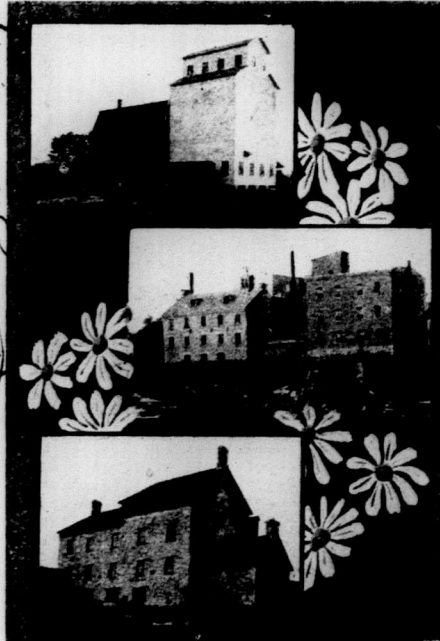
25, Abchurch Lane, London, E.C., England.

FLOUR AND CEREAL FOODS

A Progressive Milling Town.

THE progressive northern milling town of Renfrew, Ont., which describes itself as the Minneapolis of Ontario, is as full of enterprise as it is of flouring mills and is deserving of the great future looked forward to by its citizens. A

RENFREW
THE MINNEAPOLIS OF ONTARIO



OUR QUARTETTE OF FLOUR MILLS.

We Grind only No. 1 Hard Wheat.

PUT UP IN ANY SHAPE.
TRY A SAMPLE.

clever instance of this enterprise came under notice recently in the handsome and effective little folder advertising his native town which Mayor Smallfield got out for distribution at the Chambers of Commerce Conference at Montreal, a reproduction of which is given below. The folder was in the form of a four page booklet on heavily coated paper, printed in red and brown, altogether a most dainty little souvenir.

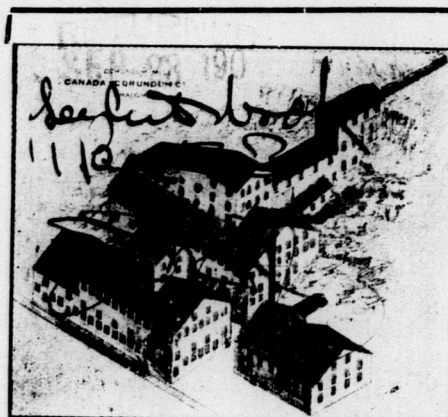
Bread in the Dough State.

By John Kirkland.*

BEGINNING with the composition of dough, next to flour the most important ingredient is water. In quantity this, for ordinary cottage dough made with strong flour, is usually about half the weight of flour; or, in other words, dough consists, roughly, by weight, of two-thirds flour, and one-third water. But for dough making purposes the quality of the water is a matter of some importance. All water for baking purposes must, of course, be free from impurities of all kinds, but in natural waters there are always dissolved certain salts of lime and other minerals, which produce the character in water we call hardness. Hard water, again, may be only temporarily hard if the lime in it is in the form of a carbonate, and it may be rendered softer by boiling, when the lime is precipitated. Water, permanently hard, cannot be so changed, and its hardness is due principally to sulphate of lime. The important point for us to remember, however, is that hard and soft waters have different properties as agents in the fermentation of dough. Soft water is a much better solvent than hard, and as yeast requires all its food to be in solution, and as the maturing or peptonizing of the gluten or dough depends a good deal on the dissolving qualities of the water there, the softer the water the quicker the dough reaches that stage we call ready, assuming other conditions equal. Now, at one time when bakers made their own barn, it was a matter of the very first importance that water used for this purpose should be soft, otherwise there was a considerable reduction in the amount of extract obtained from the malt or other ingredients used, and with harder water the barn would either be weaker, or more malt would have to be used. Again, in the old stone mill days, when flour contained a good deal more soluble matter than modern flour does, it was customary to use harder water for dough than for barn making when it could be obtained.

Of flour the greatest proportion consists of starch—roughly, about sixty five per cent. The properties of starch, from whatever source it is derived, are much alike, the cells of the various kinds only

differing in size and density, the smaller starches, like those of rice and maize, being denser—that is, heavier in proportion to bulk—than those of, say, wheat and potatoes. The density of starch cells has also a good deal to do with the temperature at which they burst, the larger cells, like those of potato starch, bursting, as a rule, at a lower temperature than those



CANADA CORUNDUM CO.'S CONCENTRATING PLANT.

Capacity 300 tons per day. Produces over four-fifths the world's supply of grain corundum. Emery is an impure form of corundum.

CRAIGMONT

RENFREW COUNTY

WE EXPORT

HAY, FLOUR,
BUTTER, CHEESE, LIME,
GRAIN of all kinds,
WOOLLEN GOODS,
MANUFACTURED WOODEN-WARES,
SKEWERS AND HANDLES OF EVERY DESCRIPTION.

BACON SAYS: Three things are necessary to make a great country: "A fertile soil," (which we have.) "Busy workshops," (which we have.) And "Easy communication of men and commodities from place to place," (which are coming fast.)

SURELY CANADA FILLS THIS BILL.

of wheat or of rice, etc. Experiments are frequently quoted, ostensibly to show that it might be possible to distinguish the starches one from the other by carefully noting the temperature at which they burst. But the generalizations thus obtained are too inconclusive to be useful, and the most careful experiments only go to show that for a starch from any one source the range of temperature, from the time when the starches begin to burst till

*Extract from a lecture delivered at London, Eng.

TILLSON'S OATS

Better than **Tillson's** ! You never heard it said ; " As good as **Tillson's** " many times. **Tillson's Oats** have become a standard. There's a fight going on all the time for first place—the place held by **Tillson's**.

The grocers are our best friends, for we have helped them sell more oats with less trouble. The **Tillson** purpose dates back to the beginning of the **Tillson Mills**.

The Tillson Company, Limited
TILLSONBURG, ONTARIO

TELEPHONE { MAIN 1257
4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

they are all burst, has to be very long. In a number of very careful experiments, for instance, which we conducted at the National School, it was ascertained that while some of the starch cells of flour were burst when raised to 110 degrees F., some remained intact until the temperature had been raised to 180 degrees F. Again, on examining several samples of thoroughly baked bread under the microscope, some of the starch cells were found to be still unburst, although the temperature of that bread had probably been as high as 200 degrees F. In Parisian barm, also made entirely with boiling water, a microscopic examination discovers a number of the starch cells not burst. It is evident, therefore, that the method of distinguishing the source of starch by the temperature of the bursting point of its cells is not definite enough to be scientific. Starch cells of flour occupy a medium position with regard to size and density amongst the other cereals, but in flour

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.

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FLOUR

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CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
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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.

itself the differences in size of the starch cells are very great; and although they are all more or less round, it is not easy to distinguish with the microscope any starches from another source—such, for instance, as maize, which may have been mixed with the flour as an adulterant, unless they are in considerable quantity.

In all flours there exists a small quantity—about one per cent.—of pure sugar. This natural sugar is in the form known chemically as "cane sugar," not because it has anything to do with sugar cane, but because it is of the same composition, and possesses the same properties as sugar

poses, quality is of more importance than quantity. The ideal quality is that of a gluten that is tough without being coarse and stringy, of yellowish rather than grey color, and that will resist the too rapid solvent action of water or of alterative ferments contained in flour itself; also in yeast and other agents. This resisting action of gluten we call stability. The character of a gluten depends on two things: (1) Its physical condition—state of dryness, etc., in the grain; (2) on its chemical composition.

Warehouse Charges.

Western grain men have been notified by the railway companies that in future 3c. per bushel will be charged for storage and cleaning of wheat at terminal elevators, exclusive of insurance. This adds a new phase to the situation. It has transpired that after the recent meeting to discuss the elevator charges at terminals the warehouse commissioner notified the railway companies to withdraw their schedule of charges sent in, namely, 3c. per bushel for handling, cleaning, storage and insurance, on the ground that it did not comply with the act, which calls for handling, cleaning and storage charges only, the act expressly stipulating that the warehousemen should not be held responsible for insurance. Instead of doing as directed by the commissioner, one railway announced the rates through the public press as originally given to the commissioner's office. This has led to an ultimatum to the companies of either withdrawing the schedule or having the whole matter referred to the department at Ottawa, when, if deemed advisable, the Governor-General, by order in Council, has power to annul the whole business. Now the railways retaliate by making the same charges for handling, cleaning and storage only.

were 4,175,000 and 157,000. In 1900 18,524,000 cwts. were drawn from Argentina, but last year only 4,315,000. Wheat, meal and flour only 1,841,000 cwt. was imported, while last year there was received 19,386,000 cwts., of which 15,587,000 came from the United States and 1,943,000 from Canada.

Freight Rates on Grain.

Advices from Winnipeg announce that the Canadian Pacific Railway Company's new freight tariff on wheat and flour will show reductions of importance to growers and shippers, and also to the millers.



SECTION OF MAIN STREET, RENFREW, ONTARIO, CANADA.

See cut book 11 page 73

LET US TRADE MORE FREELY WITH ONE ANOTHER

And thus assist in binding together the various parts of

THE EMPIRE

In One Powerful and Enduring Whole.

We extend

A Helping Hand!

Will You Respond?



IF SO, WRITE

W. E. SMALLFIELD, Mayor.
JOHN MACKAY, Pres. Board of Trade.
C. K. GRIGG, Secretary Board of Trade.
HON. F. R. LATCHFORD, M.P.
A. A. WRIGHT, M.P.

TOWN OF RENFREW, CANADA.

See cut book 11 page 73

from that source. Now one of the peculiarities of cane sugar is that it cannot be fermented by yeast, but has first to be changed into a form of glucose, which yeast can ferment. The agent producing this change is the soluble ferment which yeast excretes, called invertase.

We come now to consider the most important constituent of flour, and the constituent that gives dough its character, viz., gluten. The general characteristics of gluten are too familiar to need description. But there are many qualities of gluteins, and for bakers' pur-

Britain's Food Supply.

A British parliamentary return shows annually for each year since 1870 the imported quantities of (1) wheat, wheat meal, and flour; (2) meat, including animals for food; (3) sugar retained for home consumption; and also the countries from which these supplies were derived. In 1870 the total imports of wheat in grain were 30,901,000 cwts., of which were received 10,269,000 from Russia, 12,372,000 from the United States, 2,838,000 from British North America, and 8,600 from British India. Last year there was imported 81,002,000 cwts., of which only 6,540,000 came from Russia, while the United States supplied 43,312,000, British North America 9,527,000, and British India 8,842,000. Australia, in 1870, sent 12,800 cwts. and New Zealand 72,420; last year the respective figures

LARGEST AND BEST EQUIPPED CREAMERY IN THE DOMINION.

Opened by the Governor-General and Lady Aberdeen, July 25th, 1895.



Makes the Finest Butter in the World

See cut book 11 page 73

Supplied the Royal Train during the journey of the Duke and Duchess of Cornwall and York to the Pacific Coast.

Supplies Restaurants of the House of Commons and Senate of Canada.

is understood that the rates on wheat will be reduced from 2c. to 3c. per 100 pounds.

Cereal Notes.

E. F. Olmsted, of The Natural Food Co., Niagara Falls, N.Y., called on "The Canadian Grocer" when visiting Toronto last week.

The severe storms prevailing in Manitoba and the Territories during the early part of the month have, fortunately, been succeeded by very favorable weather. Very little injury has been done to the crops, and the loss will not be serious.

CORKS CORKS

We are in a position to fill all orders at the shortest notice.
Mail orders receive prompt attention.

S. H. EWING & SONS Toronto Branch, 29 CHURCH ST.
96 KING ST., MONTREAL. TELEPHONE MAIN 204

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

WATCH

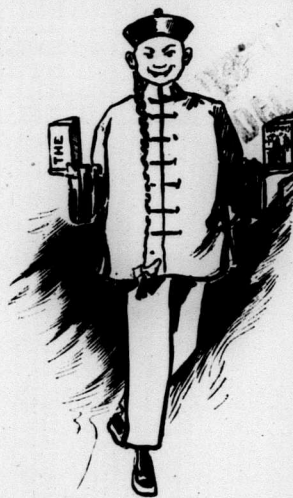
Your Trade Grow
WHEN YOU SELL YOUR CUSTOMERS

"GOLDEN EAGLE" COFFEE

CANADIAN OFFICE AND MILLS—

109 Front St. E., Toronto.

AMERICAN COFFEE & SPICE CO.



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The 2
Unreal
books 13 page*

Famous Products of the Celestial Empire, TEA and CHINESE STARCH

The soil of China has for centuries produced tea for the entire world and will continue to do so for many more centuries to come.

Chinese industry produced Chinese Starch a household article in that Empire, for as many centuries as Chinese soil has produced tea.

This marvellous product Chinese Starch was introduced into Canada in 1899, and has bounded into great success and popularity, through its many splendid qualities and the successful manner of advertising. It starches and glazes linen so wonderfully that the housekeeper who has once used it WILL USE NO OTHER. As ironing day approaches, the laundress assures herself of a supply of Chinese Starch, and smiles at the presence of this good friend of the tub and ironing-board.

To those who doubt its superior qualities we say, TRY IT—the expense is trifling—only 10c. per package. Your jobber keeps it; if not, write us direct, or our agents as under.

OCEAN MILLS, Sole Manufacturers, MONTREAL, P.Q.

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H. N. Bate & Sons, - - - Ottawa, Ont.	Lucas, Steele & Bristol, - - - Hamilton, Ont.
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H. P. Eckardt & Co., - - - Toronto, Ont.	Wilson Bros., - - - Vancouver, B. C.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER. 365 Richmond street, London, Ont., Sept. 21, 1903.

THE normal condition of business in the grocery, provision and fruit trades now prevails. The Western Fair is over and the crowded streets have given place to the ordinary traffic. Travellers have returned to their regular trips, and again come reports of good orders being sent in for prompt delivery. Heavy shipments of sugars to all points along the railroads out of London can be mentioned; and this sugar demand will continue while peaches, plums, pears and other preserving fruits are in season.

Inquiry at retail grocery stores discloses the fact that but few purchases are made in the city by the crowds from outside points during fair week. The vast majority come in simply to view the exhibits and return home. The increased business done by retail grocers is greatest with city customers who at fair time are entertaining visitors and making their stay agreeable.

Many country visitors were in the city during the Western Fair, and many of these dropped in to see the heads of the firms with whom they have been doing business, but few purchases of groceries were made or looked for on account of the frequency with which travellers cover the western part of Ontario.

It is stated that the Western Fair directors will come out about \$1,000 to the good as the result of the exhibition just closed. This is considered satisfactory in view of the bad weather on Tuesday. The largest number of admissions on one day was 48,000.

An important action has been brought by a Government inspector under the Fruit Marks Act, which is exciting much interest in this section, not only among farmers and fruit dealers, but with the provision trade, as well as the general public. A shipment of 80 barrels of apples, marked No. 1 or XXX, were not packed with the quality of fruit this brand called for, hence the action. The penalty laid down is 25c. to \$1 fine for each package. The hearing has been enlarged for a week.

Mr. A. W. McDougall, who was a member of the firm of Robert Scates & Co., of this city, and who was arrested here and taken to Montreal on a charge of obtaining goods by false pretences, is to

be examined as to his sanity prior to the enquiry regarding his insolvency, the above-mentioned charge and other matters.

At the closing meeting of the Canadian Municipalities' Union at Ottawa last week London, Ont., was chosen for the next place of meeting in 1904.

Mr. William Eacrett, who until a year ago carried on the business on Dundas street in this city for 15 years known as Eacrett's Bazaar, is now managing director of The Consolidated Stores Co., Limited, with head office 156 Bay street, Toronto. This company, which is composed principally of London men, have bought out some of the best located shops in different parts of the City of Toronto, and will confine their business to first-class groceries and provisions. The first of these stores, to be opened about October 1, will be on Sherbourne street, known as the McDonald property; the next to be opened will be on the corner of Queen and Parliament streets. Toronto will be the seat of the new company's operations.

Eggs continue to advance in price in this market, the wholesale figure being 16c. per dozen. These are retailed over the city at 17 and 18c. per dozen. Butter does not show any change; the same prices have prevailed for several weeks; best roll, 19 and 20c.; crocks, 17 and 18c.; creamery, 21 to 23c. Potatoes are showing increased signs of disease.

W. H. L.

ORANGES.

CALIFORNIA oranges are likely to suffer from severe competition within a few years, says The New York Commercial. For some time they have had the field almost entirely to themselves a large proportion of the time, and in spite of adverse commercial conditions, have won their way into the most profitable markets in the country. The great freeze in Florida put that productive region out of the way for a time, and California had almost no competition in eastern markets.

Such unexampled opportunity was seized by the growers, and the result has been noted in the enormous increase in orchards planted and in quantities shipped. This season the product is estimated at 28,000 cars, and next season experts say the state will ship fully 35,000 cars, if there is no damage from frost or other untoward influences.

The great size of the crop cannot be

comprehended. This year markets have been overloaded at times and prices have declined, but as a rule quotations have ruled moderately high, and reasonably good figures have been paid in the auction room for all good fruit. But late oranges have been benefited by the short peach crop. Not only have peaches been scarce and high, but they have been of poor quality when they did come, a condition which has assisted the orange growers to market their crop profitably.

If there was to be no increase in production anywhere but in California and Florida the situation would not be so grave, even though Florida promises 2,000,000 boxes next season and constantly increasing quantity thereafter. But at best Florida is uncertain. Another freeze may occur at any time in the Winter and spoil the trees for years again. Different climatic influences may work to reduce California's output, all tending in a general way to reduce output. To assist is the natural increase in consumption, due to using the fruit in more ways and more freely in the old ways, and the increase in population. Probably these two states would both find ample outlet for their most liberal yield under ordinary circumstances.

The first danger point is Porto Rico. Situated far below the frost line there is no danger of a freeze. That contingency will never worry growers there. The soil is fertile and naturally moist, requiring no irrigation. Labor is cheap, and will be for years to come. The cost of transportation to New York is 20c. per box.

Against these advantages it will be very difficult for California to contend. There is more or less danger of frost. The largest orchards must be irrigated, adding enormously to the aggregate expense. Labor is scarce and high. Transportation charges are nearly or quite \$1 per box. The contrast shows plainly what may be expected later.

The Porto Rico oranges will begin to come along next year. They are propagated principally from cuttings from Florida trees and the fruit is reported to be exceedingly well flavored and juicy, like a Florida orange at its best. The groves are being scientifically cultivated under the direction of some of the best known cultivators who made the Florida orange what it is. American capital is invested in the groves and American enterprise is pushing the project as rapidly as circumstances will permit. The prospect, from the Porto Rico standpoint, is considered very brilliant, but California and Florida growers are reported to be viewing the improvements on the island with

Flett's

Pickle Uniformity.

Flett's Pickles don't vary in quality. There is but one grade—the best. Its standard never varies. Your customer soon notices this.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS

The highest grade of appetizing flavor is found in

Paterson's Worcester Sauce.

That's why it sells so well.

ROSE & LAFLAMME, Agents, MONTREAL.

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

AUER LIGHT MANTLES

LONGEST LIFE & BRIGHTEST

A Statement of Facts.

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

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

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

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

WE MAKE

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

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.


Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

I. S. WOTHERSPOON

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

Grimble's



BRAND.

Vinegar

has gone astray.

—Drop another card and
—your sample will come.

Brewery: LONDON, England.

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

some trepidation. The only objection to the Porto Rican orange is that it contains seeds, but if it sells cheaper than a seedless orange of the same size there will be no difficulty in selling it.

Florida will not suffer so severely as California, partly because it will never produce more than a relatively small quantity, and what do come from there are largely in the nature of a special brand. They go almost exclusively to the trade which wants the best. As a consequence it is probable that they will still sell readily, even after the transplanted orange comes from Porto Rico. The question of transportation is important, however, since it costs about 90c to get a box here. The difference in time and more satisfactory service will not count so heavily against Florida as against California. It will take about half as long as the shortest possible time from California to bring oranges from Porto Rico. There will be no delays on railroad sidings and none of the discouraging and frequently unnecessary mistakes which make shipping from California so uncertain.

It will be seen from this that the new American possession is destined to work a partial revolution in the orange industry at no distant day. If it cheapens the fruit and thereby increases consumption there will eventually be a readjustment which will permit every one to make a profit, the nervous California growers included.

GROCERIES BY SLOT MACHINE.

London is having a bad attack of slot machine fever. Its slot machines have multiplied from the original few which dispensed chocolate, stamps and cigarettes to a legion which sell everything, act as post offices and advertising agencies, and generally try to supply all human wants. One company alone now has in service in London half a million machines of 50 or more different types. In the railway stations there are machines which supply candy, biscuits, preserved fruits, tobacco, stamps, matches, briar pipes, cigarettes, cigars and soft drinks. Besides these things, there are in several stations automatic buffets, where all sorts of light refreshments and all sorts of drinks, hard and soft, are vended by slot machines. There is one huge machine called the automatic supply store, which aims to supply most human wants. It delivers pastry, small groceries, candy, tooth brushes, powder, drugs, tobacco, stationery, collars and cuffs, neckties, socks, soap, towels and a few other things.—Grocery World.

WAYS OF BREWING COFFEE.

By M. A. Taft.

IT is surprising the number of ways in which coffee can be made. The name of the coffee pot is legion. In one large shop they have more than 40 different kinds of coffee pots and machines, not including the different sizes, which bring the number up into the hundreds. They range from the one-cup pot, or biggin, to the gallon size. This includes copper, brass, nickel and aluminum pots and machines, fireproof potteries of different kind, china, enameled ware and tin, without considering the more expensive pots and machines of silver, the fancy china pots for serving breakfast coffee or the fine china, silver and gold pots of delicate shape for after-dinner coffee.

There are innumerable coffee biggins in two parts, the upper with the strainers for making drip coffee. One of the newer varieties has an extra part. This is a regular tea kettle of metal, into which the china or pottery biggin is set, so that the coffee may be kept hot while it is making.

Most of the innumerable varieties of coffee machines come from Germany. They are made more or less on the same principle. The water is heated over a lamp beneath, and, rising in the pot, percolates through the coffee and is carried into a connecting vessel or outer part of the machine, where it may be poured off clear and strong.

It is much on this principle that the Viennese coffee pots are made, though they are different in shape. They come in large sizes, and look like nothing so much as the old-time swinging ice pitchers. They have no handles, but a big spout at one side and a porcelain button at the end of this, by means of which the coffee pot is tipped forward. They come in different metals, and a very large one will cost \$9.50, which is comparatively inexpensive.

Russian coffee pots are much liked by many people. The wife of a well-known artist makes her coffee at the breakfast table every morning in one of these. This is the barrel-like pot of metal which swings in a frame over an alcohol lamp. It is in two halves, fitting together, and with a small spout and straight handle at the side.

Coffee and hot water are put in, and the pot, with the nose pointing down, set over this lamp. When the water comes to a boil the pot is turned right side up and the water, now on top, drips through the ground coffee in the centre of the machine, and when it has passed through, the coffee, clear and ready to pour, is in the bottom.

A French cafetiere has a metal arrangement on one side and a glass receiver on

the other. The water rises up through the coffee on the metal side, and percolates through into the crystal on the other.

An odd coffee pot is of white porcelain, teapot shaped. There is a square standard of white pottery, the lamp in white metal on this, and the white coffee pot set above it. There is a glass cylinder to set on the top of the pot, and the water is carried up through this and falls back into the pot, when the coffee is ready to pour.

In a French restaurant in New York they bring a cup filled nearly to the brim with hot milk to the expectant coffee lover and a tiny metal pitcher, like a creamer, filled with the strongest and blackest of coffee. Half of this, as a rule, will give the milk sufficient strength for the ordinary coffee drinker. Powdered sugar is used for sweetening.

Coffee making with cold water is a convenience in which many women believe. The ground coffee is put into an ordinary coffee pot with the proper amount of water and an egg, if one is used, over night. In the morning the coffee pot is put on the stove, the contents brought to a boil and the coffee is made. The coffee can be made with cold water in the morning.

One of the latest fads of the coffee lover is that no cream shall be served with coffee. With it the coffee is rich, but the flavor of the cream conceals that of the coffee. Good milk should be used in its place.

A coffee lover has tried every known method of making the beverage. She has made drip coffee and tried innumerable coffee machines, and let her coffee stand over night in cold water. Now she says that no foreign or domestic method equals the old-fashioned coffee.

She uses half an egg for the morning coffee of a small family, moistening with a little cold water after the egg and shell have been added. Then she pours on her freshly boiled water, lets the coffee boil never longer than ten minutes, and serves at once. One secret of making good coffee, she says, is to add a tiny pinch of salt, because the water becomes unpleasantly flat in boiling.

BRITISH SUGAR FACTORIES.

Of the 16 sugar factories which under the Sugar Convention were placed in bond on September 1, six are in Greenock, six in Liverpool, three in London, and one in Bristol. The last-mentioned refinery, says Grocery World, has been shut down for some time, but an attempt, which it is thought will succeed, is now being made to obtain sufficient capital with which to recommence business. There is a doubt as to whether the third factory in London comes within the scope of the Brussels Convention.

ESTABROOKS' TEAS

Known everywhere in Canada.

Sixteen Travellers selling them.

Sales in August were more than the total of the two first years I was in business.

Estabrooks' Bulk Teas, Black or Green, always accepted as a standard of quality—**cup quality**. **Made to drink, not to look at.**

Red Rose Tea is one of the standard articles that stands at the top. A brand that many try to imitate, but none can excel.

I shall be pleased to have your enquiry concerning anything pertaining to the Tea business.

T. H. ESTABROOKS

TEA IMPORTER AND BLENDER

Branches : Toronto and Winnipeg.

St. John, N.B.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Smoking First Seen by Europeans.

ON or about November 6, 1492, two Spaniards, Rodrigo de Jerez, and a converted Jew named Luis de Torres, belonging to the expedition of Christopher Columbus, returned to the ship of the great navigator, after a mission to a local chieftain in the interior of Cuba. One of the strange sights which had come under their notice was that of natives going about with firebrands, composed of dried herbs, rolled up in a leaf, in their hands. They put one end in their mouth and lighted the other, continually inhaling and puffing out the smoke.

It was not until 1525 that the first exact description of the tobacco plant was given, this being by Gonzalo Hernandez d'Oviedo, Viceroy of San Domingo. He is credited with introducing it into Europe, and cultivating it as an ornamental plant in Spain. It was regarded as having medicinal properties of the highest importance, which caused it to be cultivated in various other parts of the continent. Leaves of the plant were brought from Florida to Lisbon, and when Jean Nicot, the French ambassador there, returned home in 1561, he presented some of these plants to Catherine de Medici. Numerous names are given to the plants up to this period, but finally it was termed Nicotiana, a name which has been retained by botanists. The alkaloid of the plant is known as nicotine. It is, of course, the name of the French ambassador which these words perpetuate. The origin of the name of tobacco is a debated question. By some it is supposed to have been derived from the Island of Tobago, but Oviedo, the first writer on the plant, is careful to observe that the name is not given to the herb, nor to the stupor it produces, as some persons have erroneously supposed, but from the Indian pipe, which was Y-shaped, and known as tobago. Tobacco was first brought into England by Sir John Hawkins, in 1565, and Sir Walter Raleigh helped to make it popular by smoking it and encouraging its growth. In 1586 large quantities of tobacco were introduced into England by Ralph Lane, the governor of Raleigh's colony of Virginia. It is said that Sir Walter Raleigh acquired the habit of smoking from his deputies in the settlement of Virginia. It has been suggested that he smoked as a preventive against the damp and

fogs of Ireland, where he was Governor of Kilcolman. It was here that he had the poet Edmund Spenser as a companion in 1586-1587. Raleigh cultivated tobacco near Cork and Youghal. Four yew trees forming an arbor are still standing in the garden of the Manor House of Youghal, where it is asserted that he smoked his first pipe, and enjoyed many more afterwards. The story of Raleigh when smoking being drenched with ale by his servant, because he thought his master was on fire, is a story given in different forms by Elizabethan and later dramatists.

Used Tobacco 121 Years.

MARY McDONALD, the oldest woman in the world, imputes her longevity to tobacco. She is 133 years of age, and since she was 12 she has smoked. Her advice to those who would be centenarians is: "Enjoy at least three pipes of tobacco daily." Mrs. McDonald is an inmate of the home for aged and infirm colored persons in Philadelphia. About her great age there is no doubt, for this matter has been investigated by a committee of the Daughters of the American Revolution. To students of longevity she is no less valuable a mine, for she has thought much of hygiene, and has drawn up a series of "rules of right living."

These are Mrs. McDonald's rules:

"Smoke after each meal, and before going to bed.

"Marry young.

"Rise with the sun, Winter and Summer, but always retire early enough to have had, by sunrise, eight full hours of sleep.

"Drink as little as possible.

"Never take cold baths.

"Keep the mind occupied with working during the day.

"Do not work at night."

Mrs. McDonald was in her youth above the medium height and of robust figure. To day she is smaller than an eight-year

All leading Wholesale Grocers
handle

SWEET CAPORAL CIGARETTES.

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR
LITTLE MONEY

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THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

Sweet Content!

The contented man smokes my "Pharaoh" 10 cent cigars and stays content—the discontented man smokes them and grows contented. They never fail to please.

I know that this is so from the cheerful tone of the letters I get from my oldest customers—bright, happy, contented. Let me send you on a trial order for "contentment's sake," for good profits, too!

Payne's
"Pharaoh."

J. Bruce Payne, Limited,
Granby, Que.



It is a lot easier to sell
SUCCESSFUL BRANDS.

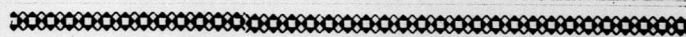
THE WIDE SUCCESS OF

Kim
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La Fama }

is based on their fine quality, and great popularity with the smoker who knows.

BRENER BROS.

Cigar Mfrs., - - - **LONDON, CAN.**



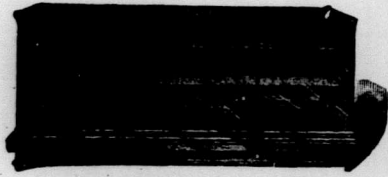
T. & B.
10c.
Plug.

Put that in your
pipe and smoke it.

The man who smokes T. & B. Tobacco knows a little more about Tobaccos than the man who contents himself with poorer makes that cost the same.

The grocer who sells T. & B. Tobacco knows his business.

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.

Queen's Navy

Cut plug smoking,
The grocer's favorite,
Sells easily,
Pleases mightily.

ERIE TOBACCO CO.,

Limited

WINDSOR, ONTARIO

HORROCKS'

RONTO

Smoking
Mixture

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

We, the men who make it,

believe in our tobacco. Do you suppose for one moment that we could or would make a poorer tobacco than a competitor? What's the use of our being in the business unless we are first? It is this point of view that has sent our tobaccos into every nook and corner of the Dominion.

CHEWING

{ —British Navy
—King's Navy
—Beaver
—Apricot

SMOKING

{ —Tonka
—Solid Comfort
—Pinchin's
—Hand-Made

The McAlpin Consumers Tobacco Co., Limited, Toronto

old child. Her height is four feet and she weighs 51 pounds.

No living skeleton in a side show ever had arms more frightfully emaciated than hers. No mummy's face was ever more withered, more lined, more sunken. Yet the little, gnarled hands at the ends of these emaciated arms are strong and capable, and the black eyes set in the wrinkled face shine with intelligence.

She discussed her "Rules of Right Living." Of these she is proud.

"I have used tobacco since I was 12 years old," she said, "and it has been a staff and a comfort to me. I have never smoked excessively. From four to six mild, clean pipes has been my daily allowance always. I have never smoked before breakfast, nor on an empty stomach. I have found that tobacco eases pain, helps the digestion of food, cures insomnia, and lightens sorrow. Therefore I recommend it to the world. Tobacco has made my life long and pleasant, and before I would give it up I would give up food."—Cigar and Tobacco Journal.

How Tobacco is Judged.

COLOR, burn and texture are the three things which the grower of tobacco has chiefly to consider. At present the trade calls for a light cinnamon-brown shade, which must be uniform, not mottled. The leaf when rolled on a cigar and smoked must leave a white or light ash, which does not flake off and fall into one's bosom or over his waistcoat, and it must not "coal," that is, have a black charred ring just behind the ash on the burning cigar. This is sure to give a bad flavor and taste. The leaf also must burn freely, and, when lighted, hold firm for a reasonable time. It must have a soft, silvery texture, glossy surface and the elasticity of a piece of kid, so that it may be drawn smoothly and closely about the cigar. Flavor is not wanted in Connecticut tobacco, for if there be much of it, it is sure to be bad. Perfect burn, color and texture can be got in the northern climate, but a delicate and agreeable flavor has not yet been obtained. Flavor is conditional upon soil and fertilizers. It is desirable, therefore, that the leaf be natural, without taste as far as may be. We get the flavor wholly in the Cuban filler. To obtain these qualities of leaf is the problem of the grower—a much more complicated one than meets the ordinary farmer.

Chamberlain Cigar Poster.

"The Canadian Grocer" was shown this week a handsome new poster now being issued by J. M. Fortier, Limited, Montreal, advertising their Chamberlain cigar. A life-size figure of the popular ex-Colo-

nial Secretary is shown. He is "moulding the Empire." A large globe is opposite him showing the western hemisphere with the British possessions in red. Above is a cut of the Chamberlain cigar, and the words, "You'll enjoy every bit of it." Below, the information is given that "the Chamberlain cigar is the preferential 10c. cigar." This poster is handsomely designed and lithographed in colors, and, as it is the intention of J. M. Fortier, Limited, to placard Canada with this poster, it will soon be familiar to all our readers. It is printed by The Howell Litho. Co., Hamilton, Ont.

"For Maggie has written a letter to give me my choice between
The wee little whimpering Love and the great god, Nick 'o Teen.

"And I have been servant of Love for barely a twelvemonth clear.
But I have been priest of Partagus a matter of seven year;

"And the gloom of my bachelor days is flecked with the cheery light
Of stumps that I burned to Friendship and Pleasure and Work and Fight.

"And I turn my eyes to the future that Maggie and I must prove,
But the only light on the marshes is the Will o' the Wisp of Love.

"Will it see me safe through my journey,
or leave me bogged in the mire?
Since a puff of tobacco can cloud it,
shall I follow the fitful fire?

"Open the old cigar box—let me consider anew—
Old friends, and who is Maggie that I should abandon you?

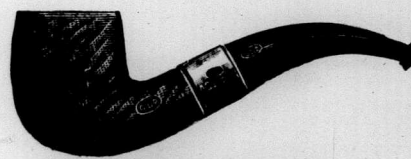
"A million surplus Maggies are willing to bear the yoke;
And a woman is only a woman, but a good cigar is a smoke.

"Light me another Cuba; I hold to my first-sworn vows,
If Maggie will have no rival, I'll have no Maggie for spouse!"

—Rudyard Kipling.

The Defeat of the Americans.

During the week smokers have been rather astonished at the sudden rise in price of the American brands of cigarettes, says a writer in The London, England, Report. The cut prices have had a longer life than anyone ever anticipated, and I believe the experiment has proved a costly one to the American manufacturers. At any rate they are evidently at the end of their tether and the prices of all the brands of imported American cigarettes have been greatly increased, both wholesale and retail. The extra cost will, however, bear more heavily on the consumer, for the retail express themselves as fairly satisfied with the new order of things, which, they say, leaves them a fair margin of profit.



PIPES.

**FALL IMPORTATIONS
JUST ARRIVING.**

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

Pitts, Wigle & Co.

...Dealers in...

**CANADIAN LEAF TOBACCO
KINGSVILLE, ONT.**

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

**ALL CANADIAN WHOLESALE
GROCERS SELL**

**McDougall's Scotch Clay
PIPES.**

Tobacco Notes.

The office of The Empire Tobacco Co., Hamilton, was burglarized on Saturday last.

The W. H. Steele Co., Toronto, say that their sales of the Security cigar are steadily on the increase.

J. Picard, of The Rock City Tobacco Co., Quebec, was a delegate at the recent convention of the Canadian Manufacturers' Association.

T. J. Horrocks, wholesale tobacconist, Toronto, says that there is a satisfactory demand for all goods of the "Ronto" brand and manufacture.

A furious hail and wind storm sweeping over the Township of Mersea, Essex County, badly damaged the tobacco and corn crops of many sections of that township.

J. M. Fortier, Montreal, J. S. Neill, Granby, H. B. Witton, Hamilton, and W. H. Steele, Toronto, represent the cigar and tobacco fraternity at the Pacific excursion of the Canadian Manufacturers' Association.

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.

It costs more to lose business by not advertising than to advertise.

The Making of Good Copy.

SOME writers of display copy, who happen to know a little about type faces, go to a ridiculous extreme in indicating the style of setting. We regret to see that the ad writing schools teach their students to fill up the margin of their copy sheets with elaborate instructions as to indentions, and to sizes and styles of type. It is to be feared that it will take some of the "graduates" several years to get over this foolishness and learn the wisdom of giving the printer credit for a certain ad-sense and type-intelligence of his own.

The important thing for the ad-student to learn is to prepare his display copy in such a way that the compositor can see at a glance the effect to be produced, without stopping to decipher a lot of fool instructions penciled in a dozen different directions around the margin.

There are, to be sure, occasions where it is desired that type of a certain series and size shall be used. If so, and your copy is going to an office where you know they have that series, it is all right to indicate it. A certain amount of instruction is a help to the printer; but over do the thing, and it becomes a hindrance.

The ad writer is peculiarly fortunate who is handy enough with his pencil to lay out an ad in its true proportions. If the sub-heads are to go in a letter half the size of the chief headline, his ad-script shows it at a glance, without any marginal instructions. If a certain line is to go in a condensed letter, the copy itself proclaims it. That is the sort of writing the printer welcomes.

And the writer who can gain proficiency in laying out his copy about the way it ought to look when set up, helps not only the printer, but himself also. He is enabled to see what he is doing, and can study the display effect of his work before it goes to the case. As to indentions, it surely requires very little skill to write the copy so that it shows for itself where it is to be indented.

The ad-school that will do its students the most good is the one that will teach them to make good, plain, self-instructive ad-script, and not to get too gay in

making marginal notes for the sole purpose of showing that they have been to school and learned the difference between gothic extended and old style antique.

Slouchy Advertising.

The time has gone by when the business man can afford to be slouchy in his dress, or when he will not lose trade by untidiness in his store and in the arrangement of his goods. These are instinctively recognized by the customers as defects and as marks of inefficiency. It is the same with his advertisements. If they are slouchy, carelessly prepared, crude in expression, ill-arranged typographically; if words are awkwardly and incorrectly used, the impression is produced upon the public that he does not fully understand his business. The ad, like the man, should be alert, urbane, well dressed, neat, dignified and good mannered.

It should be a gentlemanly ad, both as to its appearance and its manner of expression. It should be plain, but not uncouth; dignified, but not stilted; familiar, but not frivolous. It should avoid all stale and hackneyed phrases. It should not slop over merely to fill space. It should be neither sloppy nor slobbery. When it has said its say, it should stop. It should be neat, concise, compact telling of the story.

It should be fresh every day. People will not look with favor upon a merchant who fails to change his linen in accordance with the demands of cleanliness and neatness, and it will also fall away in its regard for the merchant who fails to change his ads.

A man is known by his clothes,
A store by its advertisement.

Don't dress your store in a shoddy advertisement.

Be sure that you have plenty of sound, strong wool. Don't advertise "all-wool" in an "all-cotton" way.

These requirements of modern advertising are most frequently and most successfully complied with by those merchants who, at fixed intervals, take up the subject of their advertising, and lay aside other tasks until it is attended to in a thorough manner, or by those who

employ specialists to do this work for them.

What is Your Policy?

To have a clearly defined policy along the lines of the following extract from a Marshall Field ad must certainly insure success, if closely followed. These are real ideals for any retail store.

A FEW OF THE IDEALS OF THIS STORE.

"To satisfy every customer with every purchase.

"To see that every transaction is completed in an entirely satisfactory manner.

"To sell only goods of a dependable quality.

"To make every individual sale—every quotation—a forerunner of further business.

"To prove conclusively and beyond any question that our prices are absolutely the lowest.

"To build this business for the future as well as for the present.

"To perfect an organization which will have the highest place in commercial history.

"To make shopping a pleasure.

"To eliminate errors to the fullest possible extent.

"To improve each week, each day, in methods and system.

"To make every employe feel that he or she is a factor in the progress of the business.

"Many other points might be mentioned for which we are daily striving—but they are all included in this: To do just right every transaction—to anticipate the highest expectations of the public in every way which is possible to a great store."

THE FIRST SHIPMENT OF RAISINS.

A messenger hurried into the office of "The Canadian Grocer," Toronto, a few days ago, with a box of Valencia raisins on his shoulder. He said they were from T. Kinnear & Co. and were from the first shipment of new season's Valencia raisins to reach Toronto this season. The fruit was of the selected variety and was of most excellent quality. This, however, the trade has no doubt discovered by this time.



Established 1845

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

High-Grade COFFEES

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

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

In Store This Week.

- 500 Boxes New Crop Trenor's Blue Eagle Valencias.
- 1,000 Boxes New Crop Armsby's Prunes, sizes 60/100.
- 1,000 Cases New Pack Owekayno Salmon.
- 1,000 Cases New Pack Clipper Salmon.
- 600 Cases New Pack Boulter's Tomatoes.

The F. J. Castle Company, Limited, - Ottawa.

TIP-TOP SOAP CHIPS

(IN CARTOON PACKETS).

Have come to stay and are now accepted as a "Household Necessity."

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

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

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

THE COUNTRY FAIR.

ONE hears it said that the larger fairs are killing the smaller ones. If people say this it follows that they think it. It will be very unfortunate, however if the glamor of the large fair blinds our eyes to the value of the county or township fair.

The big Dominion, provincial and district exhibitions are possible just because the county and township fairs have flourished. The importance of this fact has not been perceived generally. The small fair is local in character, and is of interest chiefly to its own community. It makes for local excellence in stock, grain, roots, fruit, etc.

The stimulus of success develops ambition and fosters larger aims. Thus there are produced exhibitors who outgrow their community and are fitted to enter more severe competitions, where honors won are sweeter and more satisfying. The township fair is, so to speak, a lusty preparatory class fitting for the provincial or national university. Our Dominion Exhibition is the fruition of many years of local fairs.

The local fair is too good an institution to be allowed to die out. Comparisons can be very unfair and very hurtful. To compare a county fair with a provincial and to draw discrediting conclusions is most unjust. They are not in any sense competitive; the one is the extension of the other. The strength of the larger is the strength of the smaller. Injure one and you hurt the other. Encourage the small fair and you insure the excellence and permanency of the big fair.

The stimulus of the small fair to its community has been already suggested. This feature of local exhibitions is not to be ignored. It seems to be inborn with us to strive for superiority over our fellows. In our games, in our living, in our business, competition is a primal law. At fair time this open and declared competition is permitted. There is, however, a preparation more or less prolonged for this annual occasion, and the good work of fitting up stock, of providing creditable exhibits of roots, fruits, grain, of better dairying, etc., has been a first-class education in everything pertaining to excellence. No man or woman honestly strives to attain to better things without there being an enrichment of the most enduring sort—the growth in ability, in appreciation, in genuine education.

There is still another aspect of the local fair worth noting: It provides manufacturers and others with a fine opportunity for demonstrating new implements, ma-

chinery, dairy apparatus, building features, home equipment, etc. The local public have both the temper and the leisure to investigate these offerings. Quite apart from sales made, the instructive character of such displays is of very great value. The country fair partakes of the nature of a school session in which, though there be many instructors, much good knowledge is imparted and acquired.

Time was when fair days were banner business days for local merchants. Accounts were scored, Winter purchases made, and the day's receipts went well up into the hundreds. But times have changed. Country folk visit town more frequently; money is handled freely throughout the entire year; credits are neither so long nor so general as they once were; the distribution of business is more even. Moreover, the faculty of being able to take a day or so off for enjoyment has seen a wonderful development, and the strenuous life allows itself some indulgences. Fair day has come to mean a day at the fair rather than a "settling-up day."

The big fair lasting a week or a fortnight can attract only those exhibitors with time and means at their command. The country fair lasting a day or so prohibits none from entering the lists. The big fair yields richer rewards and distinction. But in its significance and in the sincerity of the interest evoked, the provincial fair exceeds not a whit the humbler local fair.

NEW SOLUBLE TEA.

A NEW soluble tea is out, and the Soluble Tea Syndicate, Limited, has been organized in India to produce and sell it; it has been patented in India, and at present is applied only to Ceylon tea. The idea and patent in the main belong to J. Roger, who, of course, expects to reap a fortune by the widening use of the tea, which he hopes to effect by its introduction to armies, which, it is thought, will like it so well, for its convenience at least, as to find it indispensable. Mr. Roger will begin, it is understood, with the military authorities in India. Two continental armies have already agreed to give the tea a trial.

It is said that one can carry enough of the powder in the waistcoat pocket or belt to make one or two hundred cups, or the equivalent of several pounds of tea. The equivalent of a large chest of 100 pounds of ordinary tea can be carried easily with one hand, like a biscuit box. The powder will dissolve in cold water or

water of any temperature, and make cold tea without a kettle or teapot, or even heat at all, which should recommend it for army use, especially on expeditions or in out-of-the-way places.

Mr. Roger started the tea tabloid, and the firm he sold that invention to made a very good thing of it during the South African war. The tea tabloid invention was only a step toward the ultimate object he had in view, a soluble tea powder that would make tea with water of any temperature. For years all attempts failed, till Mr. Roger got Kelway Bamber, a well-known authority on the chemistry of tea, to interest himself in his ideas. It was thought a chemical or chemical process would be necessary, but the chemical process failed utterly, as the tea, though excellent in every other way, would not keep. Three years ago, however, another process was hit on, purely mechanical, and so the present soluble tea resulted.

"SWEET POTATO" SUGAR.

THE island of Formosa will soon become, under the wise economic administration of Baron Kodama and Dr. Goto, says The Straits Times, one of the great sugar-producing regions of the world. Sugar is made there from the sweet potato. There is an almost unlimited market throughout the Eastern world for sugar, and the Japanese administration in Formosa is wisely availing itself of the splendid opportunity for developing and supplying this market. It is estimated that at least one half of the island is adapted to the growing of the sweet potato for sugar manufacture. The climate is moist and favorable, and the soil is as fertile as that of the Hawaiian Islands or of Java. The range of temperature is from 75 to 100 degrees Fahrenheit. The sugar section extends from the middle to the southern end of the island, and in this section rain occurs every day from May until the latter part of September, which is the growing season, and then there is no rainfall whatever until the following May, affording a perfect season for harvesting. The first sugar company was established about two years ago. In 1901 the product of sweet potato sugar was 20,000 bales, and last year it was estimated that it would reach 60,000 bales. The profits of the industry are encouraging, as one acre of land will produce 40,000 pounds of potatoes—worth about 80 yen, or 800 (gold)—and manufacturing expenses are only 75c. for 1,000 pounds of sugar. Wages are low, a laborer receiving only about 12 to 16c. a day. In such circumstances there is no reason for astonishment at the rapid development of the industry.

To Manufacturers' Agents

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

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

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

WRAPPING PAPERS.

Do you prefer to have your parcels reach your customers in good condition? Our brown and manilla wrapping papers are strong, durable and reliable. Weight full and 480 sheets to the ream.

MADE IN CANADA
BY THE

Canada Paper Co., Limited
TORONTO MONTREAL.

BERLIN BRUSH CO.



WATERLOO.
Manufacturers of
**Fine Whisks,
Brooms, and
Brushes**

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

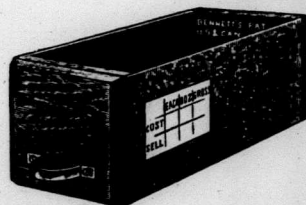
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - - **TORONTO.**



Maple Syrup

Quality the very best. Package the neatest. The "EMPRESS" BRAND put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME" TABLE SALT

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

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

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

DO YOU SELL IT?



BROCK'S BIRD SEED.

GIVES HEALTH AND CONDITION TO THE BIRD.
PROFIT TO GROCER.

NICHOLSON & BROCK, TORONTO.



TANGLEFOOT

SEALED STICKY FLY-PAPER.

Flies spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

Keen's
Selling
Lines
are
Keen
Selling
Lines.

You know all about the quality of

Keen's Mustard and
Keen's Oxford Blue

Ever handle our

Robinson's Patent Barley?

It is a perfect food for infants and invalids, put up in
1-lb. and 1/2-lb. tins.

You will find it on a par with our other products and
it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited
LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

September 24, 1903.

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

Baking Powder.

Brand	Per doz.
Cook's Friend	\$4 40
Size 1, in 2 and 4 doz. boxes	2 10
" 2, in 4 doz. boxes	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.

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

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

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



JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Brand	Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz.	90

Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1/2-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 lbs. in a case.	78

ROYAL BAKING POWDER CO.

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

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

Blacking.

Brand	Per gross
Jonas'	\$9 00
Fronments	7 50
Military dressing	24 00

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/4 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	"
according to size	0 02 0 10

Black Lead.

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

Borax.

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

Brooms.

UNITED FACTORIES, LIMITED.	Doz. net.
Boeckh's Bamboo Handles, A, 4 strings	\$4 35
" " " " B, 4 "	3 95
Boeckh's Bamboo Handles, C, 3 strings	3 70
" " " " D, 3 "	3 50
" " " " E, 3 "	3 20
" " " " F, 3 "	2 95
" " " " G, 3 "	2 95
" " " " H, 3 "	2 60

CANADIAN BROOM CO.

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

Canned Goods.

HENRI JONAS & CO.	Per case, 100 tins.
Mushrooms, Rionel	\$15 50
1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
French Peas, Delory's	"
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines	"
1/2 Rolland	9 50 10 00
1/2 Delory	10 50
1/2 Club Alps	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.	3 00
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
" " 1/2-lb. tins	3 50
" " 1/4-lb. tins	2 00
" " fancy tins	0 85
" " 5-lb. tins, for soda water	"
fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1/2-lb. tins,	"
per doz.	1 80

Chocolate—	per lb.
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—	per lb.
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, 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—	Per doz.
Concentrated, 1/2's, 1 doz. in box	2 40
" " 1/2's, 1 doz. in box	4 50
" " 1-lb.	8 25
Homeopathic, 1/2's, 14-lb. boxes	"
" " 1/2's, 12-lb. boxes	"
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Brand	Per lb.
Mott's Broma	\$0 30
Mott's Prepared Cocoa, 1/2's and 1/4's boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2's 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.

Brand	Per lb.
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, 1/2-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	"
per box	3 00
Soluble chocolate (hot or cold soda)	"
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box,	"
per box	1 65

—if you value your customers' trade, and
—quality counts for anything with you,
—always and **ONLY** buy

CROWN Brand SYRUP



We have the **only** experienced
syrup maker in Canada, and
every tin and package is put up
under his direct supervision and
the quality is guaranteed by us.

Look for the "Crown"
on the tin.

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. SCHEPP & CO.	
	Per lb.
1-lb. packages, 15 and 30-lb. cases	\$0 26
1-lb. "	0 27
1-lb. "	0 28
1 and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
1 and 1-lb. packages, assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

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



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

Canadian Condensed Milk Co.



"Jominior" 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.

	Per lb.
In bulk—	
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31

Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.	
Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	
"Old Crow" Java	\$0 22½
Mocha	0 22
"Condor" Java	0 27
Mocha	0 27
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
"2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	

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 numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.
Allison's Coupon Pass Book.		
\$1.00 to 3.00 books	3	cents each

5 00 books	4
10 00 "	5½
15 00 "	6½
20 00 "	7½
25 00 "	8
50 00 "	12

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

Cleaner.	
4-oz. cans	\$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.	
HENRI JONAS & CO. Per gross.	
4-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-lb. " "	36 00
1-oz. flat " "	70 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle " "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
8-oz. " glass stop extracts	\$3 50
8-oz. " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters	3 50

Food.	
Robinson's patent barley 1-lb. tins	\$1 25
" " 1-lb. tins	2 25
" " groats 1-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.	
SOUTHWELL'S GOODS. Per doz.	
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50

Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate	per lb. 0 06
7, 14 and 30-lb. wood pails,	
Pure Fruit Jellies	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case	per doz. 1 50
5 and 7-lb. tin pails	per lb. 0 09
7, 14 and 30-lb. wood pails	0 09

BRAND & CO.

Brand's calf's foot	\$3 50
Real turtle jelly	7 75

BRAND & CO.

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RECKITT'S BLUE and BLACK LEAD

{ Always give your
Customers Satisfaction

Established 1825.

Bertrand & Co.'s

3 Factories in France

are

Lyons

Grigny and

Le Havre,

—where they manufacture the finest

—quality of

MACARONI
VERMICELLI
SPAGHETTI

—and

Fancy Alimentary Pastes.

The firm obtained the **HIGHEST AWARDS** at **ALL EXHIBITIONS.**

NOTE

Special quotations to the wholesale trade, for direct importation, or from our stock in Montreal.

HENRI JONAS & CO.

— AGENTS —

MONTREAL, P. Q.

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5c. ... 1 00
5c. ... 1 00
Dc. ... 1 80

BE WISE

PLACE YOUR ORDER WITH A RELIABLE FIRM FOR THE FOLLOWING GOODS :

We Are Leaders

- 100** CASES Best Table FIGS, in boxes. Size of fruit, 1-7/8 inch., 2, 2 1/4, and 2 3/4 inches. 12-oz. boxes and 1-lb. boxes, Glove Shape. Part shipment of these now on the way.
- 2,000** TAPNETS COMADRE FIGS, "Not Malagas." Finest quality, about 33 lbs.
- 1,000** BOXES MALAGA Choice "Seeded RAISINS," 1-lb. cartoons. "Something New." "Attractive Package."
- 1,000** BOXES Choice SULTANA RAISINS, all grades, square and flat boxes.
- 1,600** BOXES MALAGA Choicest LOOSE MUSCATELS, 2-crown RAISINS, 22 and 50-lb. boxes.
- 100** BALES Best Quality "SICILY FILBERTS."
- 50** BALES PURE "MAYETTES" GRENOBLE WALNUTS, to be here shortly.

These are part of our purchases to arrive in October and November. All of the best quality. Our prices, as you know, are always the lowest. Let us hear from you.

We Want Your Trade

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of TEAS, WINES and LIQUORS.

Distributors of the Famous "UBERO" Coffee.

MONTREAL, Sept. 23rd, 1903.