

SPECIAL FEATURES—THE FISH TRADE—OTTAWA EXHIBITION ILLUSTRATED.

THE CANADIAN GROCER

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

VOL. XVIII.

MONTREAL AND TORONTO, SEPTEMBER 30, 1904.

NO. 40. 111

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

**ROBINSON'S
PATENT BARLEY**



Raised on It.

This is the New Biscuit

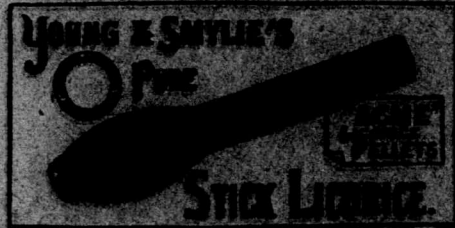
SOLEIL

A moderate priced sweet biscuit that is
already beginning to sell well.

Christie, Brown & Co. Limited
TORONTO AND MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

National Licorice Co.



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

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

Package version



This is an age of package goods and the discerning grocer will give the preference to brands which he knows to be reliable.

Baking Soda sold in bulk loses its strength, which means dissatisfaction. You can be assured your trade by giving the preference to

Cow Brand Baking Soda

SOLD ONLY IN PACKAGES
JOHN DWIGHT & CO., NEW YORK

FINEST QUALITY EXTRA CIDER VINEGAR FOR PICKLING

THE W. H. WILSON CO. DISTRICT OFFICE Tillsonburg, Ohio

OAKLEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKLEY & SONS, LTD.
LONDON
Every Shop and Store that carries
Warranted to be the best
JOHN OAKLEY & SONS, LTD.
LONDON

THE W. H. WILSON CO.
Tillsonburg, Ohio
DISTRIBUTORS
OF
FINEST QUALITY
EXTRA CIDER VINEGAR
FOR PICKLING
THE W. H. WILSON CO.
Tillsonburg, Ohio



Wasting Your Energies?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,
Montreal. Toronto.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

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

Established 1865

APPLES

Finest quality for some years.

Write or wire us for prices.

W. H. Millman & Sons
Grocery Brokers

27 Front St. E., - Toronto, Canada

CALGARY.

Are you
Represented in the West ?

If not, write us and get in

ON THE GROUND FLOOR.

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

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

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

Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

Manufacturers'
Representative

CHAS. MILNE
Commission
Merchant

WRITE ME.
P. O. Box 223, VANCOUVER, B.C.

Sell Flower Pots.

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

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.

Excellent Storage Accommodation.
Consign Your Cars to Us.

**EASTERN MANUFACTURERS
-AND-
SHIPPERS.**

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

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

BRANDON.

THE WILSON COMMISSION CO., Limited
BRANDON, MAN.

Commission Brokers,
Storage

Correspondence Solicited.
If you have any snaps let us hear from you.

GENUINE

**PRATTS ASTRAL
LAMP OIL**

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

WHOLESALE ONLY.

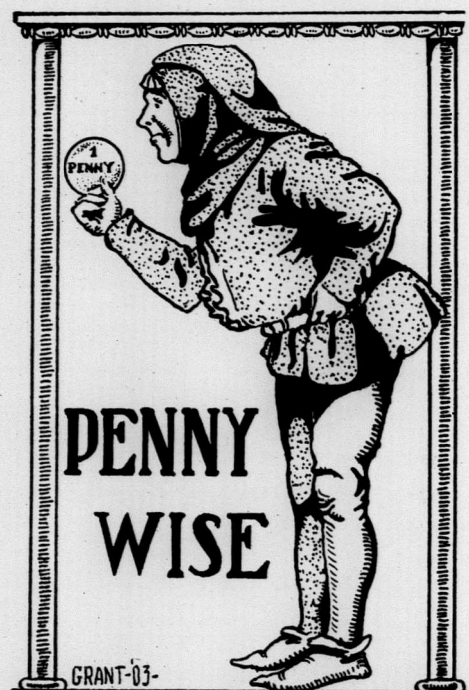
THE QUEEN CITY OIL COMPANY, Limited,
TORONTO, ONT.

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.



**PENNY
WISE**

GRANT-03-

The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

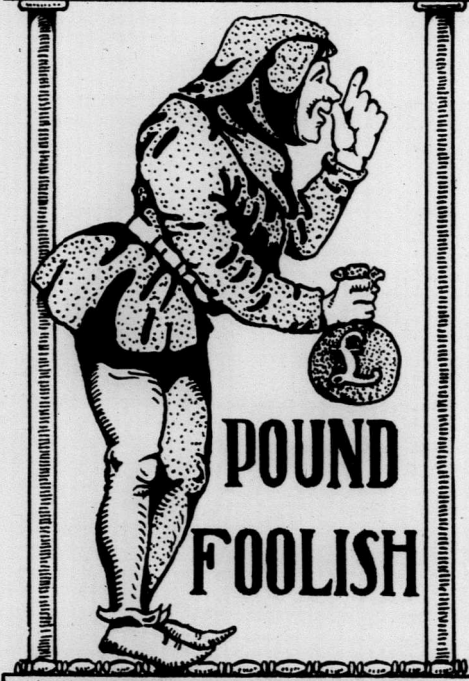
Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?



**POUND
FOOLISH**

MAGLEAN PUBLISHING CO - DEPT. OF ADVERTISING SERVICE

At Its Height Now is the PICKLING SEASON

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

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.
 96-104 KING ST., MONTREAL
 Telephone Bell Main 65.
 " Merchants 522.
 TELEPHONE MAIN 3171
 Telephone orders receive prompt attention.

CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP



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

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

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

The Capstan Mfg. Company
 TORONTO, CAN., CAN.

**PLENTY OF
LIGHT ATTRACTS
ATTENTION TO
A STORE.**

**THE AUER GASOLINE LAMP
GIVES 100 CANDLE POWER at a
cost of 7c. a week.**

Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.

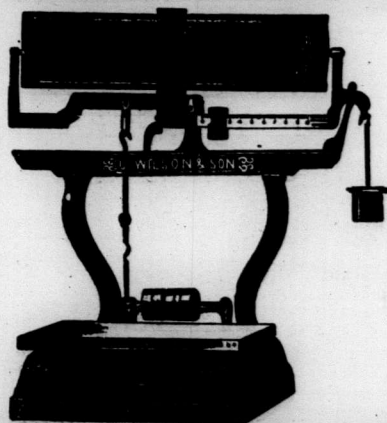
AUER LIGHT CO., - MONTREAL,
Sole Makers.



You wish to
increase your
trade.

Well, the way to do it is to keep a good brand of goods on your shelves. Pickles are something a grocer cannot be without. Our brands of "Sterling" pickles and relishes need no foolish boasting. The people know them to be good pickles and will ask for them.

The T. A. LYTLE COMPANY, Limited
 Manufacturers of High-Grade Pickles.
 124-128 Richmond St. West, TORONTO, Can.



Paid For Itself.

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

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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

Yours truly,

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

C. WILSON & SON, Limited, TORONTO.

No amount of argument
will convince a tea drinker
that has been accustomed to
the delicious, fragrant and
healthful teas of

JAPAN

that the change to the strong,
astringent and nerve-destroying
Indian and Ceylon makes
is an improvement in the diet.

Stick to the Best—JAPAN TEAS

"Let the GOLD DUST twins do your work."



Why break your back to keep your floors clean?

GOLD DUST

will do the work twice as well, in half the time, at half the cost. It's the modern cleaning substitute for soap. A household without GOLD DUST is almost as badly off as a ship without a rudder. For your own sake try GOLD DUST in cleaning. You'll never again be without it.

THE N. K. FAIRBANK CO., - - Montreal.

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BUY
Star Brand

**COTTON
CLOTHES
LINES**

- AND -

**COTTON
TWINE**

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

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



**IF
FLIES CARRY
DISEASE**

**AS YOUR CUSTOMERS
WELL KNOW**

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?
WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?
WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

**They Cost
Something,
Of Course.**

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.



IF A MAN WANTS CREDIT

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

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

TEA.

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

COX'S

**SPARKLING
GELATINE**

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

**Always Uniformly Strong,
and always trustworthy.**

Sold in shredded form in well-known checkerboard boxes.

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

BURLINGTON CANNING CO.,
Burlington, Ont. Limited.

We are sellers of **QUALITY**
Gallon Apples, FIRST

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

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

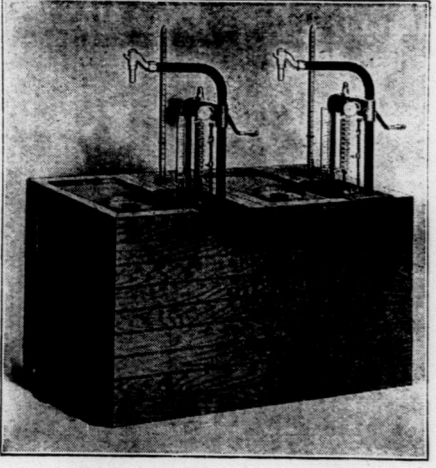
WRITE FOR QUOTATIONS.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

WILL IT PAY?



Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle *oil of any kind* it will pay you to purchase a

**BOWSER
SELF MEASURING
OIL TANK**

Let us ask you a few questions:—

Is it worth 10 cents a day to handle your oils without waste?

Is it worth 10 cents a day to sell your oils without loss of time or labor?

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all of these advantages?

Let us give you full particulars.

Ask for Catalog "B."

S. F. Bowser & Co., Fort Wayne, Ind.

THE MAN IN BUSINESS

IS IN BUSINESS FOR MONEY

It is money that makes the mare go.

In the matter of his tea sales it is even now a safe assertion that the average grocer makes more money out of

Ceylon Teas

than he does out of other makes. And if he can and will endeavor to expel from his stock all other teas, he will greatly simplify matters, make a better tea business for himself and give his customers a better article. There is no doubt about all this being so, though some, it may be, require some persuasion.

**Two
Lines
That
Lead.**

A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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



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

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.

LIMITED

WALKERVILLE, ONT.

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S



BRAND

D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC

We own up to it

that we are surprised at the way our own goods have sold. This is our first season, and while we were assured from the beginning that we needn't worry about the sale of our goods, we scarcely expected to see them go so fast, and to have so many retailers in every part of Canada put them in stock. New things generally go a little slower than that. Of course, we have given

The Old Homestead Brand of Canned Fruits and Vegetables

a pretty good shove, but we have been met more than half way by both the jobbers and retailers.

The retailer is harder to get at than the jobber, and we always want the man hardest to get, so we ask you to just give THE OLD HOMESTEAD BRAND a trial order. Get these goods from your wholesale grocer—one case or five cases—to try them. Then you will know what we have been talking about.

The Old Homestead Canning Co. Picton, Ont.

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

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

MADAM HUOT'S COFFEE

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

THE BEST

High-grade Goods in Teas, Coffees, Spices and Vinegars.

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

MARKET ON ALL TEAS: VERY STEADY.

JAPAN CROP will not be as large as expected, especially for good teas in the cup.
CHINA GREEN are exceedingly good values at to-day's prices.
CHINA BLACK very firm, and no Common kind can be laid down to sell at less than 11½c. in Half-chests.
CEYLON AND INDIAN BLACK are in good demand at firmer prices.
CEYLON AND INDIAN GREEN are not made any more in the countries of their growth, but there are plenty on hand in Canada to fill all requirements. Prices **FROM ME** are attractive.

JUST IN.

See my Samples.

- 53 Crates, 8—5lb. boxes each, fine Ceylon Black Orange Pekoe Tea, at - - - 22½c.
- 50 Half-chests good uncolored Japan Siftings, at - - - - - 6c.
- 50 Cases 80—11b. paper packets each, fine uncolored large Siftings, at - - - 8½c.

Ex STR. EMPRESS OF INDIA — from Shanghai, China.

- 50 Catties Extra Curio Choice and Fancy Pea Leaf Gunpowder Tea, at - - - 22½c.
- 7 Cases Extra Choice and Fancy Nankin Moyune Pinhead Gunpowder Tea, at - 37½c.

From TAMSUI, ISLAND OF FORMOSA.

- 20 Packages Extra Choice Fancy Leaf Formosa Oolong Tea, at - - - 40c.

From YOKOHAMA, JAPAN.

- 101 Half-chests Good Common Sundried Japan Tea, at - - - - - 12½c.
- 17 Packages "Peacock" (Registered Brand) Fancy Japan Tea, - - - - - sold

IN STOCK AND TO ARRIVE.

- 250 Half-chests large, clean, extra fine liquoring Uncolored Fannings, at - - - 8½c.

**This lot is the finest value you
will see this season.
Ask for samples.**

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

"QME"
Baking Powder, Vinegar,
Spices, Coffee

CURRENTS

May Castle — Paradise

CHOICEST SELECTED

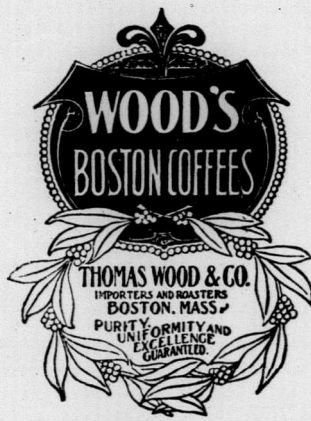
SELECTED

These two brands are produced in a specially selected and favored district in Greece, renowned for the handsome appearance and unequalled flavor of its fruit. Approved by the Greek Government as being of superior quality.

PACKED SOLELY FOR

W. H. GILLARD & CO., - Hamilton

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



VICTORY—

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

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

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

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

WOOD'S COFFEES.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St.

MONTREAL


TEA ROSE DRIPS

**A PURE
CANE-SUGAR
SYRUP**

of unsurpassed excellence, which sells well and gives uniform satisfaction—enough said.

ROSE & LAFLAMME, Agents,
MONTREAL.

Every Grocer has the desire to do a good business in coffee. But how many do?

Read This  It's True

By selling **PATERSON'S CAMP COFFEE ESSENCE** you give your customers an article that gives such satisfaction that they will stay with you.

ROSE & LAFLAMME
Agents, Montreal.

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A Nova Scotia Fishing Town

A GLANCE at a map of the Maritime Provinces is sufficient to impress one with the great extent of coast line on our Atlantic seaboard. The shore line is a succession of indentations and projections with a generous

industry, for Canso is a fishing town par excellence.

The nearest railway to Canso is the Intercolonial at Mulgrave, with which there is steamer connection, and via which a great deal of fish reach the outer world.

junction to build their houses upon a rock.

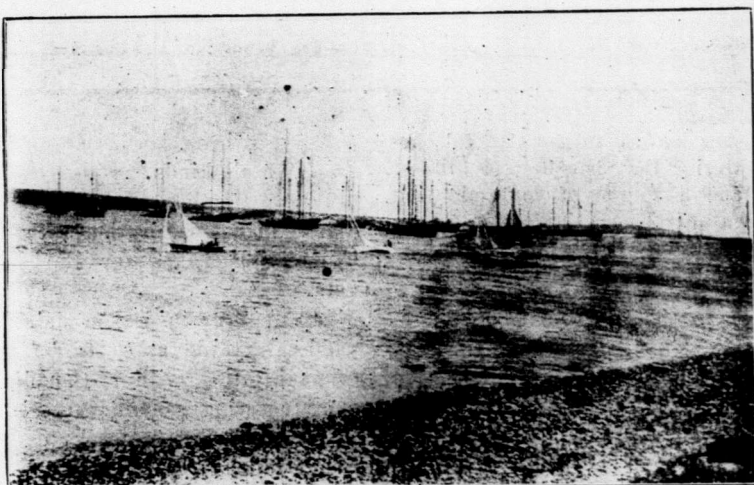
At the waterfront, as before mentioned, are the docks. Here in the mornings the fishermen come in, their boats laden with cod, haddock, pollock or hake, fresh from the water.

Formerly the fish were all salt dried. The heads and entrails were removed, the fish were put in brine for a time and then exposed to the sun and wind until dry. Then they were piled into great stacks and allowed to sweat, after which they were ready for shipment.

The more modern method, however, is to ship them in ice to the western markets, in which state they bring much higher prices. The lack of proper transportation facilities interferes considerably with the development of this industry, which in the hands of A. N. Whitman & Son and Andrew Wilson & Sons has made considerable advancement.

The smoked and canned fish business has also been developed to a degree in Canso, and the finnan haddie industry here has of late years become of real importance.

Canso prides itself on being at the very centre of the bank fisheries, and looks forward to a bright future when more capital is brought to bear in gathering the harvest of the sea. At present fishing is carried on by two classes of fishermen or rather vessels—the small boat with one or two dories and a crew of from 3 to 7 men, and the large vessel with 6 to 9 dories and 14



View of Canso Harbor, showing Part of Fishing Fleet in Distance.

sprinkling of islands, all affording bases for the splendid fishing industries carried on in these parts, and providing the greater part of our Canadian exports of fish and fish products, which for the year ending June 30, 1904, aggregated over \$10,000,000.

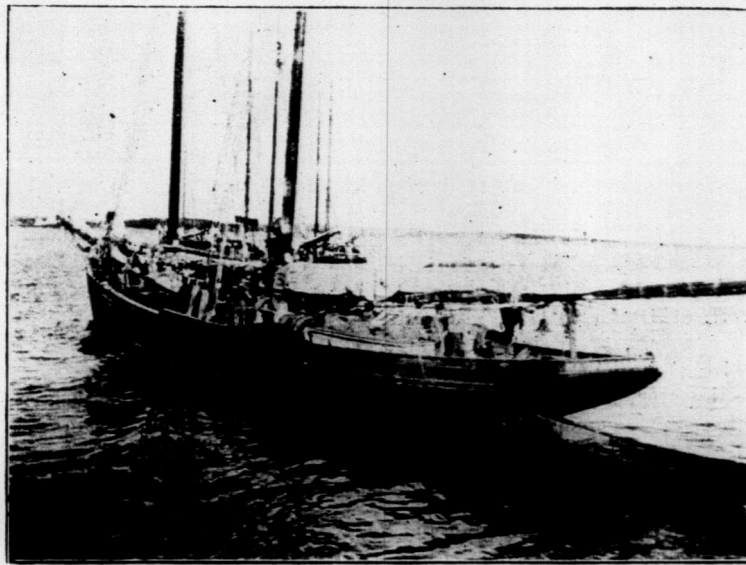
One of the most noticeable heads of land running out into the sea will be found at the extreme eastern end of Nova Scotia, reaching out as if striving to bridge the distance to Newfoundland.

Almost at the end of this cape, built on the solid granite and sheltered from the storms of the Atlantic by a barrier of low island rocks is situated the fishing town of Canso—for over two hundred years associated with the cod fisheries of the North Atlantic.

In this safe haven the bank fleet make their rendezvous and take on supplies and bait before striking out for the fishing grounds. Here at times may be seen as many as 200 "Bankers," representing the Canso and Lunenburg fleets, with perhaps a number of visitors flying the Stars and Stripes.

At the water's edge are located the wharves and fish houses, flanked by the yards for drying the cod. Higher up rise the comfortable dwellings of the citizens, practically all of whom are engaged one way or another in the fishing

Coming into Canso in the evening one is much impressed with the solidarity of the place. The islands forming the harbor are barren of vegetation, with the possible exception of a dark green moss. Some, indeed, swept with the tides, are but smooth grey granite. The rock is abundantly evident on the shore and the inhabitants have for the most part, perforce, obeyed the scriptural in-



A Banker waiting for Bait in Canso Harbor.


RISING SUN
 IN **CAKES**
 WELL KNOWN AND RELIABLE

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




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

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

MORSE BROS., Proprietors, Canton, Mass.

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

to 20 men. The former ranges from 4 to 20 tons, and the latter will average 100 tons. The small boat fishes comparatively near shore; the larger one can go out much farther and is built to weather severe gales.

Mackerel, halibut, herring and salmon are also taken in the Canso territory, but the cod and haddock fisheries are perhaps the most interesting.

Heretofore the deep sea fisheries have been handicapped by the lack of bait during part of the season. Squid is used for bait, and may be taken in mil-

enable fishermen to turn to useful account material that has been a bill of expense and a source of contamination to the water. When these plants are completed the condition of the fishermen should be materially improved and the importance of Canso as a fishing centre enhanced.

INQUIRIES FOR CANADIAN TRADE.

THE Department of Trade and Commerce, Ottawa, is in possession of specifications of banana crates

powder, prime chocolate powder, and soaps of all kinds.

141. A Hamburg firm has asked to be placed in communication with Canadian shippers of beans for European markets.

142. A firm in Devon doing a large wholesale trade asks to be placed in communication with a Canadian house manufacturing general groceries, etc.

143. A Cardiff firm asks to be placed in communication with exporters of cases from Canada complete with cardboard packings.

144. Inquiry is made by a British correspondent for the names of Canadian manufacturers of high-class butter with 11-4 per cent. salt, for printing and rolling purposes, who desire to be represented in this country on commission.

145. A firm in Trieste (Austria) has asked to be placed in touch with Canadian exporters of peas and beans.

The names of the firms or persons making these inquiries may be had by applying to the Department of Trade and Commerce, Ottawa. All persons desiring such information will be careful to mention the place under which the inquiry appears and the number.



View of Fish-drying Yards, Canso.

lions at some seasons of the year, while at others vessels may have to lie idle for months through inability to procure bait. A. N. Whitman & Son, assisted by the Government, are building a bait freezer which it is expected will overcome this difficulty, so that bait will be available in ample quantities at all times.

A reducing plant is also in course of construction at Canso to convert non-edible fish and fish offal into oil glue and fertilizer. This will give a commercial value to the detested dog fish and will

and tomato and potato boxes suitable for the Canary Islands' trade and will be glad to forward copies of these specifications to Canadian firms interested. (8).

The following inquiries in regard to Canadian trade have been received by the High Commissioner for Canada, in London, Eng.

140. Inquiry is made by a London house respecting the prospects of doing business in Canada in pure Dutch cocoa

CANADA AT LONDON, ENGLAND, EXHIBITION.

According to the English press, the Canadian exhibit at the grocery exhibition, Agricultural Hall, London, Eng., is one of the chief features of the show. Mr. F. W. Leigh president of the Federation of Grocers' Association in commenting on the excellence of Canada's display said he hoped the enterprise displayed by the Canadian Government would next year be emulated by other colonies with a view to binding still closer the daughters to the Motherland.

CHEESE SAFES

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

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

BROOMS BROOMS BROOMS

Made from the finest selected Whisk Corn by

UNION LABOR.

Ask for the "SIGNAL" brand and take no substitute.
Give us a trial order, including Whisks and Toy Brooms.

James Turner & Co., - Hamilton

WHOLESALE GROCERS.

WE HAVE IT ONCE MORE

TARTAN Japans to retail **25c**

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

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

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

RETURNED
OCT 2 1904

cut Book 25

NOW SHIPPING

Returned to CANADA
CREAM CHEESE
Rich and Delicious.
KEEP IN A COOL PLACE.

Returned to Kinnear & Co.

With the opening of the fall season we are now shipping

Canada Cream Cheese

and are prepared to fill orders promptly for this favorite article.

Please order as early as possible in small quantities only.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED
MANUFACTURERS AND AGENTS
51 COLBORNE STREET, TORONTO, ONT.

Business Changes

ONTARIO.

W R. KILPATRICK, general merchant, Copper Cliff, has assigned to Daniel L. McKinnon; meeting of creditors Oct. 1.

E. Jones, grocer, Exeter, is closing up business.

G. Banghart, general merchant, Cairo, is selling out.

W. R. Mack, miller, Cornwall, has advertised his business for sale.

J. Balfour, general merchant, Kippen, has admitted G. L. McCandless to partnership.

C. M. Irwin, general merchant, Arthur, has advertised his hardware business for sale.

A meeting of the creditors of N. P. McIntyre, grocer, Durham, is to take place on Oct. 4.

G. E. Dalby, grocer and coal and wood dealer, Toronto, has advertised his business for sale.

The meeting of the creditors of M. Greenspoon, general merchant, Hawkesbury, was announced for Sept. 29.

QUEBEC.

D. Godin, flour, coal, etc., dealer, St. Johns, has assigned.

N. Bedard & Cie., tobacconists, Montreal, have dissolved partnership.

The assets of J. A. Lafranc, grocer, Grand Mere, are advertised to be sold.

O. Jacques, wholesale provisioner, Quebec, has been partially burned out.

D. Richard, general merchant, St. Raymond, has assigned to V. E. Paradis.

The assets of L. E. Desilets, general merchant, Shawinigan Falls, have been sold.

J. Render & Co., biscuit manufacturers, Montreal, have dissolved partnership.

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C. I shoes, feigh

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E. Westv Ada own r

W. North

I. I dead.

R. sold

IN STOCK**NEW CROP****FINEST SELECT
VALENCIA
RAISINS****THE DAVIDSON & HAY, LIMITED**

Wholesale Grocers, Toronto

The assets of S. H. Frigon & Cie., general merchants, Three Rivers, have been sold.

The assets of Alex. Hamel, grocer, Ancienne Lorette, were advertised to be sold Sept. 28.

The assets of J. H. Constantin, general merchant, Nominigue, are to be sold on Oct. 1.

J. G. Lacoste, general merchant, St. Andre Avelin, has succeeded Mrs. J. N. Valliere in business.

The stock of L. Faucher, grocer, Quebec, has been damaged by smoke and water; partially insured.

J. H. Therien, general merchant, St. Gregoire, has assigned; meeting of creditors announced for Sept. 26.

I. Laberge & A. Laberge, Beloeil Station, have registered under the style of Laberge & Cie., hay and grain dealers.

NEW BRUNSWICK.

C. R. Mitchell, dealer in groceries and shoes, Sussex, has sold to N. W. Eveleigh & Co.

NOVA SCOTIA.

T. Gentles & Sons, grocers, Dartmouth, have assigned to Geo. E. Faulkner.

Partnership has been registered for J. R. and J. A. Campbell, to do business under style of John R. Campbell & Co.

G. C. Cook, wholesale fruit and produce dealer, Halifax, has been burned out; loss \$4,000; covered by insurance.

E. W. Weddleton, confectioner, etc., Westville, has registered consent for Ada Weddleton to do business in her own name.

PRINCE EDWARD ISLAND.

W. E. Sullivan, general merchant, Northam, has assigned.

MANITOBA AND N.W.T.

I. B. Buason, grocer, Winnipeg, is dead.

R. H. Winram, grocer, Winnipeg, has sold to Archdekin Bros.

D. J. Dutton, general merchant, Sintaluta, has sold to Bell Bros.

C. F. Travis, miller, Elkhorn, has advertised his business for sale.

McClocklin Bros., general merchants, Red Deer, have been burned out.

A. Jeens, general merchant, Winnipeg Beach, has moved to Winnipeg.

W. A. Robertson, general merchant, Lewisville, has sold to J. G. Gibbon.

Hastings & Kelly, general merchants, Sintaluta, have dissolved partnership.

Lorimer & Brawn, general merchants, Crandell, have sold to Brawn & Warren.

A meeting of the creditors of J. S. Greig, grocer, Winnipeg, has been held.

J. S. Dart, general merchant, Meota, has been succeeded by Dart & Fitzgerald.

A. C. McIntosh, general merchant, Penhold, has assigned to J. W. Mitchell, Penhold.

R. W. Wallace, tobacconist, Lethbridge, has admitted A. Houlton to partnership.

The stock of Morino & Walter, general merchants, Coleman, has been sold to A. V. Lang.

The stock of W. S. Grout & Co., general merchants, Swan River, has been sold by sheriff's sale.

R. Cross & Co., general merchants, Killarney, have sold their Holmfield branch to H. T. Lewin & Son.

BRITISH COLUMBIA.

C. E. Peck, confectioner, fruiterer, etc., Vancouver, has been succeeded by A. O. Madill.

Jas. McNichol, general merchant, Midway, has suffered loss by fire; partially covered by insurance.

The Stapleton Salt Works, Clinton, Ont., have closed down indefinitely. One of the reasons assigned is that the Canadian market is monopolized by English salt, which comes in free of duty.

**Upton's**

**Jams,
Jellies
and
Orange
Marmalade**

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

YOUR CUSTOMER'S APPETITE

CAN BE SATISFIED, IF IT'S GOOD—
CAN BE COAXED, IF IT'S POOR, BY

**“HALIFAX,” “ACADIA,”
AND “BLUENOSE” BRANDS
OF PREPARED CODFISH**

The question for you to decide is whether it is worth your while to take sufficient interest in his appetite to interest him in these fish. Lots of wide-awake grocers think that it is, with the result that they have lots of business just in these fish alone and lots of profit arising from the handling of them. How about yourself?

BLACK BROS. & CO., Limited

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

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

THE CONDITION OF THE MARITIME FISHERIES*

THE fisheries of the Atlantic seaboard and its adjacent waters are second to none in the world. The Portuguese and the French realized this nearly four hundred years ago and fitted out large expeditions to exploit the fisheries of the new world.

The Government of Canada has, during the last twenty years, very profitably expended large sums of money in the scientific development of the agricultural resources of the country; but up to the present time very little effort has been devoted to the scientific development of the fisheries.

THE COD FISHERIES.

The cod fishery has, by the efforts and enterprise of the industrious inhabitants of western Nova Scotia, reached a very high state of development in that section. This is chiefly confined to the bank fishery, which employs three hundred vessels, manned by four thousand men; and it is only necessary to visit the sea-coast towns in western Nova Scotia to be convinced that the industry has been an eminently successful one.

The growth of this industry has been slow; it has taken 125 years to put it on the profitable and permanent basis upon which it now rests. Its development has depended upon the experience obtained by those engaged in the industry, picked up little by little by successive generations in an unscientific and unsystematic way, and from sources not the most reliable. I doubt now if the knowledge possessed of this great industry is anything like as perfect and complete as it should be and would be, if scientific thought were applied to it.

The methods of curing the fish and preparing them for market are about the same as were employed by the early discoverers of the country nearly four hundred years ago and must admit of very considerable improvement.

In Prince Edward Island and the Gulf of St. Lawrence generally, at certain seasons of the year, the waters abound with codfish; and if the attention of our fishing population were properly direct-

ed, this fishery might be made to yield a very large return.

HERRING

I shall now take up the herring fishery, and my remarks on this fishery apply to the Gulf of St. Lawrence generally, and to Prince Edward Island particularly.

The herring fishery is a source of wealth, which is almost absolutely ignored, and yet I believe in time it will become one of the chief sources of revenue to Prince Edward Island, and other portions of the Gulf of St. Lawrence. There is no fish that swims in the sea so popular as the herring—none for which there is such great demand. The herring fisheries of England, Scotland, and Norway are reckoned among the chief industries of those countries. It gives employment to thousands of people, and millions of pounds find profitable investment in it. The trade journals of the United States from time to time make mention of the fact that the demand for herring is increasing at an enormous rate every year, and at times it is difficult for dealers to supply the demand. Large consignments of herring from the United Kingdom and Norway arrive in New York every week, where they find a ready market at good prices. We have the herring here as good, I believe, as the Scotch or Norwegian herring, if we employed the same methods of curing. Why should we not get a share of this trade?

From inquiry and personal observation I am satisfied, that the shoals of herring that approach our shores in the early Spring to spawn remain at no great distance from the coast, during the Summer and until very late in the Fall. That these fish could be taken in large quantities by employing the drift-net fishing-system, such as is used in Scotland and Norway, I have not the slightest doubt; and judging from the specimens I have seen taken in gill nets in September and October, the fish are as good as those taken in any part of the world, if they were cured and prepared for market in the same way.

In support of this contention I quote the following extract, taken from the

report of Inspector Duvar, dated Alberton, P.E.I., 1887, and embodied in the report of the Royal Commission, appointed by the Dominion Government in 1888 to inquire into the herring fisheries of Great Britain and Holland:

“Actual proof has this year been obtained of the correctness of an impression which I have frequently expressed in reports and otherwise, that the coasts of Prince Edward Island might be made the seat of a great herring fishery.

“Along the north coast, especially off King’s County, herring were seen this Fall, and some thousands of barrels were taken, equal to Labrador. According to appearances, this fishery has only to be pursued with energy to attain large proportions.”

Proceeding, the report says: “While, from certain favorable circumstances, referred to by Mr. Duvar, Prince Edward Island would be a good locality in which to commence experiments in drift-net fishing, we think that experiments should not be confined to the coast of that island, although there seems little reason to doubt that such a fishery could be successfully established there. We think that experiments with a view to deep-sea drift-net fishing should be made along the entire Atlantic coast of the Dominion. We think that such experiments and the preliminary expense would be more than any combination of our fishermen could bear, and more than any syndicate of fish merchants would be disposed to furnish, especially in a branch of the fishing business, in which, when once developed, everybody could participate. The subject is one of great national importance, and could only be successfully undertaken and successfully carried out by Parliament and the Government, through the department. The Governments of the herring-fishing nations of Europe, Britain, Holland, Norway, Sweden, and France have spent large sums of money in developing and encouraging the herring fishery in their respective countries; and there can be no doubt that Canada will do what may be necessary in this matter. To this end we are of opinion that at least six boats, being

* An address read by Mr. Tidmarsh before the Maritime Board of Trade Convention at Moncton, N.B., Aug., 1904.

two for each province, of the class and build of the Wick boat, with modifications, bringing the boat more into harmony with American lines, and rendering the boat more suitable for our coasts in the prosecution of drift-net fishing, should be procured by the general Government, together with the necessary number of nets, a drift of 40 or 50 to each boat.

"That four men out of the seven constituting a crew, one of whom should be skipper for each boat, should be imported of the best men to be had on the east coast of Scotland—with three local men additional for each boat, picked men, supplied from among the fishermen of the respective provinces, practical herring fishermen thoroughly acquainted with the local tides and currents and the harbors on the coasts. As fast as these local men became instructed in the system of deep-sea drift-net fishing, they could retire, leaving their places to be filled by others ready to avail themselves of the advantages of this educational process.

"Scotland imported experienced fishermen from Holland, in 1750, to teach her fishermen the proper modes of fishing herring. Boats can be modelled and built, and nets made by our own people. The whole amount necessary to test and develop drift-net fishing would not be great, while the results of the experiments, if successful, would be of the greatest importance not only to the fishermen individually and the provinces locally, but to the trade, commerce, and national wealth of the Dominion at large."

I am strongly of the opinion that the introduction of the deep-sea drift-net system, so successfully employed in Scotland and Holland, would be the beginning of a new era in the history of the Gulf fisheries. Not only would the herring fishery be developed, but the mackerel fishery might thereby be restored to its former state of productiveness.

MACKEREL.

Years ago, before the advent of the purse seine, mackerel were caught in very large quantities in the waters adjacent to Prince Edward Island.

The large quantities of bait thrown in the water by the mackerel fishermen would in itself have a tendency to hold the mackerel in large bodies on the grounds, and the small fish life, which would naturally centre there, would be another potent factor in keeping the

schools of mackerel together. The absence of this concentration of the food-supply would have the effect of causing the great shoals to disperse. I think there is ample evidence in support of the contention that mackerel come in to the Gulf in as large numbers as ever; but there is nothing now to cause them to concentrate in any one place; hence they are scattered over a large area of sea-bottom in quest of food, and the deep-sea drift-net would make it possible to take them in large quantities.

EXPERIMENTAL STATION.

I understand that the Government has established an experimental fishing station at Canso, where the deep-sea drift-net system is being tried. I think the Gulf of St. Lawrence is more suitable than the Atlantic to this method of fishing, and I hope that should the experiment prove unsatisfactory at Canso, it will not discourage the Government from giving it a trial in the Gulf.

OYSTERS.

The oyster fishery in Prince Edward Island is not made to yield the returns it should, and until such time as the Government can see its way clear to grant areas of sea-bottom other than the natural beds to private individuals, for the purpose of cultivating oysters, the industry can never attain any greater development than at present. In fact we must look for a decline in the industry, as the public beds are being very rapidly depleted by indiscriminate fishing.

I can see no reason why the Government of Canada, or the Provincial Government, if it has the right to do so, should not grant areas of sea-bottom for oyster culture. To grant such areas would not in any way conflict with the rights of the public, and would be the means of bringing in a very large revenue to the country.

Some years ago the Dominion Government brought a very competent person to this country, for the purpose of instructing our people in oyster culture. I refer to Captain Kemp, who is thoroughly competent to fill such a position. Under Captain Kemp's supervision large beds were made at considerable expense, in different places, and large quantities of oysters were planted thereon. In other words regular oyster-farms were created. I do not know what definite plans the Govern-

ment had in view for making this system an effectual means of educating the people. I supposed at the time they were to demonstrate how oysters may be profitably cultivated and was surprised to learn that after the beds became productive they were thrown open to the public, who in a few days entirely depleted the beds that it took four years to make and bring up to a state of productiveness.

If those oyster-farms are of any use at all to the people of Canada, it is for educational purposes. The Government in that case should market the oysters and take the returns, thus demonstrating the practicability of oyster culture from a financial as well as from a biological standpoint. I feel sure if this matter were represented to the Government, it would gladly revise its methods of conducting this branch of the service.

LOBSTERS.

The lobster fishery—The salient feature of this fishery is its rapid decline. From all the fishery officers of the Maritime Provinces comes the report of this fact.

Mr. Matheson, inspector of fisheries for Prince Edward Island, reports under date of January 2, 1903: "You will notice that the pack of this crustacean has decreased about 7,000 cases," or 336,000 one-pound tins. Mr. Pratt, inspector for District No. 1, New Brunswick, under same date, reports in his district a decrease of 109,440 one-pound tins. Mr. Chapman, inspector for District No. 2, New Brunswick, reports: "I have again to report a great falling off in this fishery, and I am startled when I look over the returns for the past ten years, taking periods of three or four years."

In 1891, with 127,198 traps,	3,999,061 cans were packed.
In 1894, " 173,530 "	2,932,500 " " "
In 1898, " 185,820 "	2,311,500 " " "
In 1901, " 221,000 "	1,732,900 " " "

This valuable industry, which brought into Canada in the year 1902 over three millions of dollars, must at the present rate of decrease soon become a thing of the past. The erecting of hatcheries under efficient management, and a strict enforcement of the present law, is the only hope of keeping this industry alive.

The greatest decline in the fishery is plainly noticeable in those districts where illegal fishing is carried on.

INFORMATION NEEDED.

The chief cause that retards the development of our fisheries is the total

KING OSCAR SARDINES



The Success of the Season

Choicest Small Fish.
No Scales or Bones.
Moderate Price.

Pure Olive Oil.
Handsome Package.
Good Profit.

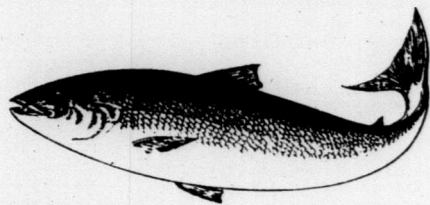
Finest Value in Sardines

New Pack arriving to:

BALFOUR & CO., - - HAMILTON.	M. MASURET & CO., - - LONDON.
W. H. GILLARD & CO., - - "	LIND. KERRIGAN & CO., - - "
MACPHERSON, GLASSCO & CO., - - "	TELFER BROS., - - COLLINGWOOD.
LUCAS, STEELE & BRISTOL, - - "	HICKS BROS. & CO., - - WINNIPEG.
JAMES TURNER & CO., - - "	JOBIN-MARIN & CO., - - "
DAVIDSON & HAY, - - TORONTO.	CAMPBELL BROS. & WILSON, - - "
JAMES LUMBERS, - - TORONTO.	CAMERON & HEAP, - - RAT PORTAGE.
PROVOST & ALLARD, - - OTTAWA.	R. CARSON, - - KINGSTON.
F. J. CASTLE CO., - - "	RANDALL & ROOS, - - BERLIN.
H. W. WENTZELL & CO., - - HALIFAX.	

JOHN W. BICKLE & GREENING, Hamilton, Ont., CANADIAN AGENTS

SOCKEYE SALMON



**"Sovereign" and "Lynx"
Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



NEW PACK

"Horse Shoe" SALMON

1-lb. flat tins are perfection.

Specially recommended for high-class trade.

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

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

lack of intelligent information concerning them; and until we are in possession of such information we shall not know exactly how to proceed. What we want to know in order to proceed intelligently along the lines of development are: The seasons of the year when the fish are on the coast; the localities where they resort in largest quantities; when they are in the most suitable condition for curing; the modern appliances

Royal Commission to enquire into the present working of the service and report to the Government such recommendations as they may find necessary to bring the service up to a higher state of efficiency.

BAIT FREEZERS

The establishing of bait freezers along the coast, aided by the Government, has been a move in the right direction, and the fish hatcheries operated by the Gov-

to it that our friends on the other side of the border do not capture it while we are sleeping.

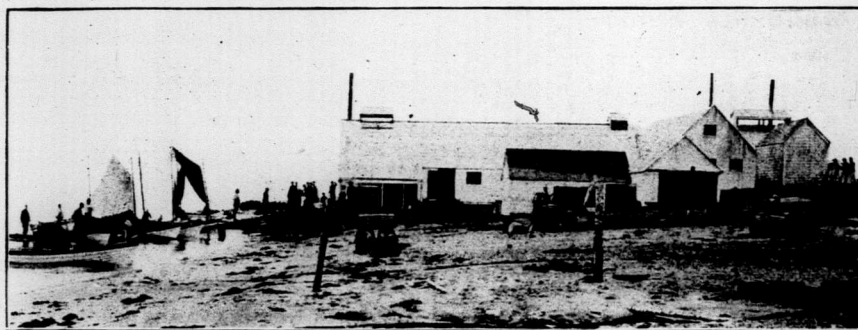
How Lobsters Are Taken

It will be news to most Canadians, at least to most inlanders, to learn that Canada possesses the most prolific lobster fisheries in the world; that for the year ending June 30 we exported nearly \$3,000,000 worth of this much sought for crustacean. Newfoundland shares with the Dominion in the possession of these rich fishing grounds, as well as the New England States to some extent, for the lobster is found all along the North Atlantic coast. His favorite lair, however, is in the waters and off-shoots of the Gulf of St. Lawrence.

This region is indeed the chief source of the world's lobster supply, other grounds having been largely fished out; and the demand for the lobster is so great that his extinction has been threatened even here. Recent legislation, however, and the establishment of hatcheries promise to avert such a calamity. For the last few years the outlook has been more encouraging and with more information about the habits of this shell fish and particularly of the requirements of the young an increase in productivity may even be expected.

THE FISHING SEASON.

The lobster is in first-class condition for catching as soon as ice gets out of



Lobster Factory of William McClure on Pictou Island. Lobster traps Piled in Foreground.

necessary for catching them; and the proper methods of curing and preparing them for market.

It is a deplorable fact, that a country like Canada, possessing the most valuable fisheries in the world, should bestow upon this great natural resource so little attention. We have no real knowledge furnished us by the Government of the kinds of fish that inhabit our waters, their migratory course, or the places where they centre in the largest quantities. I have searched the blue books of the Fishery Department in vain for such information. Other countries are in possession of all the facts pertaining to their fisheries; and until our Government places within our reach similar information we shall always be working under a great disadvantage.

PROTECTIVE SERVICE.

The fishery protective service costs the country about \$140,000 per year, and the administrative force on shore costs \$115,000.

The cruisers employed in the fishery protective service are entirely useless for purposes of defence; and the time has come when we should give up playing man-of-war and place the service under the control of some competent and patriotic Canadian, with instructions to handle it in such a way as to produce practical results. In my opinion the whole fishery service requires a thorough re-organization, and this can best be accomplished by appointing a

ernment for the artificial propagation of lobsters and other sea-fish will, it is hoped, prevent the depletion of those branches of the fisheries upon which the drain has been greatest; but we also want scientific men as conversant in fishery matters as the professors employed by the Department of Agriculture are in matters pertaining to agriculture, to instruct our fishermen in the



Lobster Fishermen Employed at William McClure's Factory, Pictou Island. Fleet in background.

modern methods of catching and curing fish.

The development of the Canadian north will open up in a few years a large outlet for our fish products. The sooner we are placed in a position to take advantage of this growing trade in fish right in our own country the better it will be for all parties concerned. Let us see

the Gulf in the Spring and fishermen have a chance to get after him. The season opens on April 20 and from that time on the life of the lobster is a precarious one until the beginning of the close season in the early part of August. After this time the lobster deteriorates. It is necessary for him to get rid of his shell in order to grow. So nature has

Pure Boneless Cod

Leonard's "Favorite" Brand.

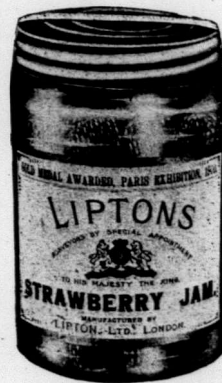
The leading brand of Boneless
Fish in Canada during the
past 20 years.

For sale by all wholesale grocers in the Dominion

LEONARD BROS.

Wholesale Fish Merchants,
St. John, N.B., Montreal, Grand River, Gaspé, Que.

LIPTON'S Strawberry JAM



Is made from Strawberries
and Cane Sugar.

It helps the reputation
of a store to sell and
push Lipton's Jams—
People come back for
more, and bring their
friends.

FOR SALE BY FIRST-CLASS
JOBBER TRADE.

For prices and other information address
THE CANADIAN SELLING AGENTS

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

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

BY NOVEMBER 1st

Our new buildings in course of construction will be completed, and we shall then be
in a position to meet the demands of both old and new customers for all kinds of

Fresh, Frozen, Smoked, Canned, Salted and Pickled

SEA FISH

It has been a source of very great regret to us that we have been unable to fill orders
with any degree of regularity since our fire in August a year ago. However,
we shall be able in the course of another month to meet all demands
and invite a continuance and renewal of past favor.

A. N. WHITMAN & SON, Wholesale Fish Dealers **Canso, N.S.**

provided that he shall shrink up until he can withdraw himself, from his bony covering and begin life anew in more commodious quarters. To catch the lobster during this period is sheer wastefulness. A provision has been enacted for preserving the permanent value of the lobster fisheries, by which no fish under 9 1/2 inches shall be taken. Whether or not this is strictly adhered to is another question.

THE LOBSTER INDUSTRY

is in many ways a peculiar one. The nature of the fish makes it necessary that it either be consumed or preserved

the packers who pursue some other occupation, own a small number of boats and put up a few hundred cases in a season.

This is made possible and profitable owing to the great demand, existing for canned lobsters and brokers representing European and American houses vie with each other in securing the output of the small factories.

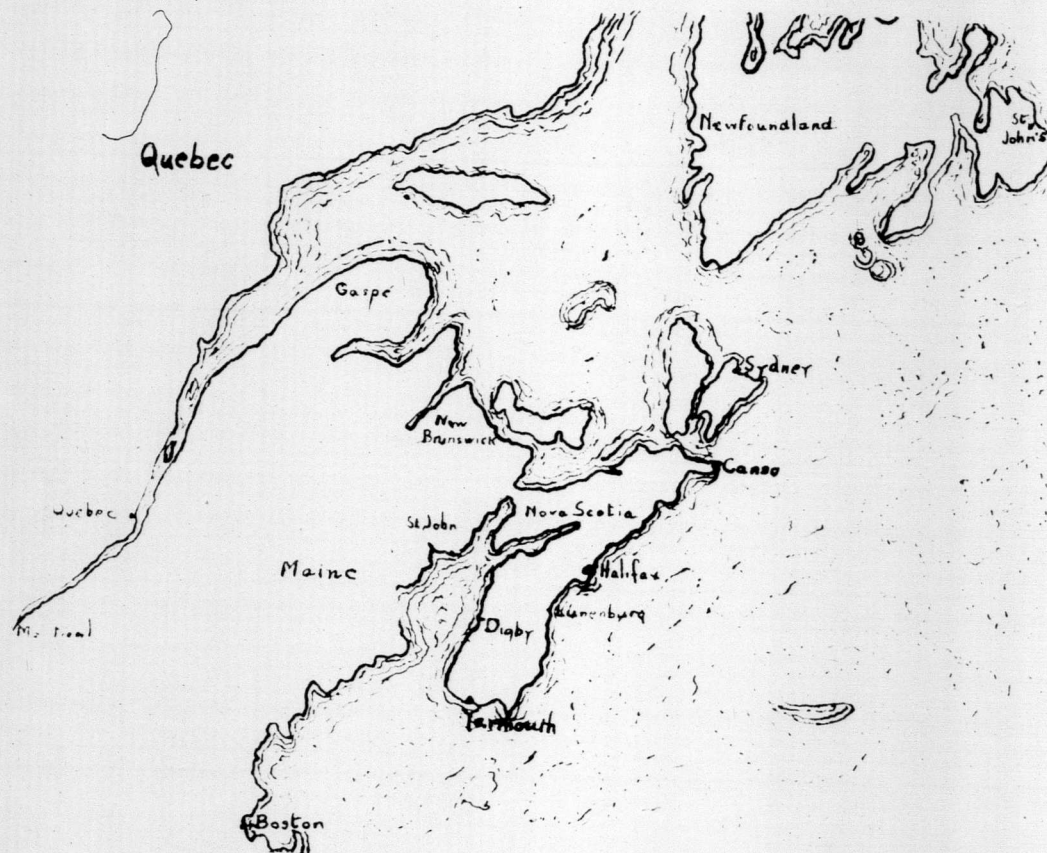
LOBSTER TRAPS.

Lobster fishing is an interesting process. The fishing gear is usually prepared before Spring opens. Early in April the fishermen take down their

trap itself resembles an hour glass. Having once entered through its wooden ring the lobster is unable to find his way out until he receives the assistance of the fisherman.

Some 50 traps are attached to a line each about 5 or 6 fathoms apart, and the line is laid with the current of the tide in from 2 to 12 fathoms of water. The ballast sinks the trap to the bottom and the line is marked by a buoy at each end.

Two men in a boat will fish 300 traps. One man in a boat will probably have 200 to look after. In the course of a season a boat will require 30 barrels of bait.



The Fishing Grounds of the Maritime Provinces—the "Banks" indicated by dotted lines.

without delay. Those fisheries therefore that have ready access to the express service ship large quantities of live lobsters packed in ice to the American cities, Boston being one of the chief markets. The value of these exports last year aggregated \$384,544. Lobsters that can not be marketed promptly must be canned.

This fact accounts for the astonishing number of small lobster canneries to be found scattered all about the Gulf. A number of the larger firms maintain a considerable lobster fleet and purchase the catch of independent fishermen; these, however, are few compared with

traps, ballast them with flat stones, and are ready to bait and set them the day the season opens.

The lobster trap, as a rule, is about 3 1/2 feet long and about 20 inches wide. It is made of slats with a door in the side through which the trap is baited and the lobsters withdrawn. The bait consists of herring chopped up and hung in the middle of the trap in a net bag enclosure. The ends of the trap are of net and lead almost to the centre. The opening in each end is a wooden ring the ends of which are held taut by being tied to each other. The entrances to the trap are thus funnel shaped and the

The traps are left over night; then the fishermen go to one end of the line marked by the buoy, take up the traps one by one, remove the catch, put in fresh bait and go on to the next.

WHAT LOBSTERS COST.

Anyone can catch lobsters; but a license, however, is required for a cannery, the fee being \$2 per hundred cases. No new license will be granted a poacher.

The fishermen are paid according to their catch. Where the packer supplies boat, supplies, bait, etc., from \$1.50 to \$2 per hundredweight is paid for the catch. Where the fisherman supplies

everything he gets from \$3 to \$3.50 per hundredweight for his catch. In a good season this pays well.

PREPARING LOBSTERS FOR THE MARKET.

Having removed the fish from the trap the fisherman runs in shore to the factory where the catch is placed in barrels and weighed.

Immediately the lobsters, while still alive, are thrown into boiling water where they remain for from five to ten minutes and until the red color is brought out, for it must be remembered that in his native lair the lobster is dark green in color with just a tinge of pink.

On being removed from the boiler the lobsters are placed in coolers; claws are broken off and thrown in one basket, tails in another, while the bodies are consigned to barrels to be converted in due course into fertilizers.

The claws are then cut with a cleaver and the meat removed, from claws as also from the tails. This is carefully washed in sea water and neatly packed in tins lined with parchment paper to prevent discoloration of the meat. The cans range from 1-4 pound to 2 pounds, talls, flats or picnic shapes as desired.

From the packing table the cans are taken to be sealed and soldered. They are then placed in iron trays and boiled in open steam boilers from an hour to an hour and a half. On being taken out they are punctured to allow the steam to escape and immediately resealed, allowed to cool and sent back for another hour's boil.

They are now ready for the testing room, after which they are cleaned, lacquered, labeled and packed in cases of 4 or 8 dozen for shipment to the markets of the world.

According to the latest trade and commerce reports for the year ending June 30, 1904 Canada exported canned lobsters to the value of \$2,519,816. Of this great Britain took \$908,617, United States \$781,737, France \$587,084 other countries \$242,378. Of our fresh lobsters the United States took practically the whole of our exports.

Canadian Scotch Cured Herring.

MR. JOHN COWIE, the Scotch herring expert brought over by the Canadian Government has already demonstrated that properly packed Canadian herring are equal to the best Scotch fish. Trial shipments to New York and St. Petersburg, the latter one of the most important markets for Scotch herring, have brought from \$10 to \$12 per barrel as against \$6 for

the same fish packed in the ordinary manner.

Seen in Canso recently by a representative of The Grocer Mr. Cowie spoke very encouragingly of the herring outlook. He explained the small catch this season, a matter regarded as ominous in some quarters, by pointing out

Mr. Cowie's Scotch nets. They say the Canadian fish are larger than the Scotch fish and cannot be taken in nets of this style. This is the local explanation of the small catch. Mr. Cowie is willing to give larger meshed nets a trial but believes the Scotch nets the best and points to the good catch in the



John Cowie, the Scotch Herring Expert, and a Group of Scotch Fish Girls taken at Canso. Mr. Cowie on the right.

that there is a Spring run and a Fall run, between which herring are very scarce. He did not get started till June 4 and thus got only the latter part of the Spring run. During this time the catch was satisfactory. When seen by The Grocer's representative the Fall run had not yet begun and the catch was so far light.

Local fishermen criticise the mesh of

early part of the season as evidence of the effectiveness of his nets.

Mr. Cowie's outfit for taking the herring is a steamer, known as Drifter "33," of 80 gross and 32 registered tonnage. The crew consists of two men in the engine room six on deck and the cook. They carry from 50 to 60 nets. When attached together and set these nets make a wall about two miles long

SEA FISH

All Kinds of Fresh, Smoked, Pickled Sea Fish in Season.

Write for Prices.

A. WILSON & SON, Wholesale Fish Dealers, HALIFAX, N.S.

Branch at Canso, N.S.



All Grocers Should Stock
THE STAVANGER PRESERVING CO.'S
Crossed Fish Brand
 Norwegian
Smoked Sardines
 Selected Fish—Pure Olive Oil—Patent Decorated Tins
 AGENTS FOR CANADA
 W. G. Patrick & Co., 29 Melinda Street, Toronto
 British Manfrs. Agency Co., Vancouver, B.C.

and 50 feet deep. They are set over night and hauled into the drifter next morning when the fish, caught in the meshes by the gills are shaken out.

The fishing is carried on from 15 to 20 miles from shore and consequently requires a well built steamer such as the drifter "33" for its prosecution.

Once caught and landed the problem is, how to cure the fish so as to bring the high prices commanded by the Scotch herring. Heretofore there has been no uniformity among the Canadian fishermen, except a uniform poor quality of barrel. The general practice, however, has been to cut open the fish, remove all the entrails and pour off the first brine.

The first requisite for Scotch cured herring is a very heavy, strong, tight barrel. As soon as landed the fish are given into the hands of girls who remove the gills and main gut without splitting. The fish are then packed in barrels, a layer of fish alternating with a layer of salt. When filled the barrels are headed and laid on their sides for 10 or 12 days. They are then reopened when the fish are found to have shrunk considerably, a part of the brine is poured off, the barrel filled up, the head pressed down and the fish are ready for market.

It is important that the fish be left in their original brine which is of a red color, since this retains part of the flavor and is one of the points on which the fish are judged in the European markets.

Mr. Cowie emphasizes the importance of securing greater information in reference to the habits of the fish. On the Scottish coast where the industry has been placed upon a scientific basis the most exact information as to the movements of the fish is always available and the fishermen govern themselves accordingly.

It has been demonstrated beyond a doubt that the quality of Canadian herring is first-class and that cured according to the Scotch method they will bring prices equal to the best. Mr. Cowie will continue his experiments for three years. Before that time it is to be hoped that the herring industry on our Atlantic coast will be one of the most important and profitable branches of the fisheries of Canada.

A photograph is published above showing Mr. Cowie and a group of Scotch fish girls. Canso harbor is seen in the background, and in the foreground barrels of the type used in Scotland.

Herring Plentiful in B. C. Waters.

According to the Victoria Colonist, herring are again running in the Gulf of Georgia, huge shoals of herring being visible all over the harbor just below the surface of the water, shoals so vast that the tide strands tons of the fish every year.

Boatmen simply shovel them into boats to be sent by the hundred barrels as bait for Vancouver halibut steamers. Japanese take them and squeeze out the oil for export to Japan; they are also used in the manufacture of guano. Two fishing companies turn them into human food, curing and salting them, and a trade is now being built up with the United States and Australia. It may not be long before Nanaimo becomes the Yarmouth of the Pacific. The quantity of fish is there and experts estimate the quality of Nanaimo bloaters and kippers as equal to the best caught off the Scottish coast.

Halifax Fish Fire.

The destructive fire at Halifax last week which destroyed the warehouses and offices of Black Bros. & Co., will in no way affect the filling of orders for this firm's products, as the curing and storing department of fish is located at La Have, about 40 miles from Halifax. The premises destroyed were devoted to the outfitting of vessels and the company's offices.

Fish Notes.

The Dominion fishery cruiser "Canadienne" is receiving a thorough overhauling after which it will proceed to the Gulf of St. Lawrence to keep a lookout for American mackerel fishermen during the Autumn fishing season.

Latest reports from Halifax say the mackerel fisheries off the Magdalen Islands has been a complete failure this season. Lobster fishing has also been poor.

As a result of a recent meeting between the Puget Sound Packers' Association and the Fraser River Cannery Association the price of salmon will be kept up during 1905, which is expected will be a big year. These two concerns had an agreement to keep prices up for two years. This agreement has now expired, hence the extension of time.

CANADIAN CUSTOMS TARIFF.

An extremely valuable handbook on the Canadian Customs Tariff has been issued by Morton, Phillips & Co., of Montreal. It is strongly bound in stiff

covers and is pocket size. The contents include full information on the British preferential tariff, a reprint of the Franco-Canadian treaty, regulations regarding the surtax, a list of the 1904 tariff changes, the customs tariff itself in detail, the free list, imports and exports prohibited, a table of weights, the excise duties, a list of Canadian ports of entry, outports and preventive stations, and currency tables. As a book of reference in all matters pertaining to the customs this book cannot be surpassed.

TRADE CONDITIONS IN TRINIDAD.

THE GROCER has received the following market report under date of Sept. 8 from Gordon, Grant & Co., Port of Spain, Trinidad:

Business in breadstuffs as usual at this period is quiet and prices of flour, particularly after advancing appreciably are now inclined to be easier. Split peas in both barrels and bags are in excess of requirements, while oats and oil meal are readily saleable at previous quotations.

There has been no improvement in the demand for pork and lard and all other hog products are selling very slowly. Family beef is in supply with the demand almost exclusively for cheapest grades. French butter continues in sympathy with Marlaix advices and next receipts will command a further advance. Stocks of fish of all descriptions are quite moderate. There have been no late arrivals of Newfoundland cure, for which there is now some inquiry. Scale and pickled fish of all kinds are neglected at the moment. Stocks of potatoes are considerable and for first arrivals of new crop Canadian \$1.35 to \$1.40 is with difficulty obtained. An improvement in the onion market is expected before long. Blue mottled soap moves steadily, but demand for brown is confined almost entirely to American brands.

Receipts of cocoa have been meagre, and reports from principal districts announce a change of leaves, which will bring about a break in the crop later on, and have some effect on the extent of next picking. The larger pods are expected to mature towards the end of the year when fair deliveries should be forthcoming, but until then no supplies of any importance can be looked for. Exports for the fortnight amount to 4,019 bags and shipments from October 1 to date are 218,531 bags as compared with 193,190 bags for the same period last year.

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Goods that you can rely on and give satisfaction to your trade.

JAMES' DOME BLACK LEAD

Absolutely reliable and gives satisfaction every time.

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

A test will convince you that the quality of our

CHOCOLATE is right.

Diamond
French
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Sante } Sweet

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Manufactured by _____

TODHUNTER, MITCHELL & Co., TORONTO

Indian Chutney—Genuine—Quarts, \$4.75; and Pints, \$3.25.

Guava Jellies \$3.50 and **Curry Powders**
½-lb., \$1.50; 1-lb., \$2.10—Choice East Indian Brands.

Sauces (Mango)—in Pints, \$2.75—superior to all others.

Olive Oil—Finest Italian in 1-gal. Tins—Extra Virgin, \$2.25; Surfin, \$1.50; Superior, \$1.75.

Shelled Almonds—Martin Freres—very choice

Cocoanut "White Dove"
Brand



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

Drop a post card to me for prices.

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Seasonable and Saleable Eagle Baking Powder

Since its introduction to the trade this Baking Powder has established itself firmly wherever used. Makes customers, brings and holds trade.

Write for sample and prices.

J. H. MAIDEN, Agent
MONTREAL.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

John Bull's Commissariat.

BELOW is a table showing how much foreign and colonial produce the people of the United Kingdom ate and drank per head of the population last year, according to the official statistical abstract of trade returns:

	lb.
Bacon and hams	16.35
Beef	50.24
Butter	10.57
Margarine	2.30
Cheese	6.99
Cocoa	1.20
Coffee	0.71
Wheat	232.53
Maize	132.08
Wheat, meal and flour	54.37
Currants and raisins	1.51
Preserved meat	1.82
Fresh Mutton	11.11
Pork	2.46
Potatoes	23.52
Rice	14.34
Sigar, raw	33.28
Sugar, refined	49.02
Tea	6.03
Tobacco	1.93

Enough eggs were imported to supply every man, woman and child with fifty-five. Enough wine was brought in to give all a third of a gallon each, and spirits to provide nearly one-fifth of a gallon. Four-fifths of a gallon of British spirits each has drunk, which meant a total consumption of almost one gallon per head. Besides there was enough beer to give every one twenty-nine and a half gallons. This shows a smaller consumption of liquor than in any of the previous eight years.

The imports of all kinds of merchandise last year were equal to £12 16s 1d per head of the population, which is a larger figure than ever before, and 4s 3d more than in 1902. The exports of British produce alone equalled £6 17s 3d per head, or 2s 2d more than in 1902. The only years with a higher record per head were 1890 and 1900. The total incoming and outgoing trade was £21 6s 3d per head, which is larger than any of the preceding years save 1900, which exceeded this sum by twopence.

Packing House Damaged by Fire.

The Park-Blackwell Co.'s pork factory, Toronto, was damaged by fire on Sept. 23 to the extent of \$35,000. The loss is confined principally to the refrigerator and hog killing plants, and is covered by insurance.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—No appreciable change has occurred in the provision market since last week. Considerable strength however, is still being manifested. At the prices quoted lards are very strong. The fresh meat market is quiet. Mutton and lamb are both down a half cent but there is every indication that the latter will regain the old figure. We quote the following prices this week:

Long clear bacon, per lb.	0 08½	0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 10
Small hams, per lb.	0 13	0 13½
Medium hams, per lb.	0 13	0 13½
Large hams, per lb.	0 11¼	0 12½
Shoulder hams, per lb.	0 09	0 09½
Bacon, per lb.	0 14	0 14½
Heavy mess pork, per bbl.	15 00	15 50
Short cut, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07½	0 07½
" tubs	0 08	0 08½
" pails	0 08½	0 08½
" compounds, per lb.	0 07	0 07½
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	7 50	9 50
" front quarters	4 50	5 50
" choice carcasses	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 00
Lamb, spring	6 50	7 50
Veal	8 00	8 50
Hogs, light	7 50	7 75

Butter—Receipts of butter remain at a satisfactory level, but the quality of what is coming forward is not the best and complaints are being made. Business is quiet. Some dealers are receiving a cent more than the prices quoted, but higher prices rule only for first-class stock and special brands. We quote:

Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 17
" in tubs	0 13	0 16

Cheese—The cheese market remains dull with prices hovering between 8 7-8 and 9c, and very little export demand. Board prices ran above 9c in some places but could not possibly retain this figure long. The sales for the week ending September 26 are as follows:

Board.	Boxes.	Price.
Woodstock	3,419	(no sales) 0 08½ 8½
Stirling	915	(495 sold) 0 09
Peterboro	5911	0 09 1-16 0 09½
Pictou	335	0 09½
Brockville	2,965	(no sales) 0 08½
Kingston	1,490	(no sales) 0 08½
Winchester	1,173	(no sales) 0 09
Madoc	800	(420 sold) 0 09
Tweed	465	(no sales) 0 08½
Vankleek Hill	2,171	(*225 sold) 0 08½ *0 09½
Perth	2,350	0 08½ 0 08½
Napanee	1,585	(no sales) 0 8 13-16 0 08½
Lindsay	1,700	(no sales) 0 08½
Ottawa	1,702	(no sales) *0 08½
Iroquois	1,975	(no sales) 0 08½
Brantford	2,438	(no sales)
Kemptville	.....	(no sales) 0 08 13-16 *0 08 15-16
*Colored Cheeses.		

From this it will be seen that of the thousands of cheese offered only 10,000 were sold, a very small percentage. Prices are quoted as follows:

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

Montreal.

Provisions—A feature of the provision market this week was an advance of a quarter of a cent per pound in the price of pure and kettle lard. Heavy hams are easier, and English boneless bacon dearer. An easier tone was noticed in the fresh killed abattoir dressed hog market. Sales were made at \$7.50 to \$7.75 per hundred pounds. Special cables from London report that the Canadian bacon market is much stronger. An advance was noted in price of 1s to 2s per cwt. The range now being 50s to 56s. We quote:

Canadian short out mess pork	\$17 00	\$18 00
American short out clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb.	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl.	11 50	12 00
" Boar's Head" brand, tierces, per lb.	0 07	
" " " tierces, per lb.	0 07½	
" " " 50-lb. fancy tubs	0 07½	
Cases, 20 3-lb. tins, per lb.	0 08	
" 12 5-lb. tins	0 07½	
" 6 10-lb. tins	0 07½	
20-lb. wood pails, each	1 50	
20-lb. tin pails, each	1 40	
Wood net, tin gross weight	Wood, Tin.	
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Cheese—The cheese market continues to puzzle even the most experienced. The demand in the Old Country is disappointing and it would appear that the holders of cheese here are asking too much for their August and September make. Plenty of stock is moving and at good prices so that the situation appears paradoxical and some of the big dealers must have sold short for September and October shipments. English buyers are still reluctant to concede the prices which holders demand. It is reported that certain shippers have disposed of large quantities of September make on a basis of 9c spot. If the British importers offered September cheese at 44s e.i.f. they would be very foolish to pay 46c. Judging from the

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Charlottetown.

Charlottetown, P.E.I. Canada

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**Barrelled Pork
Compound Lard
Smoked Meats**

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

The Dominion Packing Co., Limited,

Charlottetown, P.E.I.

BEECHNUT



BRAND

FRESH SAUSAGE

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

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

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PACKERS AND LARD REFINERS.

Limited.

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Just the line for cool weather.

Delicious and appetizing.

Our Fresh Pork Sausage

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Are always in good demand.

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

We solicit your order for trial basket.

Expressed to all points.

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in favor of "Rose Brand" Bacon is the fact that it is always new cured and fresh smoked on date of shipment.

PEA MEALED, PARCHMENT WRAPPED, or PLAIN SMOKED, as you desire. A sample shipment to convince you of the superiority of Matthews' cure.

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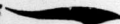
Why not handle **GILLETT'S** Pure Cream Tartar

put up in handsome

$\frac{1}{2}$ lb. and 1 lb. **Screw-Top Cans**—also $\frac{1}{4}$ lb., $\frac{1}{2}$ lb. and 1 lb. **Paper Packages**—the handsomest packages, and the purest and most reliable goods on the market.

They show you a splendid profit. Ask your Jobber for them.

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buying that has been going on at country points, as well as the spot trading, plenty of goods are wanted for immediate shipment. Prices ranged, on Tuesday, for Quebec goods, 87-8c to 9c; Township, 9c to 91-8c; for Ontario white, 91-8c to 91-4c; for Ontario colored, 91-4c to 93-8c. There was also a good demand for seconds at 81-2c to 85-8c; 5,000 boxes were sold early in the week at 83-4c. From England it is learned that the quality and condition of Canadian cheese this year have been poorer than previous years. Early in the season large quantities of fodder-made cheese were shipped to England, which cheese is far inferior to grass-made. The falling off in quality may have some effect on the British buyer. England does not seem to want Canadian cheese like she used to, and members of the trade cannot understand the falling off in consumptive demand. Locally the arrivals of cheese have been falling off this week. At the same period last year there were 90,726 boxes of cheese arrived in the city. Last week the arrivals were over 10,000 boxes less, or a drop of over 11 per cent. For the season to date the arrivals amounted to 1,864,735 boxes, against 1,989,286 in 1903 a falling off of over 6 per cent. The total exports for the season show a falling off of 22 per cent, being 1,410,772 boxes against 1,818,231 in 1903. The exports for the week ending September 25, were 77,794, against 79,504 for the corresponding week of last year.

Butter—An easier tone has taken hold of the butter market. A tendency to decline has been noted and only a moderate volume of business has been done during the week. Quebec butter sold on spot Tuesday around 193-4c to 197-8c. Early in the week 700 packages of butter were turned over at 191-2 to 193-4c. Townships butter brought good prices and 201-4c was readily obtained. The export of butter has increased. British importers state that the quality of Canadian butter has shown considerable improvement on any previous year, although some complaints have been heard regarding saltless butter being in a mouldy condition on its arrival. English speculators bought it when prices were low and stored it for sale purposes in October and November, hence when the butter was found to have deteriorated the reputation of all Canadian butter suffered. The arrivals in the city last week amounted to 23,381 boxes, against 15,300 for the corresponding week of last year, showing an increase of about

52 per cent. This makes the aggregate arrivals to date 503,596, which is a gain of 99,046 over last year at the same time.

Winnipeg.

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

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

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

Hams, per lb.....	0 13
Breakfast bellies, per lb.....	0 13
Breakfast backs, per lb.....	0 10½
Picnic hams, per lb.....	0 08½
Long spice rolls, per lb.....	0 10½
Short spice rolls, per lb.....	0 10
Long clear rolls, per lb.....	0 08½
Dry salt backs, per lb.....	0 09½

Butter—Supplies are still rather short. The market now quotes creamery as having advanced, but dairy is quiet with prices firm and a nominal demand for dairy bricks. Our quotations are as follows:

Creamery, fresh churned, per lb.....	0 24
" per lb.....	0 22
Dairy, bricks, per lb.....	0 18 0 20
" in tubs.....	0 16 0 17

St. John.

Provisions—In spite of the fact that the season is advancing there is very little life in barreled meats. The sale of beef becomes lighter each year. Lard is firm and there is a good demand. New smoked meats are offered. Hams hold at quite full figures. Refined lard is finding improved demand at present low prices. Dealers in fresh meat report dull business. Beef is low. Lamb is very plentiful. Mutton is dull and veal about out of season. Pork is more freely received and price is low.

Mess pork, per bbl.....	\$16 00	\$17 00
Clear pork ".....	17 00	19 00
Plate beef ".....	12 00	14 00
Mess beef ".....	19 80	12 00
Domestic beef, per lb.....	0 05	0 07
Western beef ".....	0 08	0 09
Mutton ".....	0 04	0 05
Veal ".....	0 06	0 07
Lamb, ".....	3 06	0 07
Pork ".....	0 05½	0 07
Hams ".....	0 12	0 14
Rolls ".....	0 10	0 11
Lard, pure, tubs ".....	0 08	0 08½
" " pails ".....	0 08½	0 09
Refined lard, tubs.....	0 08½	0 08½
" " pails.....	0 08½	0 09

Butter—Market is well supplied. The large quantity of poor butter offered tends to depress the price.

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

Eggs—Eggs are rather higher and very firm.

Eggs, hennery.....	0 18	0 20
case stock.....	0 17	0 18

Cheese—Stock is not large. Prices quite firm.

Cheese, per lb.....	0 10	0 10½
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**40 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.**



The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
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No Chemicals are used in their
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Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

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

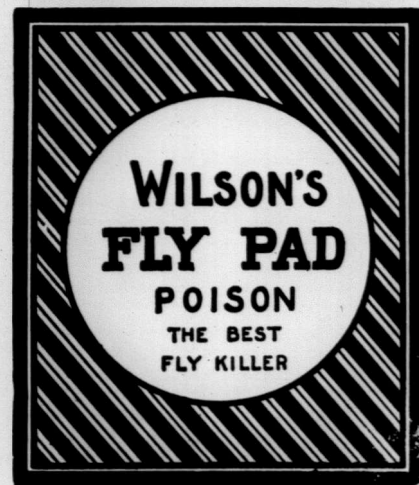
Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

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



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

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

An Interest

New Valencia Raisins in stock. Note the Brands.

Trenor—Blue Eagle—28lb. boxes.
Fine Off Stalk.
Finest Selected.
Finest 4-Crown Layers.

Aranda—Fine Off Stalk.
Fine Selected.
Fine 4-Crown Layers.

California Seeded Raisins. 11b. and 12-oz. packages, 1903 fruit, seeded in September, 1904. Beautiful stock at low figures. **ASK FOR QUOTATIONS.**

New Currants. We are taking orders for delivery on arrival of ss. ESCALONA :

Fine Filiatras, barrels and $\frac{1}{2}$ -cases
Fine Cleaned Currants, in $\frac{1}{2}$ -cases and $\frac{1}{4}$ -cases — LOOSE.
Choice Vostizzas, $\frac{1}{4}$ -cases and cases.
Cleaned Currants, 1-lb. cartons—finest quality.

Smyrna Figs in 12-oz., 16-oz., 10-lb. and 30-lb. boxes. In 3 Crown, 4-Crown, 5-Crown and 6-Crown quality.

Peel.

Morton's (London, Eng.) **Lemon, Orange, and Citron.**

Nuts.

BY SECOND DIRECT STEAMER :
500 bags best Tarragona Almonds—bought at low price. Ask for quotations, or see our travellers.

Laporte, Mart

Wholesale Grocers and Win and Sp

MONTREAL

Resting List

Malaga Fruit. Also arriving, complete and full assortment of **Malaga Table Raisins**, in 22-lb. boxes and $\frac{1}{4}$ -lb. flats—5 $\frac{1}{2}$ lbs. Our well-known brands: **Lady Layers, Countess Clusters, Duchess Clusters, Princess Clusters, Empress Clusters.**

California Fruit. We have arriving early in November, **two** cars assorted 1904 Evaporated Fruit:

Griffin & Skelley's Santa Clara Prunes,—25-lb. boxes.

40s to 50s	60s to 70s	
50s to 60s	70s to 80s	80s to 90s

Castle Bros.—in 25-lb. boxes.

30s to 40s	50s to 60s	90s to 100s
40s to 50s	60s to 70s	100s to 110s

Also a car of **Griffin & Skelley's California Loose Muscatels**, in 50-lb. boxes, **2-Crown, 3-Crown, and 4-Crown.** 1904 fruit. Bought before the advance.

Salmon. We are just receiving our new pack of Salmon. If you have not placed your orders would suggest stocking up with our special and popular lines. Pack is very short this season and prices will go higher:

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Eagle—Red Cohoes.

White Rose—Red Spring.

O-Wee-Kay-No—Red Sockeye

Clover Leaf—Red Sockeye, 1-lb. talls and flats.

Tomatoes. The early frost has affected the crop throughout Canada. If you have not bought your full requirements, write us or see our travellers. We expect prices for new pack in a few days.

rtin & Cie., Limited

nd Wine and Spirit Merchants,

ONTARIO REAL

New Season's Fruits—in Store

VALENCIA RAISINS—Arrived in store Sept. 27th, the first lot. This comprises shipments of all well known brands—Also our special

"ANCHOR" Finest Selects.

"GOLD MEDAL" Fancy 4cr. Selects.

MALAGA RAISINS—

EXTRA FANCY FRUIT—Boxes, Qr. Bxs., 1-lb. Cartons.

ORDER AT ONCE—PRICES RIGHT.

Fancy ELEME Table FIGS—

Shipments from the well known packers—A. SOLARI, C. J. PROTOPAZZI.

Boxes—10, 20, 30 and 50 lbs.

REMEMBER—Oct. 6th and 7th—Postponed Auction Sale of balance of Fire Stock at the warerooms of Suckling & Co., 68 Wellington St. West.

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

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Drop us
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IN CANADA **TORONTO**

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Nova Scotia Vice-President—D. W. Robb, Robb Engineering Co., Amherst.
British Columbia Vice-President—John Hendry, British Columbia Timber Trading Co., Vancouver.
Manitoba Vice-President—E. L. Drewry, Winnipeg.
Prince Edward Island Vice-President—Bruce Stewart, Bruce Stewart & Co., Charlottetown.
Treasurer—George Booth, Booth Copper Co., Toronto.
The election of officers of the local branches at Toronto and Montreal resulted thus:

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Vice-Chairman—W. B. Tindall, the Parry Sound Lumber Co.
Secretary—J. F. M. Stewart.

MONTREAL.

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Secretary—E. H. Cooper, B.A.

CATALOGUES, BOOKLETS, ETC.

The Grocer is in receipt of an attractive new catalogue issued by the Robert Greig Co., Toronto, containing illustrated price lists of the numerous products of the White Swan Mills, such as spices, coffees, cereals, etc., in addition to Pratts stock and poultry foods.

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Baking Powder.
Gillett, E. W., Co., Toronto.
Maiden, J. H., Montreal.

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Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

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

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James Dome—W. G. A. Lambe & Co., Toronto.
Oakley, John, & Sons, London, Eng.

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Turner, James, & Co., Hamilton.

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Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
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Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Old Homestead Canning Co., Picton, Ont.

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

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

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

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

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

Commission Merchants & Brokers.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.

Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Ratray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

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

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

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

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Canadian Cannery Limited, Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Laporte, Martin & Cie, Montreal.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.
Whitman, A. N., & Son, Canso, N.S.
Wilson, A., & Son, Halifax, N.S.

Fly Paper.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Chaput, L., Fils & Cie., Toronto.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Elen, Toronto.
Laporte, Martin & Cie, Montreal.
McWilliam & Everist, Toronto.
Ratray, D., & Sons, Montreal.
Simpson, R. & J. H., Co., Guelph, Ont.
Stringer, W. B., Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grain, Flours and Cereals.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Natural Food Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Beland, B. O., Montreal.
Castle, F. J., Co., Ottawa.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Simpson, R. & J. H., Co., Guelph.
Todhunter, Mitchell & Co., Toronto.
Warren Bros. & Co., Toronto.

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Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.

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

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Common Sense Mfg. Co., Toronto.

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

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Auer Light Co., Montreal.

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Colson, C. E., & Son, Montreal.
Creed, J. S., & Co., Halifax.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Upton, Thos., & Co., Hamilton.

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

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat.
Bates, Peacock Co., Hamilton.
Wethey, J. H., St. Catharines.

Oil Tanks.
Bowler, S. F., & Co., Fort Wayne, Ind.

Oils.
Queen City Oil Co., Toronto.

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

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Cullen, Orlan Clyde, Washington, D.C.

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Colson, C. E., & Son, Montreal.

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Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Downey, W. P., Montreal.
Eby, Blain & Co., Toronto.
Flett's—Rose & Lafamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's—Rose & Lafamme, Montreal.

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

Polishes—Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

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Greig, Robert, Co., Toronto.

Salt.
Rose & Lafamme, Montreal.
Toronto Salt Works, Toronto.

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

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

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Edwardsburg Starch Co., Cardinal, Ont.
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Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Toronto Club Coffee Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
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Hill, Evans & Co., Worcester, Eng.
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Washing Compound.
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Wines, Liquors, etc.
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Borden's "Eagle" brand Milk



Now to be
Personal



Are you one of the number who have not yet bought?

Our proposition should appeal to each individual jobber or retailer. If you are not selling Borden's "Eagle" Brand Milk, it is because you have not got the goods in stock.

If interested, communicate with our representatives.

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Victoria and Vancouver, B.C.

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PAY BIG PROFITS?

Suppose two articles cost you 16 cents and you sell each for 20.

Do you figure you make the same profit on each? Not necessarily.

One sells rapidly. Have to stock it every month. The other sticks four or five months.

You make 25 per cent. on one 12 times a year—300 per cent. Seventy-five per cent. is the other's limit.

IT'S THE TURNOVER THAT COUNTS

Brands of intrinsic merit well advertised sell with the least expense and trouble to the dealer and they pay good profits because they keep your sixpence nimble. The sooner you get your order in for the 57 varieties the sooner the turnover begins.

H. J. HEINZ CO., = Pittsburgh, U.S.A.

Coffees Coffees Coffees

To hold and increase your coffee trade you must sell only the very best brands you can get; if you do not handle the best your competitor will—and get *your* business.

Our blends are smoother, heavier and more mellow than any others to be found on the market.

Ask for our samples of

NO. 1 BLEND OR FOREST CITY COFFEE

We also have a special line at 18c. to sell at 30c.—it is the best value yet.

Drop a card for a sample and drink it at your own table.

GORMAN, ECKERT & CO.
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Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.



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JOHN BAYNE MACLEAN,

Montreal.

**The MacLean Publishing Co.
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NEW ADVERTISEMENTS.

A. Wilson & Son, Halifax,
A. N. Whitman, & Son, Canso, N.S.

PACKING OF FRUIT.

CERTAIN Canadian apple dealers have been taking exception to numerous suggestions that have come across the sea during the present season from men who pose as being able to gauge accurately the requirements of the British market. These authorities claim there is room for improvement in the methods employed by Canadian packers and suggest, for instance, sending apples in small packages instead of barrels. Canadian packers say they have been long enough in the apple business to know where apple barrels are in demand and where apple packages. The larger English markets prefer apples in barrels, whereas it is only the small dealer who can make use of packages.

Friendly advice in regard to the requirements of the export fruit trade has been offered from time to time by the commercial agents of the Dominion

Government stationed in foreign countries. Canadian fruit men appreciate the action of the Government in making such advice possible, but there have been occasions when those for whom the trade suggestions were intended have preferred to take them with a grain of salt. The reason for this is that appointees of the Government have not necessarily such wide or thorough practical experience in trade matters as to make their comments authoritative.

In the matter of fruit packing a considerable proportion of the Canadian trade feels that even those employed by the Government can get a few lessons from the present methods employed in commercial packing. Not that the Canadian Government is not undertaking a commendable work in endeavoring to improve certain aspects of the export trade, but practical experience may sometimes strengthen the hand of the educationalist.

INTERESTING CENSUS FIGURES.

MR. ARCHIBALD BLUE, census commissioner, has made public some interesting facts concerning Canadian industries. He shows that in the agricultural industry, including agriculture proper, dairying and the wood industry, Canada has invested \$1,787,102,630. The value of agricultural products he shows to be \$113,940,995 or nearly twenty-five per cent. on the capital invested. In fisheries, the capital aggregates \$11,208,564, and with a product of \$19,768,419 the fisheries are paying a percentage of 176. For agriculture, including forest products, the average value of the products per capita is \$77. An interesting comparison, instituted by Mr. Blue, shows that in the United States the agricultural production per head is valued at only \$62.

In manufacturing industries, employing five hands and over, \$116,916,487 are invested, and the value of the product \$181,053,375, or 107.6 per cent. of the total capital. The capital and products of the dairy industry are included in these figures. The per capita production of Canadian manufacturing industries is consequently \$90, while in the United States it is \$170.

A COMPLAINT.

THE truth of the old saying that "It is impossible to please everybody," was never more clearly demonstrated than it has been within the past few weeks in connection with the new customs revisions, popularly known as the anti-dumping regulations.

Exception is taken in certain quarters to the involved and verbose character of the declaration foreign exporters have to sign in order to secure the entry of their goods into Canada. All will agree that the utmost care is necessary in this particular if the home market is to be effectually protected against dumping. The difficulty is this: Practically ninety-nine foreign exporters out of every hundred know no more of conditions here than that they have goods and want to sell them to Canadian merchants.

If you were to ask them which is the specific and which the ad valorem duty they would throw up their hands in dismay. As a matter of fact, however, the new declarations not only pay scrupulous attention to such items, but require the exporter of Tarragona almonds, for instance, to make a declaration that his goods are of Spanish origin, and further that they are not from Germany. The foreign trade of Canada should be burdened with impedimenta of this sort as little as is compatible with perfect security to the home market. Only a year ago a large firm of exporters in Bordeaux, France, made a direct complaint to the authorities in Ottawa, on the ground of the endless technicalities connected with the Canadian customs. In order to master the situation they contended that it would be necessary to employ a small army of special clerks if they expected to be master of Canadian trade conditions sufficiently to do business here. Such barriers should not exist, and particularly at this time when it is so essential to Canada to establish herself in foreign markets.

Much of the cause of complaint on the part of exporters would be removed if the new elaborate declarations were confined to manufactured goods. As it is they are uniform over the whole range of foreign produce and cover in addition all free imports which are in no way affected by the dumping clause.

A great deal of unnecessary detail is thus imposed on a large class of exporters, who will find it oppressive even when the regulations are thoroughly understood, which is not the case in many instances, nor have they leisure for unravelling the tangle at seasons when they are engaged within the short period of two or three months in exporting the whole year's output to the various consumptive markets of the world.

CANADIAN MANUFACTURERS' ASSOCIATION.

THE 33rd annual meeting of the Canadian Manufacturers' Association held in Montreal on September 21, 22 and 23, marks another stepping stone in the development of perhaps the most powerful commercial organization in Canada to-day. The aim of the association extends far beyond that for the mere advancement of the interests of its respective members on the assumption that what is good for one is also good in degree for two, and that community of interests is a better policy in the long run than splendid isolation. It places first and foremost the advancement of Canadian manufacturing interests at home and abroad, so much so that it early adopted as its motto the three significant words "Made in Canada."

This year's convention was largely taken up in the investigation of various problems confronting Canadian industries at the present time, and the consideration of ways and means whereby the manufacturing interests of the country may be improved generally. The various industries as well as the commercial situation were also thoroughly reviewed and commented upon, all with the one object in view, namely that the Canadian Manufacturers' Association might be in a position to seize upon and work out with the greatest possible expedition those aspects of Canadian trade and commerce which are the most vitally connected with the advancement of Canada as a nation.

The key-note of the convention was admirably struck by the president in his opening address when he spoke of the growing importance of Canada as a nation and suggested that one of the first questions to which Canadians must

give thought was the importance of establishing, preserving and developing manufacturing industries in Canada. "At the present time no less than \$520,000,000 is invested in manufacturing in Canada. In 1881 the figures were \$159,000,000. Thus the increase in capital investment during the last twenty years is \$361,000,000. As a nation of producers our first thought must naturally be the profitable marketing of our products. There is one market we can safely take, mould and control for the upbuilding of Canadian interests, the home market which is more permanent more remunerative and yields a higher degree of profit to the individual producer than any other.

"The trade and navigation returns for the year 1904 are ample proof of the need of radical changes in the present Canadian Customs tariff if the desired end is to be brought about. The balance of trade has turned against us to the extent of \$34,763,131. Imports during the same period from the United States increased by \$14,000,000 of which over \$8,850,000 was in dutiable goods that to a large extent could be made in Canada. In view of all this the Canadian Manufacturers' Association have declared strongly in favor of an immediate and thorough revision of the tariff upon lines that will more effectually transfer to the workshops of the Dominion the manufacture of many of the goods which are now imported from other countries.

"While such a tariff should be framed primarily for Canadian interests it should also give a preference to the Mother Country and any other part of the British Empire with which reciprocal trade can be arranged. All this in view of the fact that the two great and practically the only markets available for Canadian products to-day are the home market and those of Great Britain.

"The association therefore is in favor of the British and colonial Governments drawing together and appointing representatives to investigate the question thoroughly and to endeavor to evolve a policy of preferential trade that will bind the United Kingdom and her colonies together in a permanent alliance."

In regard to the labor question the stand was taken that it is in the interest of the Canadian workman and the Canadian employer to work together for the protection of native products and to endeavor to arrive at a mutual understanding that will make for peace between capital and labor and prevent the development of class antagonism in this

country. The rights of workpeople to organize for the advancement of their mutual interests was conceded although it was pointed out that Canadian interests are continually exposed to inconvenience and menace owing to the fact that the great majority of labor organizations are international. To obtain the best results our labor organizations should be solely Canadian in interest and membership.

The question of insurance, which is agitating Canadian business men at the present time particularly those of Montreal and other cities with congested districts was brought up for consideration. As the manufacturers are the largest payers of such insurance it was strongly urged that measures be taken to secure proper adjustment of rates, and finally proposed that an insurance department of the association be organized. The necessary details of such organization were thoroughly threshed out and a scheme presented to the executive as ground work to build upon.

Among other subjects discussed were the "Fast Atlantic steamship service," "transportation," "increased aid to the woollen industry," "bounties," and "reciprocity with the United States," all of which were ably handled and are certain to be more or less moulded and shaped as to their practical outcome by the opinions of the members of such a representative organization as the Canadian Manufacturers' Association.

TRADING STAMPS.

A BLACK sheep has appeared to disturb the felicity of the retail grocers and general merchants of Western Ontario in the guise of a system known as "premium exchange," which it is claimed is nothing more nor less than a new form of trading stamps.

The trade will remember that a law was passed by the Ontario Government a year or two ago supplemented by a by-law on the part of the City Council of Toronto, prohibiting the giving or receiving of coupons, trading stamps or other similar devices. In the face of this certain grocers in Toronto and Hamilton have taken to distributing among their customers coupons similar to trading stamps. The matter has been carried to the courts, several cases having been tried recently, one during the week, in which a Toronto grocer was fined \$10 for distributing such coupons. A charge has also been laid against a concern known as the Premium Exchange Company, by the Retail Merchants' As-

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sociation of Canada, on the ground that they are selling trading stamp coupons to the retail trade. At last accounts the defendants had issued a writ against the association claiming damages for alleged interference with their business. They claim that they are in no way liable to the law as merchants do not pay for the tickets until after they are redeemed, that they are merely acting as agents for the retail trade interested, and that a retailer is permitted to issue his own trading stamps and redeem them himself. Just what the outcome will be is hard to say. The Retail Merchants' Association thinks it has a clear case against the Premium Exchange Company, and is prepared to carry its case to the highest court of the land if necessary. On the other hand the Premium Exchange Company claims that its scheme of doing business is justified according to the present law.

In any event the retail grocer and general mercantile trade of Ontario as a whole is opposed to the principle of trading stamps, and it is even being whispered that legislation will shortly be attempted to prohibit the giving of premiums in any form whatever.

AUSTRIAN MERCHANTS IN MONTREAL.

THE cosmopolitan character of trade was indicated last Friday, September 23, when the members of the Austrian Manufacturers' Association were entertained by the City of Montreal. There were Englishmen, French-Canadians, English-Canadians, and the Austrians present.

At eleven o'clock the deputation, accompanied by the wives and daughters of the delegates, visited the Montreal Board of Trade, where they were received by Mr. Geo. E. Drummond, president of the Board, and members of the Council.

Col. Sir Howard Vincent K.C.M.G., who was present, was introduced by the Austrian Consul-General, and addressed the delegates in their native tongue, speaking German with fluency. A member of the party responded, first in German and then in English, after which the party left the council room, where the reception had been held, and made a tour of the building. The party then proceeded to the City Hall where they were received by Mayor Laporte and a number of aldermen.

At noon the party left the City Hall in carriages for Mount Royal, where lunch was served in the garden of Park

Ranger Henderson. Alderman Robillard (acting Mayor), Alderman Deserres, Ald. Lariviere, and Ald. Turner were present. The health of the city was drunk and responded to in German by one of the delegates. Afterwards the Angus shops were visited where a couple of hours were spent.

In addition to the manufacturers and merchants, a number of literary men were present including Prof. Gressler, of the Stuttgart Industrial High School; Prof. Loebner, of Vienna, Inspector of technical education; Prof. Gross, of Tetschin Agricultural Academy; Prof. Cicalek of the Commercial High School, Vienna, and Dr. Rudolf Kobatsch, of the Imperial Consular Academy, who is also secretary of the association.

Rudolph Hofherr a member of the party, stated that the association was



Mr. J. B. Martin.

the oldest of its kind of Austria, having been founded in 1839. It has now a membership of over 3,000. Twenty years ago it founded the technological museum and institute where there were now enrolled nearly 2,000 students. The party left for Boston Friday evening.

MR. MARTIN RETIRES.

MR. J. B. MARTIN, one of the principals in the well-known wholesale house of Laporte, Martin & Co., Montreal will to-day retire from the firm. He has been ordered to give up active business, owing to ill-health. His physicians have further ordered him to go entirely away from his present surroundings, and acting upon their orders Mr. Martin will leave shortly on a

tour of the world. He is still in the prime of life and very slightly known outside of his own business. His hobby is work, and early and late coupled with the never ceasing grind of an onerous occupation have told keenly upon his strong constitution.

Mr. Martin was one of the founders of the firm, and has, it is said, been a most valuable member of it. While his partner, Mr. Laporte, who is the Mayor of Montreal has been much in the public eye, Mr. Martin has been almost as much a recluse. His familiar figure in the cosy office just inside the main entrance will be missed and his voice either in reproval or praise will be heard no more within the walls of the premises he has occupied for thirty-five years. He explained that his dropping out would not affect the continuation of the business, which had only recently been transformed into a joint stock company limited.

Mr. L. A. Delorme, who has for years been actively employed as one of the managers of the firm, will succeed Mr. Martin as financial director and secretary-treasurer of the house. Mr. Jos. Ethier, who has been with the house for over sixteen years, remains general manager. The Grocer extends to Mr. Martin, bon voyage and best wishes for a speedy restoration to health.

PERSONAL MENTION.

Mr. E. B. Hardwicke, the Canadian representative of James Pyle's Pearlina, is a visitor to Montreal this week.

Mr. Chas. Fairall Fisher, of J. W. Windsor & Co., Montreal, is at present making a tour of Great Britain and Continental Europe, visiting London, Paris, Frankfort, Hamburg, and other large centres in the interest of his firm's large trade. Canadian lobsters obtain a high reputation abroad and from reports at hand from Mr. Fisher a larger trade is in prospect.

L. Chaput Fils & Cie., Montreal, have received a large shipment of new peels (York Confectionery Co.) which they quote at low figures.

New crop evaporated apples are in store with L. Chaput, Fils & Cie., Montreal.

L. Chaput, Fils & Cie., report arrival of 200 cases St. Louis Vichy Water, "Red Clover" brand.

"Owl" chop new crop Japan teas, Nos. 100 and 200 are now ready for shipment by Messrs. L. Chaput, Fils & Cie., Montreal.

"We Don't Pose as Business Philanthropists"



Not at all, we've only one axe to grind, the axe of self interest---the making of money---But our business education has taught us that the vital successful point upon which this must depend, is the well serving of the trade and the public.

A sale of 12,500,000 packets Annually (and still growing) is proof evidence, incontrovertible, that our barque is being steered upon the right course.

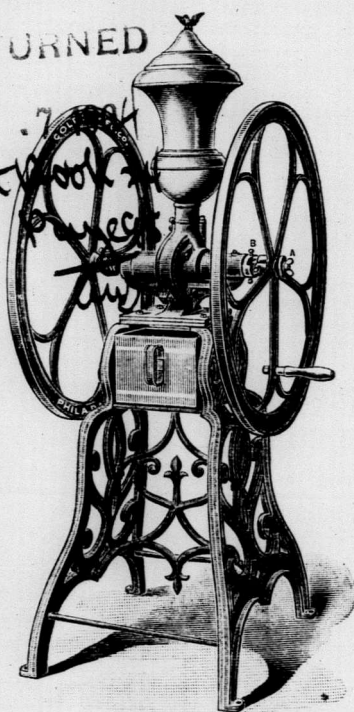
Black, Mixed, or) Sealed Packets only.
Natural Green) Retailing 25c., 30c., 40c., 50c., 60c. Per Pound, Full Net Weight.

Wholesale Terms from "SALADA," Toronto and Montreal.

RETURNED

OCT 7 1904

Act Book



No. 17. List Price, \$40.00.

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

Coles Manufacturing Co.
PHILADELPHIA, PENNA.

Goles 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.



Here's to Better Starch Business

Please your customers' eye and you have their attention. Then you can tell them your story. The new drum package in which we put up our

Lily White Gloss Starch

stands out well in your stock. It will catch your customers' attention and then you can tell them what good starch it is.

We pack Lily White Gloss Starch in handsome 6-pound drums, 8 drums to a case, and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.



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MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Sept. 29th, 1904.

Groceries.

BUSINESS is good. The big wholesale houses are busier than they were last year at this time and large quantities of goods are being shipped to all parts. Collections are reported excellent, and prosperity seems to be the order throughout the country. Sugar still maintains its interest, the tone of the local market being very firm. The demand for refined sugar is fairly good and considerable business is being done. Spices have advanced all around, peppers being one cent higher and nutmegs also have advanced. Molasses still maintains a strong position with considerable amounts changing hands at 28c. Coffee continues to interest the market and is likely to advance. Maracaibo is scarce on the spot and buyers are finding it a little difficult to fill their requirements. The tea market is firm. Ceylon and Indian greens are not made to any extent and although the demand is not very brisk as a rule, in some quarters enquiries for them still obtain. In canned goods there is a decided firmness and there are many forebodings regarding the new pack. No additional new prices have been issued and continuous speculation is going on in wholesale centres. New prices for tomatoes are expected shortly. The fish market has awakened and there is a heavy demand for oysters, fresh Malpeques being on the market last Monday; these, however, will be much cheaper when they begin to arrive by freight, instead of express. Dried fruits are very quiet, that is to say, the prices are easy and considerable business is being done. Eggs are still maintaining their firmness; country produce generally is being brought to market freely. There has been a slight advance in the price of eggs, of half a cent. Prices are considerably easier for potatoes, owing to the immense increase of offerings. Flour still maintains its strong position and is likely to keep up as long as the price of wheat is where it is. There is abundance of green fruit on the market, grapes being especially plentiful. Vegetables too, are copiously supplied on the market. A large business is being done

locally in onions. Apple exporting is also a prominent feature of the Fall trade, large quantities having been shipped from Montreal this week, as well as from New York.

SUGAR.

The local market for refined sugar is very strong, even more than it was last week. Foreign advices on raw beet remain strong and the recent decline has been recovered. Considerable speculation is in evidence in the London market regarding the condition of the weather and whatever may happen between now and the end of October, it is a safe statement that a large amount of damage has been done by drought, which will, it is estimated, cause a deficiency of a quarter of a million tons in the ultimate yield. This coupled with the remarkable increase in Continental consumption, would serve as a justification of the present prices. It is said that unless heavy rains set in all over the continent during the next two weeks, a further falling off may take place. New York market for refined reports a moderate volume of business and prices are steady. We quote:

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

SYRUPS AND MOLASSES.

No new feature has occurred in the molasses situation. Business is very slight. Sales are taking place at 28c regularly. Offers of 25c have been refused for various sized cargoes of Barbadoes molasses. There has been a marked dullness in New Orleans molasses and prices range from 22 to 28c. Antigua has been sold as low at 24c this week, however, 25c is our quotation. We quote:

Barbadoes, in puncheons.	0 28
" in barrels	0 30 1/2
" in half-barrels	0 31 1/2
New Orleans.	0 22
Antigua.	0 25
Porto Rico.	0 45
Corn, syrups, bbls.	0 02 1/2
" 1-bbls.	0 03
" 1-bbls.	1 30
" 30-lb. pails.	0 90
" 25-lb. pails.	0 90

Bbls., per 100 lb.	2 75
1-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case.	1 90
" 5-lb. " 1 doz.	35
" 10-lb. " 1 doz.	2 25
" 20-lb. " 1 doz.	2 10

COFFEE.

There is a good demand for Maracaibo, owing to the spot scarcity. In other grades sales are in small parcels and trade is comparatively quiet. Coffee is likely to be higher in price. We quote:

Good Calcuttas.	0 10	0 10 1/2
Choice	0 11 1/2	0 12 1/2
Jamaica coffee.	0 10 1/2	0 11
Java.	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

The decline in Pimento has been maintained. Peppers have advanced one cent all around. Nutmegs also were higher. Jamaica ginger is dull, at prices ranging from 8 1/2 to 10c a pound, according to quality. The general demand for spices is very slow. We quote:

Peppers, black.	Per lb.	0 18	0 26
" white		0 23	0 29
Ginger.		0 17	0 24
Cloves, whole		0 25	0 35
Cream of tartar.		0 25	0 30
Allspice.		0 14	0 17

TEA.

China greens are firm and showing good value, and stocks are coming in. China blacks are high and nothing can be had in common grades at less than 11 1/2c. Indian teas and Ceylons are meeting with good inquiry and the tone of the market is steady. At present there is little doing in the grades of tea. The demand from jobbers is slow and owing to the fact of Japan tea of fairly good quality being offered at extremely low prices, holders of Ceylon greens state that they find it somewhat difficult to make sales. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12 1/2	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14 1/2	0 15
Gunpowders	0 13 1/2	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows.	0 12	0 12
Packing boxes.	0 12	0 14

CANNED GOODS.

The interest in canned goods is chiefly of a waiting character at present, because in a wholesale way most of the buyers have placed their orders and are waiting for the delivery. The scarcity of tomatoes is still more convincing and corn also is very scarce, new prices being expected daily. Salmon continues

Raisins and Peels

NEW Selected Valencias also Lemon, Orange and Citron Peels

JUST TO HAND

WE GUARANTEE PROMPT SHIPMENT.

WARREN BROS. & CO., : : TORONTO.

RETURNED
OCT 5

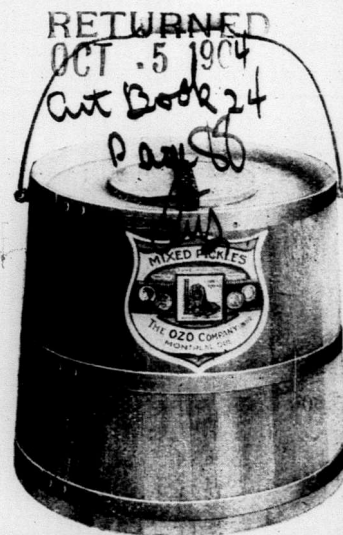


Our Premier Pickles in bottles are high-grade pickles at a low price. They are well cut, firm, crisp, and a good color, nicely packed in the usual size bottle, with an air-tight capsule, and neatly labeled. They make an attractive package that is easily and quickly sold. Retail for

15c. In cases of 3-doz., \$1.05; or in bbls. of 6-doz., \$1.00; nett 30 days. We will pay the freight in lots of 5 bbls. or 10 cases or over to all stations in Ontario and Quebec.

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

THE OZO CO., Limited, - MONTREAL
Do you get our Quarterly Price Current?



Write us

for our list and prices on

Preserved Fruits

McGregor Quality

—therefore highest grade made.

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

EGGS

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

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

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

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

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We quote:

Fraser River salt
Skeena
River Inlet and
Spring sockeye.
Cohoos
Humpbacks
Tomatoes
Corn
Peas
String beans
Strawberries, pr
Succotash
Blueberries
Raspberries
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Raspberries, bla
Gooseberries
Pears, 2s
" 3s
Peaches, 2s
" 3s
Plums, Lombard
" Green G
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Baked beans, 3s
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to be a puzzle and the strong position of high-grade stock is still maintained. We quote:

Fraser River salmon	5 75
Skeena	5 65
River Inlet and Lowe Inlet salmon	5 00
Spring sockeye	4 00
Coho	2 75
Humpbacks	1 05
Tomatoes	1 25
Corn	0 87
Peas	1 50
String beans	0 85
Strawberries, preserved	1 40
Succotash	1 00
Blueberries	1 10
Raspberries	1 57
Lawtonberries, 2s	1 42
Raspberries, black	1 42
Gooseberries	1 63
Pears, 2s	1 52
3s	2 00
Peaches, 2s	1 63
3s	2 57
Plums, Lombard 2s	1 35
Green Gage, 2s	1 47
Cherries, red pitted, 2s	2 30
Baked beans, 3s	1 03
3-lb. apples	0 90
Gallon apples	2 26
2-lb sliced pineapples	2 00
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90
Salmon, pink	0 90
spring	1 00
Rivers Inlet red sockeye	1 50
Fraser River red sockeye	1 70
Lobsters, talls	3 45
1-lb. flats	4 00
1-lb. flats	2 25
Canadian Sardines, 1s	3 65
California asparagus	4 50
Asparagus tips	3 50

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

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

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

2s Rhubarb, preserved	1 15
3s " " "	1 90
Gals. " standard	2 62
2s Strawberries, heavy syrup, 1903 pack	1 47
2s " " 1904 pack	1 60
2s " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

The weakness reported last week from Greece continues. Further declines have taken place. Fairly active business has been done during the week, considerable demand being noticed from Western buyers. Now that the second direct vessel has sailed from Patras any further orders will come by way of European ports direct here or via New York, so that the extra freight will more than make up the above reduction in prices. New Valentias are in from Spain and are selling at 6 1/2-2 to 7c. California raisins are selling well on spot, somewhat limiting the demand for Valentias. We quote:

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

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

DATES.		
Dates, Halloweas, per lb.	0 03	0 03

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per b.	0 12	0 12
Peaches	0 09	0 09
Pears	0 12	0 12

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

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

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

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

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

Green Fruits.

The apple export trade was never better than it is this year. Large quantities of apples are being shipped from New York. The Oceanic going out this week with 15,000 barrels. All kinds of fruit seem to be plentiful. Grapes and pears and peaches are selling at good stiff prices. Several carloads of bananas have been disposed of this week at very low prices. Peaches maintain their

strength and while they are selling well, high prices are still obtained. Very little change has taken place. We quote:

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

Vegetables.

Vegetables continue to come in more freely every day. The onion crop is interesting Montreal just now, where sales have been made in carlots at \$1.75 to \$2 f.o.b. Red onions are said to be a short crop; buyers claim that they can do better in the west where sales have been made from Montreal at 80c per bag of 80 pounds. Red onions are scarce and are reported at \$3 a barrel f.o.b. car. Some purchases have been made in this market for shipment to the Lower Provinces. We quote:

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

Fish.

All kinds of fish are coming in more plentifully. Fish dealers are experiencing improved demand. Prices for fresh fish are lower, especially haddock and cod. Lake fish are arriving freely; haddies continue very scarce, it being almost impossible to secure any regular supply. Other salt fish are plentiful. New smoked herring are now on the market. Prices are on the decline. There is a good demand for bulk oysters. The first Malpecques have arrived and prices are exceedingly high, but this will change when they come in by freight instead of express. They are now selling at from \$9 to \$10 a barrel. Salt herring are meeting with a ready sale. Green codfish have begun to arrive and are in good demand. Salt salmon is very scarce. Some small lots of choice Labrador salmon have been

secured this week by one prominent firm. We quote:

Haddies	0 07 1/2
Smoked herring, per box, new	0 18
Fresh haddock, per lb.	0 04
Pike, round and dressed	0 06 1/2
Halibut, per lb.	0 11
Gaspé salmon, fresh frozen	0 15
E. C. Salmon, fresh	0 14
Fresh steak cod	0 06
Lake trout, per lb.	0 08
Whitefish	0 08
Dore	0 08
No. 1 Labrador herring in 20-lb. pails	0 75
No. 1 Herring, Labrador, per bbl.	5 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, per half bbl.	6 50
Holland herring, per keg	0 95
Salt mackerel, pail of 20 lbs	0 65
Boneless cod, 1 and 2-lb. blocks, per lb.	2 00
fish, loose, in 25 lb. boxes	0 05
Pure Georges cod, 40 lbs	0 04 1/2
Skinless cod, cases 100 lb. (new)	0 07 1/2
Marshall's kippered herring, per doz.	5 00
Canadian kippered, per doz.	1 40
Canadian 1/2 sardines, per 100.	1 00
Canned cove oysters, No. 1 size, per doz.	3 75
Canned cove oysters, No. 2 size, per doz.	1 30
Standard bulk oysters, per gal.	2 25
Selects	1 40
Dressed bullheads	1 60
perch	0 08

Country Produce.

EGGS.

The tone of the egg market is strong. Prices have advanced half a cent per dozen. The demand was good and sales in a wholesale way were made at 18 1-2 to 19c per dozen. Selected stock sold at 21 1-2 to 22c in a jobbing way.

POTATOES.

The tone of the market is easier, owing to increased offerings. The tendency of prices is to drop. Carlots of good sound stock sold at 60 to 65c and common, 55 to 58c per bag.

BEANS.

Steadiness marks the bean market. Prices show no change. We quote:

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

HONEY.

Honey remains featureless. The demand for white is slow while there seems to be a good inquiry for buckwheat. We quote.

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

MAPLE PRODUCTS.

Prices are unchanged and trade is very slight for all kinds of maple products just now. We quote:

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

HOPS.

New hops have been sold this week at 30c. Choice seedlings have been quoted at 23c to 35c. An inquirer for American hops, stated last Monday that the New York hops could not be laid down here under 35c duty paid. We quote:

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

Flour and Feed.

FLOUR.

Flour continues to hold its high price and is no doubt maintained there by the high price of wheat, coupled with the work of speculators. Certainly the price of flour is considered abnormal. The Ogilvie Milling Co. have most encouraging reports from the harvesting in the Northwest. We quote:

Manitoba spring wheat patents	5 80	
strong bakers	5 50	
Winter wheat patents	5 48	
Straight rollers	5 35	
Extra	4 58	
Straight rollers, bags, 90 per cent	2 50	2 60

ROLLED OATS.

Cooler weather has stimulated the demand for rolled oats. Prices remain unchanged. We quote:

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

FEED.

The strong position of mill feed is very noticeable and millers' stocks continue to be low. We quote:

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

HAY.

Considerable interest is being taken in hay that has been shipped to St. John's, Nfld. Some of this is baled hay. The shortage in hay in Nova Scotia has occasioned considerable demand for stock in Quebec and Ontario; \$9 is about all that can be obtained for No. 1 f.o.b. Sales have been made in St. John's, Nfld. for \$20 gross ton of 2,240 pounds. Dealers, however, say that there is no money in shipping at \$9 per ton here, as the freight and duty amount to \$8 per ton. We quote:

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

ONTARIO MARKETS.

Toronto, Sept. 29, 1904.

Groceries.

THE grocery trade continues to hold its own, a fair to good volume of business being reported during the week. It is not expected that the full tide of Fall and Winter trade attending the close of navigation will be on before the first of October; meanwhile travelers see the beginning of a big ending to the grocery trade of 1904.

Arrivals of new Valencia raisins, peels, and currants are reported, and quotations are now on the market. The Mediterranean fruit season, which will set in in the course of a month, will tend to stimulate the grocery trade generally.

Sugar is firm but rather dull, owing to the comparatively small quantity being used for preserving purposes as a result of the shortage in the fruit crop. Considerable anxiety is being manifested in regard to the tomato and corn pack of 1904, which it is thought will be seriously curtailed as a result of damage from Autumn frosts. The damage to corn is reported as even greater than that to tomatoes, and it is probable that higher prices will rule than a year ago.

Trade in syrups and molasses is progressing favorably. Tea and coffee continue quiet, the latter being very firm and high. A seasonable trade is reported in rice and tapioca, spices, foreign nuts and bird seed, with no special features. A good and increasing volume of trade in dried fish is reported, improved demand being noticeable for dried cod fish packages. Scaled herring are expected on this market shortly, and will retail at a higher price than usual. Evaporated apples have arrived and are selling at from 6 1/2 to 7c per lb.

CANNED GOODS.

The principal item of interest in canned goods this week is the damage by frost to growing tomatoes and corn. In some districts the tomato vines were killed outright and serious damage is reported from the tomato growing districts of Ontario generally. In view of this packers will be seriously inconvenienced, and there is every likelihood now of a comparatively small pack of tomatoes this year with correspondingly higher prices. Corn is in the same predicament, and it is feared the damage has been even more serious than to the tomato crop. Rumors are common that there will be a shortage in the corn pack.

Canned fruits are moving slowly as usual at this, the fresh fruit season, except in extreme north and western markets. A reasonable demand for salmon continues at the high price ruling. There will be few if any sardines offering on the market this year in consequence of the failure of the sardine fisheries in France. We quote the following prices:

Apples, 3s.	0 90	
gallons	2 20	
Asparagus, American	4 00	
" tips, 2's	2 65	
Beets, 2's	0 90	
Beets, 3's	1 00	
Blackberries, 2's	1 50	1 70
Beans, 2's	0 80	0 92 1/2
Corn, 2's	1 25	1 35
Cherries, red, pitted, 2's	2 20	
" white	2 40	
Peas, 2's	0 82 1/2	1 30
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1 1/2's	1 50	1 60
" 2's	1 80	2 75
" 3's	2 50	
Peaches, 2's	1 87 1/2	
" 3's	2 82 1/2	
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	0 95	0 95
gallon	2 50	
Rhubarb, 3's	1 30	1 90
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 47 1/2	1 75
Succotash, 2's	1 00	
Tomatoes, 3's	1 12	

Lobster, tails.....	3 50
" 1-lb. flats.....	3 50
" 1-lb. flats.....	2 00
Mackerel.....	1 00
Salmon, Fraser River, "Horseshoe" and "Maple Leaf".....	1 25
1-lb. tails, 5 cases and over.....	1 77 1/2
1-lb. tails, less than 5 cases.....	1 80
1-lb. flats, 5 cases and over.....	1 90
1-lb. flats, less than 5 cases.....	1 92
1-lb. flats, 5 cases and over.....	1 17
1-lb. flats, less than 5 cases.....	1 20
Salmon, "Clover Leaf".....	1 72 1/2
1-lb. tails, 1 to 4 cases.....	1 87 1/2
1-lb. flats, 1 to 4 cases.....	1 70
1-lb. tails, 5 to 9 cases.....	1 85
1-lb. flats, 5 to 9 cases.....	1 87 1/2
1-lb. tails, 10 to 25 cases.....	1 82 1/2
1-lb. flats, 10 to 25 cases.....	0 95
Chums.....	0 15
Sardines, Sportaman.....	0 23
" Portugese.....	0 08
" P. & C.....	0 25
" P. & C.....	0 35
" Domestic.....	0 03 1/2
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00
Haddies.....	1 00
Haddies, per case.....	1 00
Kippered herrings, domestic.....	1 45
" imported.....	1 00
Herrings in tomato sauce, domestic.....	1 45
" imported.....	1 00
California ripe olives, tins, per doz.....	4 75
Corned beef, 1s, per doz.....	1 50
" 2s, ".....	2 70
" 6s, ".....	9 00
" 14s, ".....	20 00
Lunch tongues, per doz.....	3 00
Potted meats, 1s, ".....	0 50
" 1s, ".....	1 00

For fuller quotations on 1904 pack of fruit and vegetables see Quebec markets.

SUGAR.

Since our last report the tone of the sugar market has considerably improved, prices in Europe stiffening fully 3d per cwt., and closing after slight fluctuations at from 2 1/4d to 3d per cwt. above last week. As we go to press prices for September shipment are 11s 3/4d, and for October shipment 11s 5 1/4d, as compared with 10s 10 1/4d and 11s 2 1/4d a week ago.

A fair business in cane sugar has transpired during the week comprising the sale of a cargo of 5,250 tons Javas at Delaware breakwater to the Arbuckle refinery at 11s 9d per cwt, c. i. f. equal 4 1/2c d. p. for basis 96, and later a cargo of 3,770 tons Javas at breakwater at 11s 10d c. i. f. New York, equal to about 4.30c d. p. for basis 96 to the Federal Refinery. The only other business transpiring was the sale of about 5,000 bags Cuban sugars to the National Sugar Refinery Co., at 2 15-16c c. and f. for basis 95, equal to 4 5-16c landed d. p. for basis 96. We hear of another sale of Cubans to the same refiners at same d. p. parity; quantity not reported. Cuban sugars are getting scarcer all the time and the balance on hand are held at above current prices for Javas. While this state of the market continues refiners are giving more attention to latter sugars except all offerings on basis of 11s 7 1/2d c. and f. and 11s 9d c. i. f. basis afloat. It is reported that they have secured quite large future shipments on this basis. Latest advices from Europe indicate no change in the crop situation.

Receipts at U. S. Atlantic ports for the week ending Sept. 21 were 45,879 tons, which were fully counterbalanced by meltings of 46,000 tons, leaving stocks practically unchanged from previ-

ous week, say 148,462 tons, a decrease of 28,782 tons from last year. There is now only one central factory grinding in Cuba as against two at the same time a year ago, and stocks in the island are reduced to an abnormally low figure, namely, 15,000 tons, making stocks in U. S. and Cuba combined of 163,462 tons as compared with 347,716 tons last year, a decrease of 184,254 tons. Total stocks of Europe and America at latest uneven dates were 1,183,462, against 1,739,896 tons last year, the decrease now being 556,434 tons.

There are no changes to note in the refined market, the situation remaining firm with steady call for shipments under contract and a moderate amount of new business is reported. There are those who anticipate that the stronger position in raws must ultimately be reflected in refined and a good demand for the latter is anticipated. In Canadian refined there are no changes to note; the demand continues moderate. We quote the following prices:

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

SYRUPS AND MOLASSES.

The molasses trade continues to improve steadily as cold weather approaches, last month's trade having been exceptionally good. New Orleans business is confined largely to one or two brokers, others not being able to meet inquiries with suitable quotations. The demand for corn syrups continues seasonable, while a number of orders for high-grade West Indian molasses were placed during the week, and it is expected that there will be considerable of it on the market in a short time. Years ago Toronto firms handled large quantities of Barbadoes, Porto Rico, etc., molasses, but latterly the trade has diminished considerably because the consumer in Ontario has taken a notion for small fancy packages. It looks as if the old favorite was about to come into general favor once more. Our quotations are as follows:

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

5-gal. Imp. brand, per can.....	4 50
1-gal. " per case.....	5 10
1-gal. " ".....	5 60
Qts. " ".....	6 00

TEAS.

The tea market is without special features for the week, with business quiet.

The manufacture of Indian and Ceylon green tea has practically ceased for the present, owing to lack of demand generally on this side. This lack of demand is not the result of a falling off in consumption here, as teas are going out steadily to consumers and are as much in demand as ever, but owing to over importations, important contracts having been entered into with India and Ceylon at the time of the declaration of the Russo-Japan war in anticipation of high prices on Japan tea. The fact that Japan teas are actually some cents per pound lower than last year has compelled merchants to import somewhat more freely on top of Indian and Ceylon stocks, resulting in temporary oversupply.

Ceylon and Indian estates have the facilities for turning out green tea as soon as there is an export demand at remunerative prices, so that the fact that they have stopped making green teas at the present time does not mean that they have abandoned the green tea trade.

Business in black teas has been a little better than last week, though buying is still on a moderate scale. Our quotations are as follows:

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

COFFEES

Only a seasonable demand in coffees is reported for the week at the high level of prices ruling. Locally there is no special feature of the market to report. Brokers report that coffee is dull on the street, and that buyers are still holding off, waiting for more favorable quotations. The latter hint, however, that stocks are already quite low and that they will be obliged to buy in the very near future. Meanwhile actual business is in the air and the brokers are doing nothing more than keeping their customers advised on the state of the coffee market.

Increased speculative interest has been shown the past week in the mar-

ket for contracts. Early in the week there was an easier turn to prices. Subsequently, however, there developed a better undertone and all of the decline was recovered. The tone of the market at the close was steady.

The easier drift to values which developed during the first half of the week was the effect of selling by tired speculative holders to liquidate their accounts. The movement of the Brazil crop continued heavy, and this, coupled with an indicated large increase in the world's visible supply during September, generally estimated at about 700,000 bags, and which, if true, will place the world's visible supply of coffee on October 1 at about 14,200,000 bags, or about 400,000 bags larger than on the same date last year, had a discouraging effect with some of the trade. It was pointed out, however, that although the world's stock of coffee is larger than at this time last year, Europe's supply is smaller than a year ago, the stock in Brazil ports about the same as last year, and that the increase is in the supply of coffee for the United States, and which is figured as about 900,000 bags larger than the corresponding time last year. The significant fact about this large increase in the supply of coffee for the United States, it is claimed, is that it is believed to be controlled by the two largest trade interests of that country, and who are believed to be accumulating coffee, anticipating higher prices as the season advances.

Crop news from Brazil during the week has continued of a bullish character. Several firms cabled from Santos saying that the flowering or prospects for the 1905-6 Santos crop was unfavorable, and one firm cabled reiterating their estimate of 6,250,000 to 6,750,000 bags as the yield of the present Santos crop. Cable advices also were received saying that a falling off in receipts was expected.

We quote the following prices :

	Per lb.	Per lb.
Green Rio, No. 7	0 09½	0 10
" " No. 6	0 10½	0 10½
" " No. 5	0 11	0 11
" " No. 4	0 11½	0 11½
" " No. 3	0 12	0 12
" Mocha	0 21	0 25
" Java	0 22	0 35
" Santos	0 10½	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
" Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

RICE AND TAPIOCA.

A seasonable demand exists for rice and tapioca at unchanged prices. This time of year is not the season of greatest consumption in rice and tapioca — their time comes in the Winter and early Spring, when supplies of fruit begin to run low. Patna rice is reported as a fair to good crop and Japan as a full crop, although more of the latter will be required at home this year on

account of the war. Our quotations are as follows :

	Per lb.	Per lb.
Rice, stand. B.	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 05	0 07
Sago	0 03½	0 04
Tapioca, staple	0 03½	0 03½
" double goat	0 04½	0 04½
Carolina rice	0 08	0 08

SPICES.

The spice trade continues active and steady with no special feature to record except a continued firmness in the pepper market. Quotations remain unchanged. We quote the following prices:

	Per lb.	Per lb.
Peppers, blk	0 18	0 19
white	0 23	0 27
Ginger	0 18	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 25	0 30
Allspice	0 14	0 17
Mace	0 80	0 90

Foreign Dried Fruits

During the week new Valencia raisins, new currants and new peels arrived on the market. The bulk of Mediterranean fruit, however, will not be here for some time yet.

In California the raisin situation is stronger owing to recent rains which have seriously interfered with the gathering of this season's crop. Cable advices just received from Denia say the market in Valencia raisins is very strong and that an advance is expected in the very near future in view of the shortage of the crop as compared with last year, when the average price was not above to-day's quotations. Quotations on Malaga raisins indicate a low price in view of a plentiful crop.

General importations of foreign dried fruits are on a much smaller scale than in previous years. Present indications point to short supplies during the heavy distributing season between the present time and the end of the year. We quote the following prices :

PRUNES.

	Per lb.	Per lb.
100-110s	0 04	0 04½
90-100s	0 05	0 05½
80-90s	0 05½	0 05½
70-80s	0 06	0 06½
60-70s	0 06½	0 07
50-60s	0 07	0 07½
40-50s	0 07½	0 08
30-40s	0 08½	0 08½

CANDIED PEELS.

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

FIGS

	Per lb.	Per lb.
Tapnets	0 03½	0 09
Naturals	0 06½	0 09½
Elemes	0 09	0 20

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 8½ 0 12

CURRANTS.

	Per lb.	Per lb.
Fine Filiatras	0 04½	up
Patras	0 06	0 06½
Vostizzas	0 07	0 08

RAISINS.

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

DATES.

	Per lb.	Per lb.
Hallowees	0 03½	0 04
Sairs	0 03½	0 03½
Fards	0 08½	0 09

FOREIGN NUTS.

During the week under review the market in pecans became stiffer, although no material change has taken place in the price list of this week. Brazils are firmer and reports state good crops. The market generally continues good. Our quotations are as follows :

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

DRIED FISH.

The dried fish trade is improving steadily, a particularly good demand for prepared cod fish being reported during the past week. The next item of interest in dried fish circles will be scaled herring, bought to arrive shortly, which will sell at 20 to 22c per box, the highest point ever reached in this article. The principal reason assigned is the poor herring catch for the present season. Our quotations are as follows:

Boneless fish, per lb.	0 04½
Cod fish, 1-lb. bricks	0 06½ 0 07
Pure cod, per lb.	0 10
Quail-on-toast, per lb.	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb.	0 06
Labrador herring, per bbl.	6 00
" per ¼ bbl.	3 25

BIRD SEED.

The bird seed situation remains practically unchanged from last week. High prices rule with the result that more seed is being sold in packages than in bulk. We quote the following prices :

Canary seed, per lb.	0 06½ 0 07
Hemp	0 04½

EVAPORATED APPLES.

1904 stock evaporated apples have arrived on the market and are selling at 6½ to 7c. Indications are that evaporated apples will be plentiful this season, evaporators all over the country being now in operation.

Country Produce.

EGGS.

Dealers are gradually taking their wagons off the route and it is likely that larger quantities will be reaching the Toronto market from now on. Prices are irregular, running as high as 23c for first-class eggs. The price quoted this week is 19c, but if a buyer wishes to be guaranteed fresh eggs he must pay over 20c. Dealers would rather sell the eggs as they arrive at 19c than get even 23c for the best quality and grade down to what they are obliged to accept for seconds and cracked eggs.

BEANS.

Prices on mixed beans have advanced 5c per bushel; primes 10c per bushel, and hand-picked have advanced from \$1.50 and \$1.60 to \$1.60 straight. Limas remain unchanged. This change in price

1842 **READY FOR BUSINESS AGAIN** 1904

We are now in a position to fill our Customers' orders with

FRESH STOCK.

LOOK UP YOUR WANTS FOR FALL.

1904 — **CROP** — 1904

Canned Goods

Vegetables

Fruits

VALENCIA RAISINS, JOSE PART, First direct Steamer, F.O.S. Selected. 4-Crown Layers.

TRENOR & CO., 2nd direct Steamer, F.O.S. Selected. 4-Crown Layers.

VALENCIA Shelled ALMONDS

BEVANS TABLE RAISINS, all qualities, all sizes.

EVAPORATED APPLES (in store), 25-lbs. and 50-lbs.

CALIFORNIA PRUNES, 25-lbs.

"GRIFFIN & SKELLEY" SANTA CLARA. 30/40, 40/50, 50/60, 70/80, 80/90, 90/100.

CURRENTS — CURRENTS

Half-cases, Cleaned and Uncleaned, 1-lb. cartons.

CALIFORNIA SEEDED RAISINS

Heliotrope, 16-oz., GRIFFIN & SKELLEY.

Evaporated Apricots

Peaches

Pears

FIGS

LAYERS TABLE, "TAPNETS" 1 $\frac{3}{4}$ -mc, 2, 2 $\frac{1}{4}$, 2 $\frac{3}{4}$. 12-oz. and 16-oz.

ENGLISH PEELS. (In Store.)

LEMON, ORANGE, CITRON (32—7-lb. boxes p-r case)

YORK CONFECTIONERY Co., GLASGOW.

WILLIAMS BROS. CO., Limited

Pickles, Jams, Catsup, Mustard, Sauces, Relish, etc. CASES, KEGS and BARRELS.

NUTS. (All Kinds.)

Grenoble (Walnuts) Tarragona S. Shell, Filberts, Pecans, Brazil, Peanuts (small and large).

DATES. (Hallowee.)

LOOSE and ONE POUND.

All orders placed with us for Fall delivery will be shipped in due course.

Let us hear from you. Quotations and Samples furnished with the greatest pleasure.

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS, AND IMPORTERS OF TEAS, COFFEES, WINES AND LIQUORS,

21—ST. ANTOINE ST.—21

MONTREAL

is due to the strong export demand which has sprung up during the last week. At present trade is brisk with a good supply to meet all requirements. We quote the following prices :

Beans, mixed, per bush.	1 30
prime, "	1 45
handpicked, per bush.	1 60
Lima, per lb.	0 06 0 07

HONEY

At present there is a fair inquiry for this article. Prices are unchanged. We quote the following prices :

Honey, extracted clover, per lb.	0 08 0 08 1/2
sections, No. 1, per doz.	1 75 2 00
sections, No. 2, "	1 50

Green Fruits.

Since date of last writing California late Valencias have been struck off the list. The season for importing California fruit is practically over. At present there is one car of Idaho plums on track at local market and this, along with Cape Cod cranberries and bananas, is practically all of the imported fruit here. Cape Cod cranberries are easier this week and are selling at \$8 per bbl. Bananas are still plentiful and cheap. Large lemons are scarce. New Messinas are expected on the market next week.

Jamaica oranges are arriving in fair quantities. Shipments are being made in both bbls. and boxes. The quality of these goods is better this year so far as a result of the cold air cells which have been built in the freight compartments of ocean liners, thus keeping the fruit cooler and firmer. As a result of good supply prices have declined \$1 on bbls. and 25c on boxes. Shipments of Almeria grapes may be expected within two weeks. Reports state quantity and quality of crop good.

Canadian peaches have arrived in fair quantities during the week and prices have become easier. Prices on pears and plums have advanced. Tomatoes are arriving in larger quantities and we may look forward to good supplies if warm weather continues. The season for Clapp's Favorite pears, Champion and Moore's Early grapes is practically over. Crabapples are selling at from 15 to 25c per basket, and from \$1.50 to \$2.50 per bbl.; Worden grapes at 30c per basket, and Brightons at from 25 to 40c per basket. Reports state that apples are plentiful in all districts, but that in some districts the quality is 10 per cent. better than in others. All dealers are of the opinion that apples will be cheap during the coming Winter. The market has been dull during the past week, but dealers are looking forward to improved conditions.

Our quotations are as follows :

Jamaica oranges, per bbl.	5 50
per box.	3 25
Verdelli lemons, 300's, per box.	4 00
360's, per box.	3 59
Florida pineapples, per crate.	3 00 3 50
Bananas, large bunches.	1 25 1 75
Bananas, 8's, per bunch.	1 00 1 25
Apples, Canadian, baskets.	0 15 0 25

Limes, per box	1 00	0 20	0 30
Tomatoes, per basket	0 20	0 25	0 25
Cantaloupes, Can., per basket	0 50	0 60	0 60
California peaches, per crate	1 25	1 50	1 50
plums	1 25	1 50	1 50
California Bartlett pears, per box	2 25	2 50	2 50
Peaches, fancy, per basket	0 90	1 00	1 00
choice, per basket	0 50	0 75	0 75
Sweet potatoes, double heads, per bbl.	4 00	4 00	4 00
cloth covers	0 75	0 85	0 85
Plums, Canadian, large	0 75	0 80	0 80
Lombard's,	0 75	0 80	0 80
green gage.	0 75	0 80	0 80
Pears, Canadian, Bartlett's, per basket	0 50	0 65	0 65
Moyer's, small basket	0 25	0 30	0 30
Rogers' red. "	0 25	0 30	0 30
Niagaras, "	0 22 1/2	0 25	0 25
large basket	0 40	0 40	0 40
California grapes, Tokays, per crate	2 00	2 25	2 25
Concord's, small baskets	0 25	0 25	0 25
large	0 35	0 35	0 35
Wordens, per basket	0 25	0 30	0 30
Brightons,	0 25	0 30	0 30
Crab Apples, per bbl.	1 50	2 25	2 25
per basket	0 15	0 25	0 25

APPLE SHIPMENTS.

Total apple shipments from all ports week ending Sept. 24 :

	To Liver-pool.	Lon-don.	Glas-gow.	Vari-ous.	Total.
From Montreal.	16,653	184	11,292	999	29,129
Boston.	11,624	145	1,385	.....	13,155
New York.	20,510	809	10,202	1,963	33,504
Portland, Me..	961	.....	.....	.....	961
Halifax.	.....	20,194	.....	.....	20,194
Total for week	49,748	21,323	22,880	2,982	96,943
Same time 1903.	79,619	31,528	28,113	12,144	151,404

A cable from London on the apple situation, dated Sept. 28, reads : Demand better ; prices show slight improvement. Greenings XXX, 9s. to 11s. ; XX, 7s. to 8s. Colverts in general, 8s. to 10s. Gravensteins, 14s. to 16s. Kings, 20 oz., Blenheim and Ribston Pippins 12s. to 14s.

Vegetables.

The demand for vegetables on this market is fair; onions are selling well and are scarce. At present trade in cauliflowers is slow owing to an over supply. During the week beets and carrots advanced 10c per bag. We quote the following prices :

Head lettuce, per doz. bunches	0 20	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	0 50	0 75
Mint, per doz. bunches.	0 15	0 15
Parsley, "	0 20	0 20
Sage, per doz.	0 15	0 15
Savoury, per doz.	0 15	0 15
Carrots, new, per doz.	0 15	0 15
Carrots, per bag	0 60	0 60
Beets, new, per doz.	0 30	0 30
Beets, per bbl.	0 50	0 50
Beets per bag	0 60	0 60
Rhubarb, per doz.	0 20	0 25
Dry Onions, per bag	1 25	1 25
Dry Onions, per basket.	0 40	0 40
Silverskin pickling onions, per basket.	1 00	1 22
Green house water cress, per doz.	0 25	0 25
Green cucumbers, per basket.	0 25	0 25
Pickling cucumbers, per basket.	0 50	0 30
Waxed beans, per bush	0 75	1 00
Cauliflowers, per doz.	0 75	1 50
Green peppers, per basket.	0 35	0 50
Ped peppers, per basket	0 75	1 00
Michigan celery, per doz.	0 35	0 50
Canadian celery, per doz.	0 35	0 50
Vegetable marrow, per doz.	0 50	0 75
Green corn, evergreen, per doz.	0 10	0 15
Egg plant, per basket	0 40	0 50
Potatoes, per bush.	0 55	0 85
Butter squash, per doz.	0 75	1 25
Parsnips, per doz.	0 30	0 30
Cabbage, per head.	0 05	0 05
per doz.	0 25	0 50
Turnips, per bag	0 25	0 50
Pumpkins, each	0 10	0 15

Fish.

Pike are very scarce, the market being bare at present. The demand is brisk and prices continue unchanged. The supply of oysters is good, and as a result of the cool weather there is a good demand for this article. In addition to our list we have ciscoes selling at \$1.25 per basket. The demand is

fair with a very uncertain supply. Our quotations are as follows :

Halibut.	0 10
Sea salmon.	0 18
Whitefish, fresh caught, per lb.	0 09
Haddock " " per lb.	0 06
Cod, steak " " "	0 07
Perch	0 06
TROUT, lake, per lb.	0 09
Herring, lake, per lb.	0 05
Pike, per lb.	0 06
Finnan haddie, per lb.	0 08
Oysters, Long Island natives, per imp. gal.	1 70
Baltimore's, per wine gal.	1 50
" Standards, per small pail	4 50
" Selected,	5 35
Ciscoes, per basket	1 25

SEEDS.

Under date of writing deliveries are coming forward more freely. Alsike prices range from \$1.65 to \$6.25, while choice and fancy seed is bringing from \$6.75 to \$7.25. Low grades and alsike containing trefoil and timothy are at a discount. It is yet too early for other seeds. Prices remain unchanged with the exception of the classifications made on alsike. Prices quoted are as follows :

Alsike clover, per bush	4 65	6 25
" Fancy " or " Choice "	6 75	7 25
Mammoth clover, per bush	5 50	6 25
Timothy	1 00	1 35

Grain, Flour and Breakfast Foods.

GRAIN.

During the week "Manitoba Northern" No. 1 has declined 1c per bushel, and No. 2, 1-2c per bushel while No. 3 stock is exhausted. Red and white have each dropped 1c per bushel. Oats are easier and are now selling at from 35 1-2 to 36c per bushel. Rye is stronger, having advanced 1c per bushel. Prices quoted buyers are as follows:

Manitoba wheat, Northern No. 1 "	1 11	1 11 1/2
" " " " No. 2 "	1 08 1/2	1 09
Red, per bushel, on track Toronto new.	1 08 1/2	1 09
White " " " "	1 08 1/2	1 09
Barley " " " "	0 46	0 49
Oats " " " "	0 38	0 38 1/2
Oats, new " " " "	0 35 1/2	0 36
Peas " " " "	0 69	0 70
Buckwheat " " " Nominal	6 50	6 55 1/2
Rye, per bushel, "	0 65	0 66

FLOUR.

The flour trade continues good. As wheat is slowly declining in price, the outlook is for lower prices on this market. Prices remain unchanged. Our quotations are as follows:

Manitoba wheat patents, per bbl.	5 70
Strong bakers	5 40
Ontario wheat patents "	5 50 5 60
Straight roller	4 90 5 10

BREAKFAST FOODS.

As a result of keen competition "Rolled Oats" in wood, bags and broken lots have each dropped 25c. Oats have become easier on the grain market. The demand is strong and supplies are good. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 05
Rolled oats, standard, carlots, per bbl., in bags	4 25
" " " " " " " "	4 50
" " " " " " " " " " for broken lots	4 65
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	3 75
" " " " " " " " " " in wood	4 00

Hides, Tallow, Skins and Wool.

During the week under review lamb skins and shearlings have each advanced

5c, caused making 1 more expen

Auction don, Engl place four markets of bility of a sales are the two a remain un as follows

HIDES

No. 1 green ste	"
No. 1 green, pe	"

CALFSKINS

Veal skins, No.	"
" " " "	"
" " " "	"
" " " "	"
Lamb skins	.....
Shearlings	.....

TALLOW

Rendered Tallow

WOOL.

Unwashed wool	.....
Fleece wool, at	.....
Pulled wool, at	.....

TRADE

Special Corre

Var

TRADE

Bus off ment of t refused b Railway (week ago, earlier th wishes to position i close of r that of h chandise (has to be ables are nothing b this year chandise tle, await The wate kon this y ed with frost, wh time afte likely pr taken do are over casses shi

The big the jump scarcity o gone up :

5c, caused by growth of animals, thus making the skins older, larger and more expensive.

Auction sales are being held in London, England. These auctions take place four times a year and rule the markets of the world. There is a liability of a change in prices after present sales are over. With the exception of the two above mentioned articles prices remain unchanged. Our quotations are as follows:

HIDES

No. 1 green steers, per lb.	0 09
No. 2 " " " "	0 08
No. 1 green, per lb.	0 08 1/2
No. 2 " " " "	0 07 1/2

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " " " "	0 08
" " " " " "	0 09
" " " " " "	0 07
Lamb skins	0 70
Shearings	0 70

TALLOW.

Rendered Tallow, per lb.	04 1/2 0 04 1/2
--------------------------	-----------------

WOOL.

Unwashed wool, per lb.	0 11 1/2 0 13
Fleece wool, new clip, per lb.	0 20 0 21
Pulled wools, super, per lb.	0 20 0 22
" " " " extra	0 21 0 23

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER.

Vancouver, B.C., Sept. 22, 1904.

TRADE conditions continue normal. Business with the Yukon will drop off from this date, the consignment of through shipments having been refused by the White Pass and Yukon Railway Company. This took place a week ago, and the date is somewhat earlier than last year, but the company wishes to avoid as far as possible the position in which it finds itself at the close of navigation every year, namely, that of having large quantities of merchandise on hand at White Horse, which has to be stored over Winter. Perishables are generally rushed through, and nothing but the staples lie over. Already this year there are 3,000 tons of merchandise at White Horse, besides cattle, awaiting shipment down the river. The water is very low in the upper Yukon this year, and this condition combined with the closing of navigation by frost, which will take place almost any time after the first of the month, will likely prevent all of the goods being taken down to Dawson. What cattle are over are slaughtered, and the carcasses shipped over the ice.

* * *

The biggest features in the market are the jump in the price of flour and the scarcity of eggs. Manitoba patents have gone up 30 cents per barrel, one of the

largest advances yet, and the market is firm at that. Wheat has also advanced in sympathy. While eggs have not advanced, the figures are very firm, consequent upon the few fresh eggs in the market. Eastern eggs are somewhat better than a month ago, and are worth 26c. The local article goes from 30c to 35c. Butter remains the same, local creamery retailing at 30c, with preferred article at 35c.

* * *

Another feature is the corner in potatoes, which it is thought may prove successful. The main source of supply is Ashcroft, where the best potatoes on the coast are grown. They are eagerly sought after, and large shipments are made to all parts of the province, and to the north. Mr. Sol. Oppenheimer, of the firm of Oppenheimer & Sons, who is thoroughly familiar with the produce market, claims he has secured all the potatoes for this Fall, and will be able to command the market. The necessary money for the operation was put up by Mr. J. West, an Australian, who has come to Vancouver and is investing largely in business property. The effect of this action is not yet apparent, it being a little too early, but later in the season the result may be noted.

* * *

Generally, local business is up to expectations for this time of the year, and orders for fall trade have been satisfactory. Payments are fairly prompt, and little complaint is made on that score. The vegetable market is featureless, and the fruit business is brisk with very little change to note. Plums are slightly higher, as the season is advancing, and the demand for them is very good. California dried apricots, pears and peaches are all reported to be a short crop, and the market is thus somewhat unsettled. Coffee has an upward tendency, while there is nothing new to report in tea. In cured meats, backs have advanced 1-2 cent, but other standards are the same.

* * *

Mr. William Whyte, second vice-president of the Canadian Pacific Railway and general manager for the western lines, is in Vancouver this week on his annual tour of inspection with the president, Sir Thomas Shaughnessy. Mr. Whyte understands the west perhaps better than any other man in the company, and he is very sanguine over the great trade possibilities between British Columbia and the Territories and Mani-

toba. "The market there is constantly increasing," Mr. Whyte said. "With 50,000 and 100,000 settlers taking up land in the Northwest every year, British Columbia will have a fine market for its fruit and lumber, while the Territories should export some of their wheat to the Pacific seaboard. This could go in the way of flour. There are vast developments in store for western Canada."

* * *

It will only be two or three months before the steamers are on the new route between Vancouver and the ports on the west coast of Mexico. That there are trade possibilities there is indicated in the interest the Governments of the two countries have taken in the matter, and also from the figures which show the increase of exports from the United States to Mexico. In 1889, \$6,500,000 worth were taken from the United States and ten years later this had reached \$11,500,000. The greatest increase has been since then, showing that if once the trade be started there will be considerable commerce. In 1900 the exports amounted to \$35,000,000, an increase of 300 per cent. and in 1903, \$42,250,000. This trade has been secured by the energy of Americans, and there is no reason why Canada should not come in for her share. Her goods are just as good, the tariff is just as favorable, and it but rests with the people, since the Governments have done their share. Apart from lumber, timber, and mining necessities, there should also be a considerable demand for cured meats, canned goods, and such like. The west coast of Mexico is now being rapidly developed, and in a few years, now that that part is being opened up by railways, there should be admirable opportunities for trade for those who care to go after it. Mr. J. H. Greer, the agent here of Andrew Weir & Co., of Glasgow, who have been awarded the contract to supply the service, has opened offices in Vancouver.

OTTAWA EXHIBITION NOTE.

The exhibit of Armour's Cordials and Extracts of Beef at the Canada Central Fair at Ottawa received a good deal of attention and the merits of the goods were highly commented upon. D. Rattray & Sons are the general agents for Armour throughout the Ottawa Valley and the exhibit was under the direct management of Mr. C. A. Parker, of Ottawa.

Champagnes

Three of the leading and most reliable brands:—

Theophile Roederer
Leon Chandon
A. Chaussepied

PINTS and QUARTS—In Baskets and ½ Baskets.

Write for Quotations.
We defy competition in prices.

B. O. BELAND,

Agent,

1684 Notre Dame Street,

MONTREAL.

REGINA NEEDS NEW INDUSTRIES.

Regina is badly in need of an up-to-date packing house plant, a cold storage plant, a wholesale grocery and a biscuit and candy factory, says the Winnipeg Free Press, and it is understood that every possible assistance will be given capitalists willing to put money into these enterprises.

The Regina Board of Trade has determined that the time has come for the establishment of a live stock market at Regina, and as a preliminary step is inviting correspondence with the official secretary, J. K. Hunter. For years to come the west will be heavy consumers of cereal foods, breadstuffs, ham, bacon, etc., and it is contended that there is no reason why she should be compelled to ship her raw material east to be made into food only to be returned later subject to heavy tolls for manufacture and carriage.

PERSONAL MENTION.

Mr. J. B. Townsend has just returned from a visit to Newfoundland, in company with Mr. Mark Sanderson, of Robertson, Sanderson & Co., Limited, of Leith, the Scotch distillers.

Mr. Harry Dawson, of "Dawson Bros." Fruit Commission Co., Toronto,

has just returned from a tour of inspection through the apple district of Ontario. He reports a good crop in general and is of the opinion that apples will be cheap during the coming Winter.

HINTS TO BUYERS.

The MacLaren Imperial Cheese Co., Toronto, reports that it is now shipping large quantities of Canada Cream Cheese for the Fall trade.

McWilliam & Everist, Toronto, are expecting a car of fine Cape Cod cranberries; also a car of lemons, this week.

The California deciduous fruit business is practically over after a very successful season, forty-four cars having been handled during the past 10 weeks by White & Co., Toronto.

The Park-Blackwell Co., Toronto, reports that its sausage trade has been phenomenal so far this season, "Fresh Pork Sausage" having proved a popular article with the trade. The firm is at the present time filling daily as well as weekly orders for shipment to all parts of the country.

Cape Cod cranberries are arriving in fair quantities, a car coming in this week for White & Co., Toronto.

D. Rattray & Sons report large sales of Armour's Cordial and Extract of Beef, through their offices in Montreal, Quebec and Ottawa.

Leonard Bros., Montreal, report that they have some very choice Labrador salmon in tierces, barrels, and half barrels. These are very select stock and buyers would do well to write for prices.

W. G. Craig & Co., wholesale grocers, Kingston, expect the arrival in a few days of a large consignment of Lipton's pickles, jams, jellies, marmalades, etc.

"King Oscar" sardines are a good seller with Provost & Allard, Ottawa.

Salada tea, for which Provost & Allard, Ottawa, are agents, is going with them at the rate of about 50,000 packages every two months.

H. P. Eckardt & Co., Toronto, report a good business doing in "Eureka Brand" maple syrup.

A carload of Lytle's pickles, all varieties and styles, has been received this week by Provost & Allard, Ottawa.

Mr. E. D. Marceau's tea report in this issue is worthy of buyers' attention, particularly as it is accompanied by special offerings in teas.

The Joliette Biscuit Co.'s (Limited) products obtain a large sale in the Ottawa District. Provost & Allard of that city have to place orders in carload lots now.

Several shipments of new select Valencia raisins arrived this week for H. P. Eckardt & Co., Toronto.

EVERY MONTH sees us add **NEW ACCOUNTS—NEW GROCERS** just beginning business; **OLD GROCERS** with prejudices and biases gone. It is hard to resist a tea that takes with the public like

Blue Ribbon
Ceylon Tea does.

When people buy our Red Label at 40c., they are really getting a tea worth 50c.

Perhaps we are prejudiced in favor of our own Coffee, but why shouldn't we be when for *forty* years it has been the choice of "People Who Know."

CHASE & SANBORN

The Importers, Montreal

Macaroni**Napoli Brand**

1 lb. packages only; 24 to box.

Following assortment:

MacaroniMezzani—large Spaghetti
Mezzanelli small Vermicelli**Cut Macaroni**Ditali Tubet
Ditalini Tubetini**Fancy Pastes for Soups**

Wedding Rings Alphabets Stars

Genova Brand

Bulk only; 5, 10, and 25-lb. boxes.

Same assortment as above.

Write for quotations

NAPOLI MACARONI CO.,

Hayter and Teraulay Sts.,

TORONTO, CANADA

TORONTO CLUB COFFEE

in air-tight, sealed, lined bags, in ¼-lb. and 1-lb.; whole or ground; packed in canisters, beautifully lithographed, holding 10, 25 and 50 lbs. Retailers at 40c. paying a generous profit.

Toronto Club Coffee

is for your choicest trade.

Send for 2-oz. Sample—Free.

TORONTO CLUB COFFEE CO.

81½ Front St. E., TORONTO.

COMMON SENSE**KILLS** Roaches and Bed-Bugs
Rats and MiceAll Dealers and 381 Queen St. W.
TORONTO, ONT.

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

Write for prices.

**PEACOCK BRAND**of
Condensed**Mince****Meat**

Made only by

The Bates, Peacock Co.

HAMILTON, ONT.

NEW BRUNSWICK MARKETS.Office of The Canadian Grocer,
St. John, N. B., Sept., 1904.

THE Exhibition which was held during the past week was in every way a great success. Never have we had as good a show either as an industrial exhibition or as regards amusement features, which have grown to be so important to the success of any exhibition. Never were there larger numbers attracted to the city from the surrounding country. The weather, which perhaps after all is that which means success or failure, was fine, though perhaps a little cool. Those who had special lines to place before the people of these lower provinces must have realized the immense advantage of the exhibition as an advertising medium. As the exhibition followed the one at Halifax, those desiring to get the benefit of both were able to do so at the minimum of expense. It is expected that when the time for another exhibition comes around there will be even a greater demand for space.

In wholesale lines the week has not been a particularly busy one. But it has had this advantage: buyers and sellers have seen each other. Many who have not been in the city for a year and longer have been able to have a talk with our wholesale merchants, and though much can be done through correspondence and by the traveler, there is nothing like buyer and seller meeting face to face. Nearly all travelers have been in town looking after their customers who were visiting the city. In markets the general tone is very firm.

Oil.

The season of consumption of burning oil is here. Advance sales have been large. The lower prices quoted some weeks ago have not changed. Paint oils, while firm, are unchanged; there is but a fair sale. Lubricating oils, while unchanged, show a light movement. So far receipts of cod oil have been light. The high prices of last year have given way to much lower figures.

Salt.

Two quite large cargoes of Liverpool coarse salt have been received within the last two weeks. They were largely sold while landing. While prices are higher than last year there is a good, steady demand. Another cargo is expected next week, and a further shipment about two weeks later. In the salt, sale is rather less active, chiefly Canadian being sold, though some English factory filled is still offered.

Canned Goods.

There is increased interest, as several lines reported short pack. Prices on New corn, tomatoes, peaches and several other important lines are daily expected. It cannot be said that the

methods of the association are popular, still there are advantages particularly in view of the agreement on selling prices between the dealers here. Salmon are firm. There will, however, be fair stocks here. Springs and cohoes are the chief lines offered. Blueberries are quite plentiful. Gallon apples are dull. In domestic fish, such as sardines, etc., there will be a fair pack.

Green Fruits.

There is a steady business. Large quantities of apples are being received. Prices are quite low. Some nice New Brunswick Gravensteins are seen. Oranges are very scarce. Lemons are still quite high. Bananas show less business. Shipments of Ontario fruit have been light this year. It is still early for grapes. While peaches are scarce the demand is not active. Cape Cod cranberries are offered; prices are quite high.

Dried Fruits.

First shipments of California seeded and loose raisins are now on the way. Prices are very low and quality is said to be good. Prunes are very low. It would look as if practically no Valencias would be imported. Prices so far quoted are quite high. Malagas are about as last year. The sale is not large. Dates are low. Currants are now sold almost entirely in cartons cleaned. Prices are unchanged. Apricots and peaches are firm with sale light. Evaporated apples are very light sale. Ontario onions, which were sold very low, are now higher. Splendid Valencias are being received. The market tends higher. In nuts, filberts and shelled almonds are high. Peanuts are lower.

Sugar.

There has been no change for some little time, but the market is a firm one and full stocks are held.

Molasses.

Prices are unchanged. Fair stocks are held, particularly in Porto Rico. It is thought the new customs regulations in regard to duty will tend to increase our molasses business with Western Canada as shipments from Boston and New York will have to pay extra duty.

Fish.

This has been an off year. Fish were never so high. Fresh fish are very scarce. Dry fish continue very light supply. Prices are high. Receipts of pickled herring are very light. Full prices have been maintained. In smoked herring full figures are still asked. Season is yet early. Shipment of haddies is so far small. Smokers cannot get stock.

Flour, Feed and Meal.

Dealers were somewhat surprised this week by a small decline in Ontario

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flour. Market is still considered a firm one. Oatmeal is unchanged. Oats are rather lower. Cornmeal is firmer with a slight advance noted this week. Beans are dull, but price is rather higher. Feed is quite high. Barley is a light sale. Split peas scarce and high.

MANITOBA MARKETS.

Winnipeg, Sept. 26, 1904.

THE unsettled condition of the weather which has been general throughout the Northwest is still holding back the threshing operations to some extent. The jobbers report that trade on a whole is bright with splendid prospects.

Sugar.

The market is at present firm, quoting Montreal granulated at \$5.30 per barrel and \$5.20 per sack, yellows at \$4.70; Wallaceburg at \$5.20 in barrels and \$5.10 in sacks.

Rolled Oats.

The market is firm with the usual good demand, quoting 80-lb sacks at \$2.25, 40-lb sacks at \$2.30, 20-lb sacks at \$2.35, 8-lb sacks at \$2.65, and 6-lb sacks at \$2.85.

Cornmeal.

The market is now not quite so firm, but cornmeal is still holding the price per sack at \$1.75 and 90c per half sack.

Canned Vegetables.

The market is now quite firm; canned beans are still quoted at \$1.80 to \$1.90 per case, and canned peas which have been available for the past few weeks, are also quoted at \$1.90 per case.

Coffee.

The market is now somewhat quieter, quoting No. 5 green Rio good quality at the same figure as last week, from 10 1-2 to 11c per lb.

Canned Fruits.

The market is bright and fairly firm. All the available new stocks are now in good demand. The market quotes strawberries at \$3.25 per case, raspberries at \$3 per case of 2 dozen; jams are still holding about at 47 1-2c per pail for both Upton's and Aylmer's brands; pineapples, which are now available, 2 lb. whole at \$3.75, 2 1-2 lb. whole, at \$4.60, 2 lb sliced at \$4.25 and 2 lb. grated at \$4.35.

Green Fruit.

The market continues firm and very active. Oranges are quoted at \$5.50 per case; lemons \$5 per case; bananas, \$2.75 to \$3 per bunch; Washington pears \$2.25 per crate; California pears

No Competition . .

There are two ways to get away from competition.

One is to turn out poor goods and undersell everybody.

The other, to make the Best Goods.

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

Clark's Sliced Smoked Beef

 <p>This design a guarantee of quality.</p>	<p>RED-BROWN WRAPPING</p> <p>All Weights FOR FURNITURE PACKING All Sizes Strong, Tough and Stiff. A Sure Protection to Destination.</p>
	<p>SAMPLES AND PRICES WITH PLEASURE.</p> <p>CANADA PAPER Co. TORONTO LIMITED MONTREAL</p>

EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

LATEST ARRIVALS

Trenor's Blue Eagle Selected Raisins now in store.

Finest Filiatra Recleaned Currants.

Finest Amalia " "

Choice Vostizzas, large, fat, blue fruit.

Also new pack Corn, Peas and Tomatoes.

Sealy's new pack, Imperial Boneless Fish, Quail on Toast and Pure Cod Steak.

See our travellers for prices or
send for quotations direct to

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

WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.

\$3 per crate, basket pears 75c; tomatoes 75c per basket; crab apples 65c per basket; basket apples 40c; Washington peaches \$1.25 per crate; Washington plums \$1.25 per crate; Ontario apples

\$3 to \$3.25 per barrel; grapes 37 to 40c per basket; sweet potatoes are still quoted at \$5 per barrel; celery at 50c per dozen bunches and green tomatoes at 2 1-2c per lb.



Eastlake
Steel Shingles

either Galvanized or Painted

Are Always Reliable They are more economically durable and quicker to apply than any others, fitting accurately—and therefore most easily laid.

They have been thoroughly tested in all kinds of climates, invariably proving **Fire, Lightning, Rust and Weather Proof.**

If you're building, make sure of satisfaction by ordering EASTLAKE'S for the roof—fullest information if you write.

Metallic Roofing Co., Limited,
WHOLESALE MFRS., TORONTO, CANADA.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

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

SEED
That Will Sell

—Be careful about the BIRD SEED you buy.

BROCK'S
is always safe.

NICHOLSON & BROCK, - TORONTO

Eggs.

The market is slightly in advance of last week's quotations and with a good demand eggs are now jobbing to the trade at 21c per dozen.

Flour.

The market still continues firm, quoting No. 1 patents at \$2.90; No. 2 at \$2.70; No. 3 at \$2.10, and No. 4 at \$1.55.

PERSONAL MENTION.

Mr. J. S. Banks, fruit dealer and confectioner, Brantford, is dead.

Mr. T. J. Doak, Hamilton, formerly manager of the Canada Cannery Co., is dead.

Mr. Hugh McKenna, one of the oldest established grocers and general merchants of St. Stephen, N. B., is dead.

Mr. J. McLean, of McLean Bros., general merchants, North Wiltshire, P. E. I., has left on a two months trip to the Canadian Northwest and Pacific Coast.

Mr. Joel M. Briggs, of Toronto, was a visitor to Montreal last week, attending the meeting of the Canadian Manufacturers' Association. Mr. Briggs called at the office of The Grocer.

Mr. W. H. Dunn, Montreal, is visiting the trade in Toronto this week. His Toronto representative, Mr. W. F. Clough, will assist him in looking after the numerous customers in that city.

Mr. W. E. Forbes, of Snowdon, Forbes & Co., Montreal, is making a business trip through Ontario's larger business centres in the interest of Rowat's pickles and "Bee" brand goods.

Mr. E. O'Reilly, a well-known member of the Winnipeg Grain Exchange, is dead. Mr. O'Reilly came originally from Wolfe Island, Ont., and went west in the early eighties, where he first engaged in the cattle trade and later became interested in the grain business, which he pursued successfully up to the time of his death.

Mr. R. A. Donald, of the Pure Gold Mfg. Co., Limited, Toronto, was a visitor to the Montreal trade, accompanied by the company's Montreal agent, Mr. W. H. Dunn. As a result of their vigorous campaign a carload of Pure Gold goods is going forward this week to Mr. Dunn for distribution to the wholesale trade of Montreal.

Mr. J. G. Bauld, of Halifax, N. S., has joined Mr. Jason S. Creed, Montreal, commission merchant and import agent. Mr. Bauld has had an extensive business experience in Halifax and the Maritime Provinces, having for over fifteen years been in close touch with the eastern trade. Lipton's pickles, jams, marmalades, etc., will be the lines which Mr. Bauld will be interested in placing before the Montreal trade. The Grocer welcomes him to the metropolis.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

YEARLY CONTRACT RATES.

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

SITUATIONS WANTED.

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

MECHANICS WANTED.

FIRST-CLASS Cheese and Butter maker wanted; for Avonbank Cheese & Butter Manufacturing Co.; duties begin January 1st; tenders received until October 8th. John L. Hotson, President, Avonbank. f

BAKESHOP apprentice or improver wanted; at once; bread and cakes; machine-made doughs; good chance to learn trade; \$2.50 per week and board. F. W. Bates, Peterboro'. f

FOR SALE

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

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

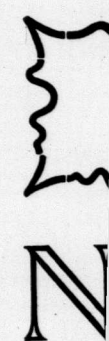
ONE of the best general stores in Manitoba. At least \$10,000 cash required. For particulars apply to Foley, Lock & Larson, Winnipeg. (42)

FLOUR MILL for sale at a bargain—100-barrel flour mill, in good order, for sale at a bargain if sold during the next month; good local trade in one of the best wheat districts of Manitoba; good water, and plenty of it; good reputation; a positive snap if taken at once. Write for particulars to C. F. Travis, Elkhorn, Man. f

ROW'S PURE SPRUCE LUMP GUM

ROW'S GUM
in Lumps, 5c. Pkgs., in 1c. Stick, in 5c. Bars.

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



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The Central Canada Exhibition at Ottawa

NO better evidence of the growth of Ottawa as a manufacturing and commercial centre can be found than in the steadily increasing importance and popularity of its annual fair. The good people of Ottawa are citizens of no mean city, for not only is it the political centre of the Dominion, but the importance of the industries which flourish in its midst place it in the front rank of Canadian cities, while its splendid situation and natural beauties draw visitors from every nation and clime. Realizing their responsibilities, therefore, the citizens of Ottawa have addressed themselves to the task of providing an exhibition that shall be worthy of the dignity and importance of their city, and this paper takes this opportunity of congratulating them on the success of their efforts. The fair was an unqualified success from first to last and notwithstanding the inclement weather that prevailed during the greater part of the week, the crowds that daily visited the fair grounds constituted a record in the history of the exhibition.

Aberdeen Pavilion.

The main building, or as it is called, the Aberdeen Pavilion, was, of course, the centre of interest. Every inch of space that could be utilized for exhibits was taken and many exhibitors whose applications were late in arriving had to betake themselves to the other and less important buildings. The exhibits were one and all of a high order of excellence and much artistic skill and good taste were expended on their preparation. One was somewhat surprised to note the absence of any exhibit representative of the tea trade. It is difficult to account for this except on the supposition that they were crowded out. With this exception the display was thoroughly representative of Canadian industries. It was indeed, an object lesson on the brains, resources and industrial skill of Canada and its people.

Comparisons are always odious, but, without detracting in any way from the other classes of exhibits, one might say that the soap displays—represented by Pugsley, Dingman & Co., Lever Bros., the Richards Pure Soap Co., and the

Metropolitan Soap Co.—were especially noticeable.

A good criterion of the value attached to the Canada Central Exhibition as an advertising medium was afforded by the fact that several exhibitors took this means of introducing new articles to the

Machinery Hall.

The machinery hall had a full complement of exhibits, chiefly of machinery applicable to the farm and demonstrations were given of the capabilities of the latest threshing machines, manure spreaders and other labor saving de-



Central Canada Exhibition, Ottawa—Exhibit of Comfort Soap.

public for the first time. Entertainment, as well as instruction, was provided for the visitors to the pavilion in the shape of gramophones, musical instruments of different kinds, guessing contests and other devices to engage the attention of the multitude.

vices for the farmer. This was the rendezvous for all who were interested in agricultural operations and it was instructive to listen to the critical comments of practical agriculturists on the various types of farming machinery. In the carriage building adjoining the ma-



Central Canada Exhibition, Ottawa—Exhibit of Richards' Pure Soap.

chinery hall an excellent display was made of all that is newest and most up-to-date in carriages. Several large firms were represented and the exhibits were in every way worthy of this important industry.

Experimental Farm Building.

The Experimental Farm had admittedly the best exhibit they have ever shown at the fair. Not only was it distinguished by its very artistic arrangement, but it was thoroughly practical and the fullest information was available to the interested visitor from the attendants with regard to the various experiments that are being conducted at the farm, so that its value from the educational point of view cannot be overestimated. The appearance of the interior was enhanced by a fine collection of pictures lent by the C.P.R., which were gracefully draped with clusters of grain.

Live Stock.

The exhibits of horses and cattle were pronounced to be ahead of anything that has yet been seen at Ottawa, both in regard to numbers and quality. So numerous were the entries of horses and cattle that temporary stables and byres had to be erected to accommodate them. Every class was well represented and the competition for prizes was keen.

The Midway.

On the Midway the fun was fast and furious. Everything was there, from Asiatic jugglers to medicine vendors

who gave away ten dollar bills with fifty cent remedies, while the strains of "The Good Old Summer Time" mingled with the resounding blows of the hammer, the crack of the rifle and the hoarse cries of the nigger minstrels. Farmer Hodge sat for his portrait at fifteen cents and the deacon stole surreptitious glances at the Parisian beauties and wondered if he dare go in.

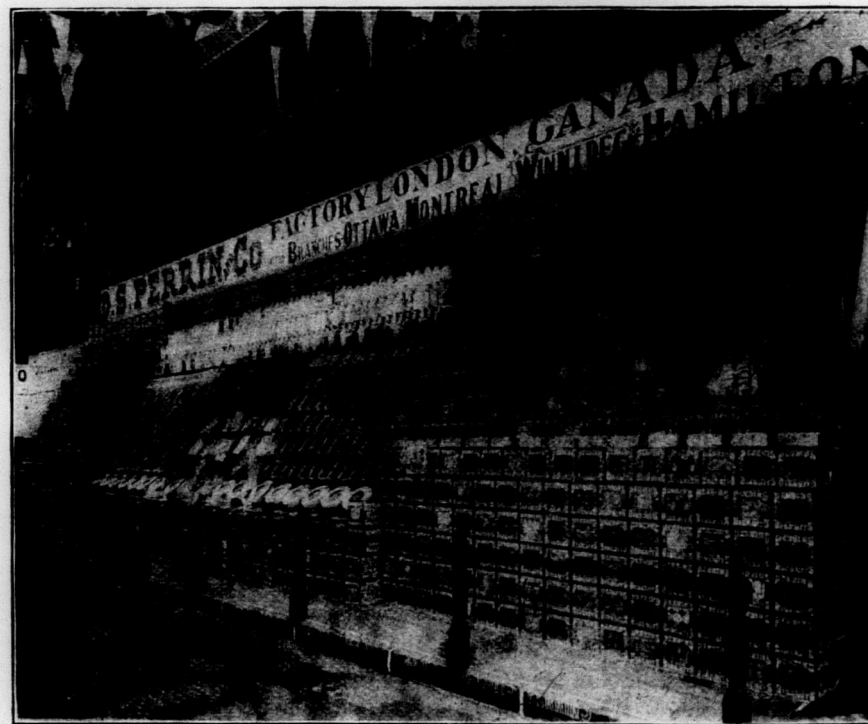
Comfort Soap.

It was difficult to get near the exhibit of Pugsley, Dingman & Co., owing to the crowds that were drawn to their booth by the glittering display of prizes. These included a handsome piano, lamps, clocks, and a great variety of dazzling jewelry. A huge cake of soap was displayed on a stand and the public were invited to guess its weight. In addition to the prizes the booth itself was quite a centre of attraction. It consisted of a model house, the roof of which was built of packets of "Comfort Soap," the sides being decorated with handsome pictures.

Considering the comparatively short time that Comfort Soap has been on the market it has taken a remarkably strong hold on the public and the enterprising firm who manufacture it are confident that its high qualities have only to be known to make it used in every household. The exhibit was under the charge of Mr. Cockburn.

Richards Pure Soap.

The exhibit of the Richards Pure Soap Co. drew big crowds every day and all day. The principal attraction was their unique guessing competition. A horse of sleek and handsome appearance was the prize that went to the fortunate guesser of its correct weight, and many thousands took part in the competition each day. Each guess cost five cents,



Central Canada Exhibition, Ottawa—Exhibit of D. S. Perrin & Co.

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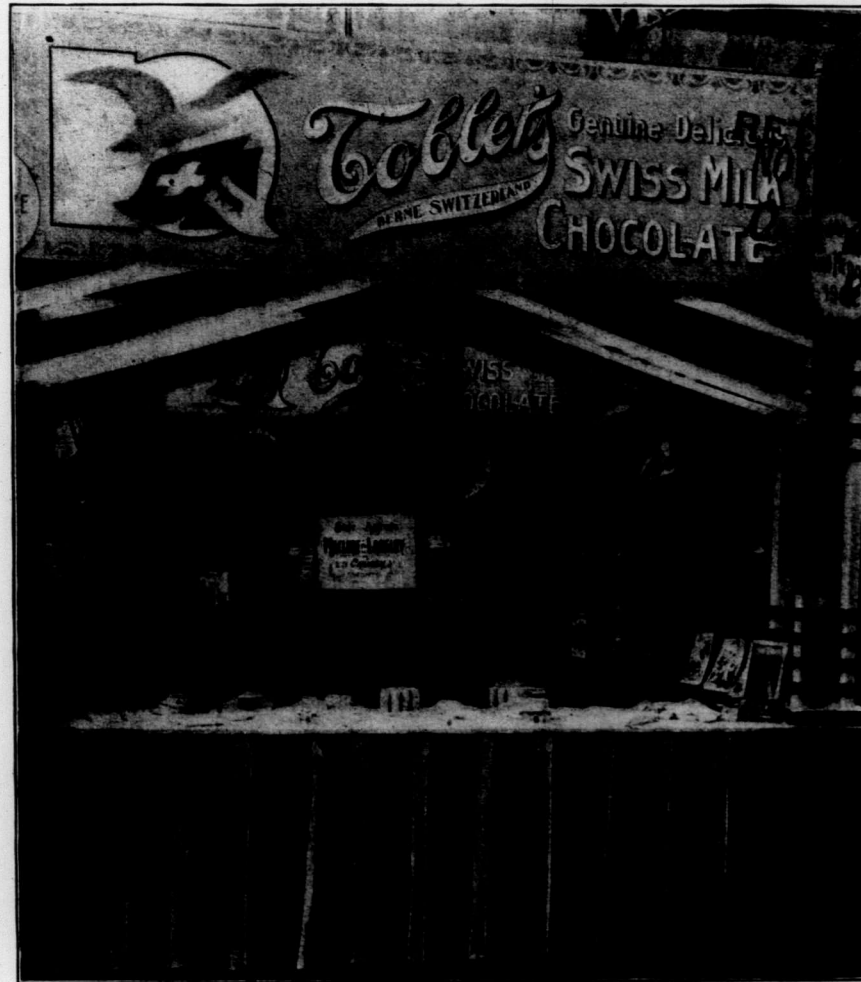
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for which a coupon was given out redeemable at any grocery store in the shape of a cake of Richards Pure Soap. This company's headquarters are at Woodstock and their soap is now so well known to the trade that it is hardly necessary to speak of its merits. The booth had an attractive appearance, being in the form of an archway with a wing on either side. The superstructure was built of the familiar red and black packets of Richards Pure Soap.

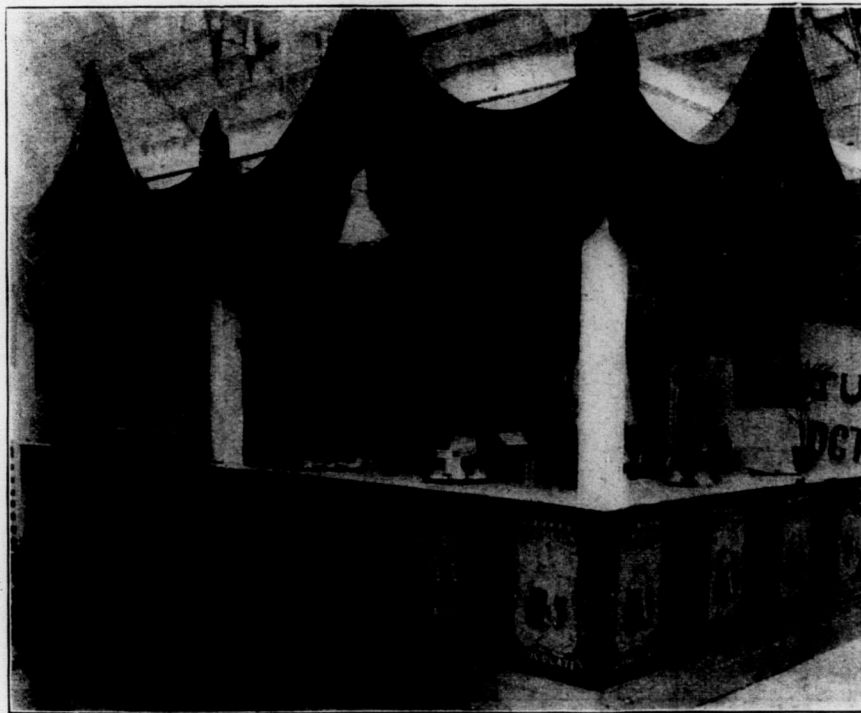
D. S. Perrin & Co.

The exhibit of D. S. Perrin & Co. was on an imposing scale, occupying a frontage of no less than 50 feet, with a height of about 18 feet. At the two ends were displayed, tier above tier, boxes of the company's popular biscuits embracing "Fancy Graham Wafers," "Cream Sandwich," "Social Tea" and a host of other lines. The centre was composed of a full line of Perrin's delicious confections including forty-six flavors of their "Newport Chocolate" and a new line of chocolate which they are about to place on the market named "Zaza," every piece being stamped on the bottom with that name. This chocolate the company guarantee to be absolutely pure and to possess a delicacy of flavor that will please every palate. The company's bottled goods were also prominent, likewise their pail and drum goods of which they showed an immense range. The company's representatives for Ottawa district are Lanthier &



Central Canada Exhibition, Ottawa—Exhibit of Maclure & Langley.

Noble, 530 Sussex street, Ottawa, who displayed great patience and courtesy in dealing with the large crowds that were daily drawn to the exhibit.



Central Canada Exhibition, Ottawa—Exhibit of The Cowan Co., Limited, Toronto.

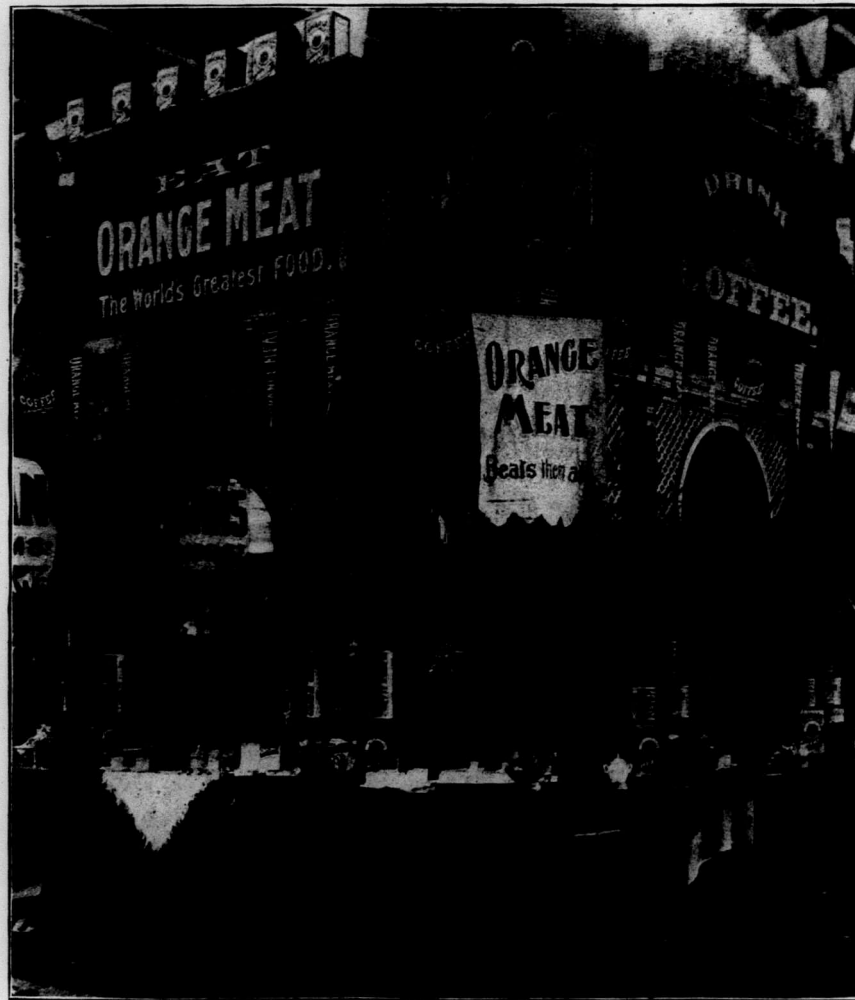
The Cowan Co.

The booth of the Cowan Co. was a feature of the main building. The decorations were in burnt orange while the booth itself was painted white. In the interior on a stand was displayed a pile of tins of "Perfection Cocoa," while a number of pictures graced the walls of the booth. A staff of ladies under the superintendence of Mr. Murray served the visitors with cups of the refreshing beverage that has made the Cowan Co. a household name.

The Cowan Co. have lately put on the market a line of milk chocolate that is rapidly becoming a favorite with the public. It can be depended on for absolute purity and delicacy of flavor.

Maclure & Langley.

The booth of Maclure & Langley, sole Canadian agents for Tobler's Swiss Milk Chocolates, evoked much favorable comment. The decorations were dainty and artistic. That Tobler's Swiss Milk



Central Canada Exhibition, Ottawa—Exhibit of The Frontenac Cereal Co.

Chocolate is a confection that has firmly established itself in the public favor was evident from the large numbers of people who daily visited the booth and regaled themselves with this dainty sweetmeat. Tobler's Swiss Milk Chocolate is not a product of yesterday but has a long established reputation and has won gold medals at many European exhibitions. It is put up in an endless variety of fancy boxes, tablets, croquettes, etc. It should be mentioned that one important feature in its manufacture is the fact that it is ground for five days by electric machinery. This adds greatly to its digestive qualities. Mr. Bradley, who was in charge of the exhibit, reported that his firm are experiencing a constantly increasing demand and are satisfied that Tobler's Swiss Milk Chocolate has taken a permanent place in the public esteem.

Orange Meat.

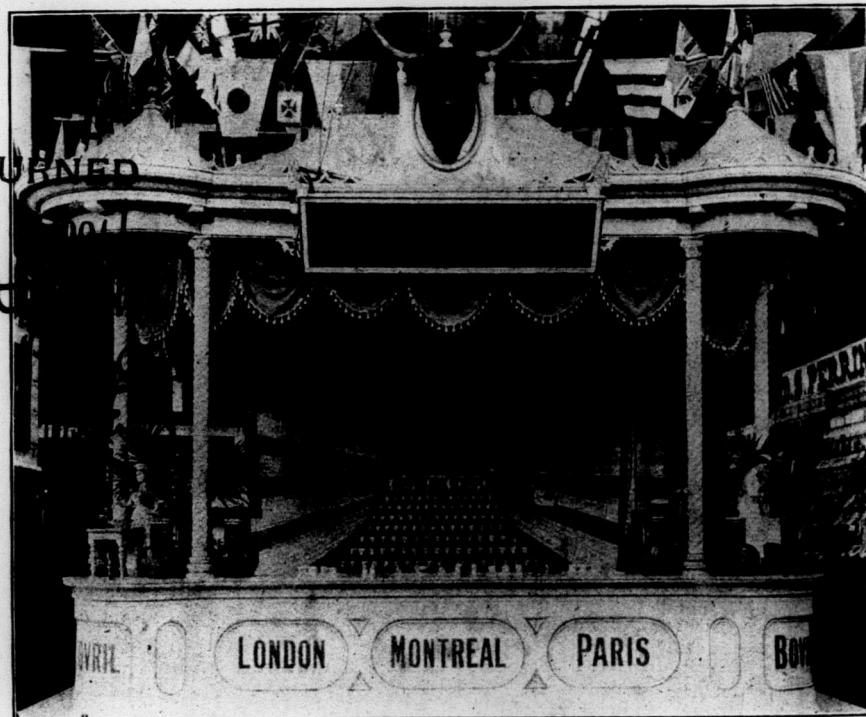
The Frontenac Cereal Co. were again to the fore with an exhibit that was in every way creditable to them. Their

booth was a square one varnished in brown with some pretty lattice work supporting the roof. The Frontenac Cereal Co. started in business just about a year ago and the popularity of their food has grown to such an extent that "Orange Meat" is now to be found not only in every quarter of the Dominion but in every colony of the British Empire. The company make the claim that theirs is the only breakfast food that is put up in hermetically sealed packages lined with mercerised paper thus making the food perfectly moisture and vermin proof.

Mr. Blakeslee, the company's representative, who has had charge of the exhibits at Winnipeg, Toronto, London and Ottawa, was greatly pleased with the way in which the public have appreciated their exhibits.

Bovril, Limited.

One of the most artistic booths in the main building was that of Bovril, Limited. It was situated just opposite the main entrance and was the first object that caught the eye of the visitor on entering. The decorations were in pale green and white. On a stand at the back of the booth was a model of an ox gazing at a bottle of Bovril, while his thoughts are interpreted by the printed words "Alas, my poor brother." This of course is the advertisement that has become a familiar sight all over the civilized globe. It is hardly necessary



Central Canada Exhibition, Ottawa—Exhibit of Bovril, Limited.

to add that Mr. real, who was and her assista attentions to many thousand pensed each d

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Small's map tions were the Honey bui these goods w pany has been years and is th ly devoted to products. Th of their produ and to satisfy Each package Quebec analys absolutely una

The Grimm

The Grimm maple syrup building attra tion. The and syrup and by the design showing the ol ing the article ment was sup Co. with a si

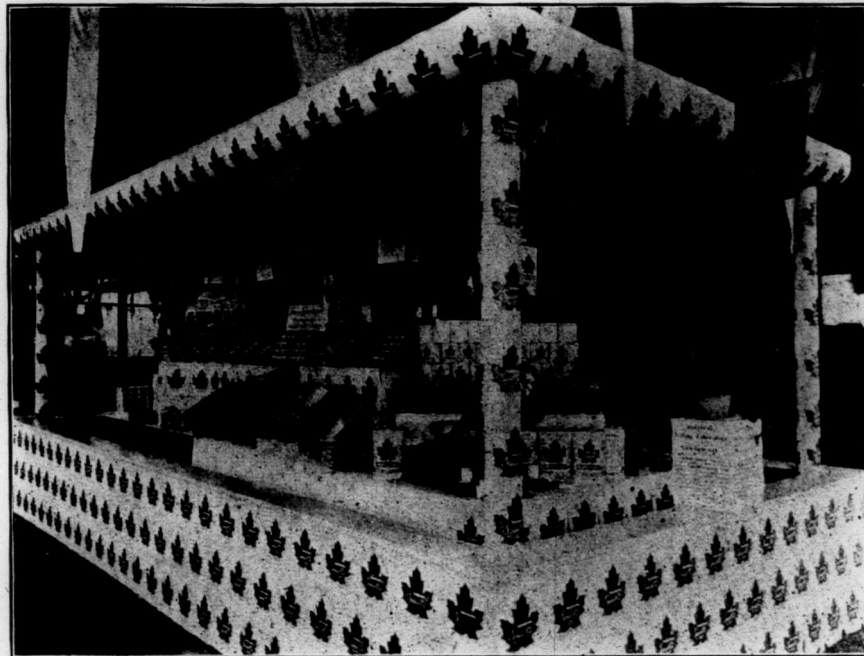
to add that Mrs. J. H. Small, of Montreal, who was in charge of the booth, and her assistant were assiduous in their attentions to the visiting public and many thousand cups of Bovril were dispensed each day free of charge.

Canada Maple Exchange.

Small's maple syrup, sugar and confections were a centre of attraction in the Honey building where a full line of these goods was displayed. This company has been in existence about thirty years and is the only company exclusively devoted to the manufacture of maple products. They guarantee each and all of their products to be absolutely pure and to satisfy the most delicate palate. Each package bears a certificate by the Quebec analyst that the contents are absolutely unadulterated.

The Grimm Mfg. Co., Montreal.

The Grimm Mfg. Co.'s exhibit of maple syrup in the dairy and honey building attracted a great deal of attention. The exhibit consisted of sugar and syrup and was enhanced very much by the design of a miniature sugar bush showing the old and new ways of producing the article. The Dominion Government was supplied by the Grimm Mfg. Co. with a similar outfit for display in



Central Canada Exhibition, Ottawa—Canada Maple Exchange.

the Canadian building at the Louisiana Purchase Exposition at St. Louis. Mr. Grimm stated that the coming season is expected to turn out the largest in the history of the maple sugar industry. Next Spring the company will extensively push the business both in Canada and abroad and in this connection he re-

marked that inquiries for his company's products had already been received from Australia and an initial shipment made. The trade in Ottawa was a good one and the display at the fair would materially increase the demand for their high-class products. The Grimm Mfg. Co. also exhibited one of their sap evaporators in the implement building and a number of the machines were sold to farmers and syrup producers.

Empire Tobacco Co.

The thickest part of the crowd was around the booth of the Empire Tobacco Co. Here was displayed a wonderfully large and varied assortment of prizes all to be given away in exchange for the "Snowshoe Tag" on Bobs plug chewing tobacco. One of the attractions was Col. Collins Young, the smallest man in the world, who weighs 42 pounds and is 24 years of age. The gallant colonel was in no way embarrassed by the attentions of the crowd but displayed the greatest good humor and was most energetic in advocating the merits of Bobs plug chewing tobacco and all other brands manufactured by the Empire Tobacco Co.

It was difficult to convince the crowd that such a valuable lot of presents were really given away for Snowshoe Tags, but such was really the case. The manufacturers of Bobs plug chewing tobacco claim to be the only tobacco manufacturers in Canada that share their profits with the consumer.

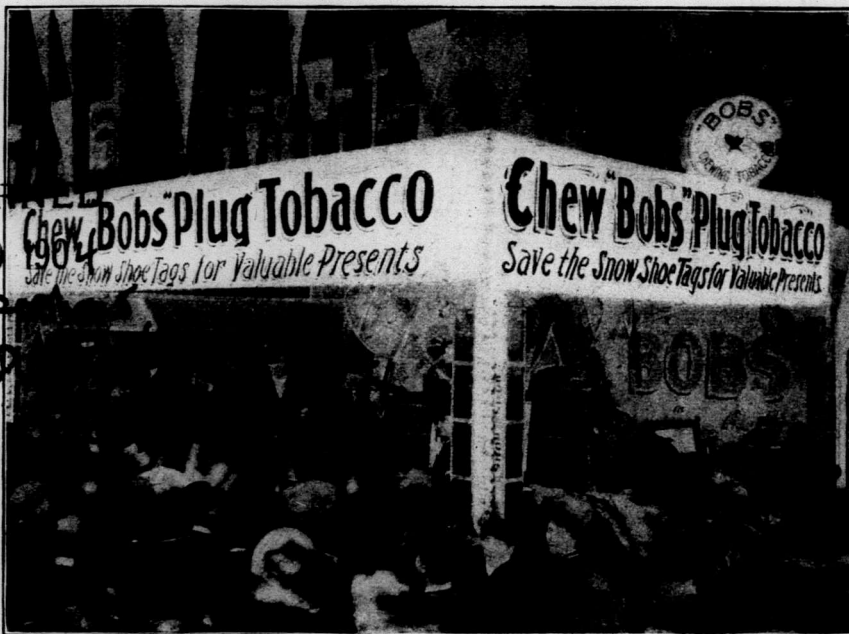
A large staff were in attendance at the booth and were kept busy attending



Central Canada Exhibition, Ottawa—Exhibit of The Grimm Mfg. Co.

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Central Canada Exhibition, Ottawa—Exhibit of Empire Tobacco Co.

to the wants of the crowd. It ought to be added that the balloon and parachute that attracted so much attention each day were provided by the Empire Tobacco Co. who have been touring the province of Ontario all Summer giving free balloon ascensions from different cities and towns advertising their brands of tobacco.

William R. Cummings.

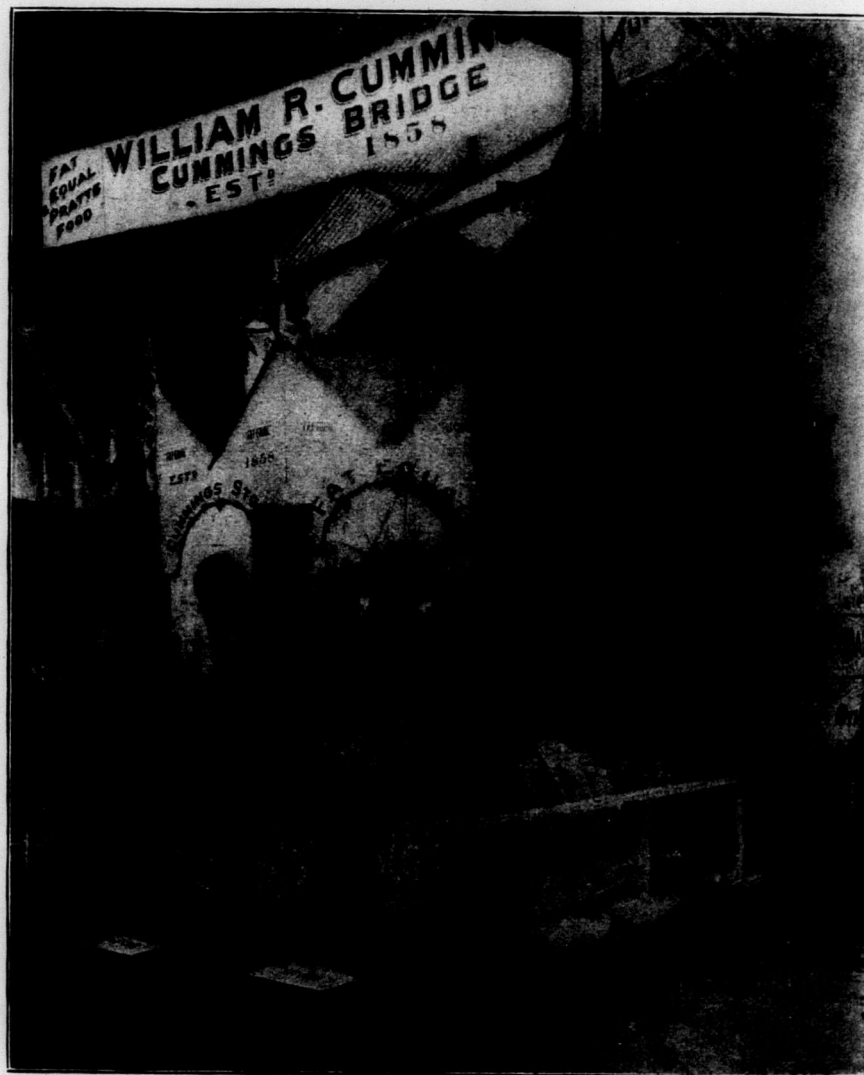
Crowds of visitors, especially from the country, were attracted to the booth of William R. Cummings, of Ottawa. The prominent feature was "Fat Equal," a food designed for calves, pigs and cattle. Mr. Cummings informs us that this food has been endorsed by 10,000 farmers. Mr. Cummings, with characteristic enterprise, issued 1,000 invitations to the fair and, judging from the host of visitors at the "Fat Equal" exhibit, most of the invitations were accepted. So successful has he been with his exhibit that he will be unable to fill further orders for "Fat Equal" for at least two weeks.

Besides "Fat Equal" Mr. Cummings has entered the cereal market and has on sale at Ottawa a two pound package of rolled oats in a neat, attractive package in white, edged with gold and bearing in large red letters "K. Y." the registered trade mark of the late McKay Milling Co. and now controlled by the K. Y. people of Ottawa. This is the cereal that has hitherto been sold only to the Montreal merchants under the name of "Cream of Oats." The

trade are supplied through D. H. Renoldson, wholesale grocer, Montreal. The brokers are Snowden, Forbes & Co., Montreal.

National Cash Register Co.

National Cash Registers were again a good drawing card. The exhibit was situated at a corner of the centre aisle and attracted many visitors. Two of the company's leading machines were displayed on stands inside the booth while the other lines were shown on a ledge that ran around the walls of the booth. The multiple drawer machine was the leader and a beautiful piece of mechanism it was. These registers are equipped with as many cash drawers up to nine as there are clerks in the store. The machine is arranged so that each clerk operates his own cash drawer. The merchant knows how much business each man does and what kind; also the particulars of each sale as made. This



Central Canada Exhibition, Ottawa—Exhibit of William R. Cummings.

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The exhibit was in charge of Mr. W. E. Wright, the eastern Ontario sales agent, whose office is at 129 King street west, Toronto. Mr. Wright also has a full line of samples always at the Russell House, Ottawa, and is always glad to show them to anyone who is interested.

Sunlight Soap.

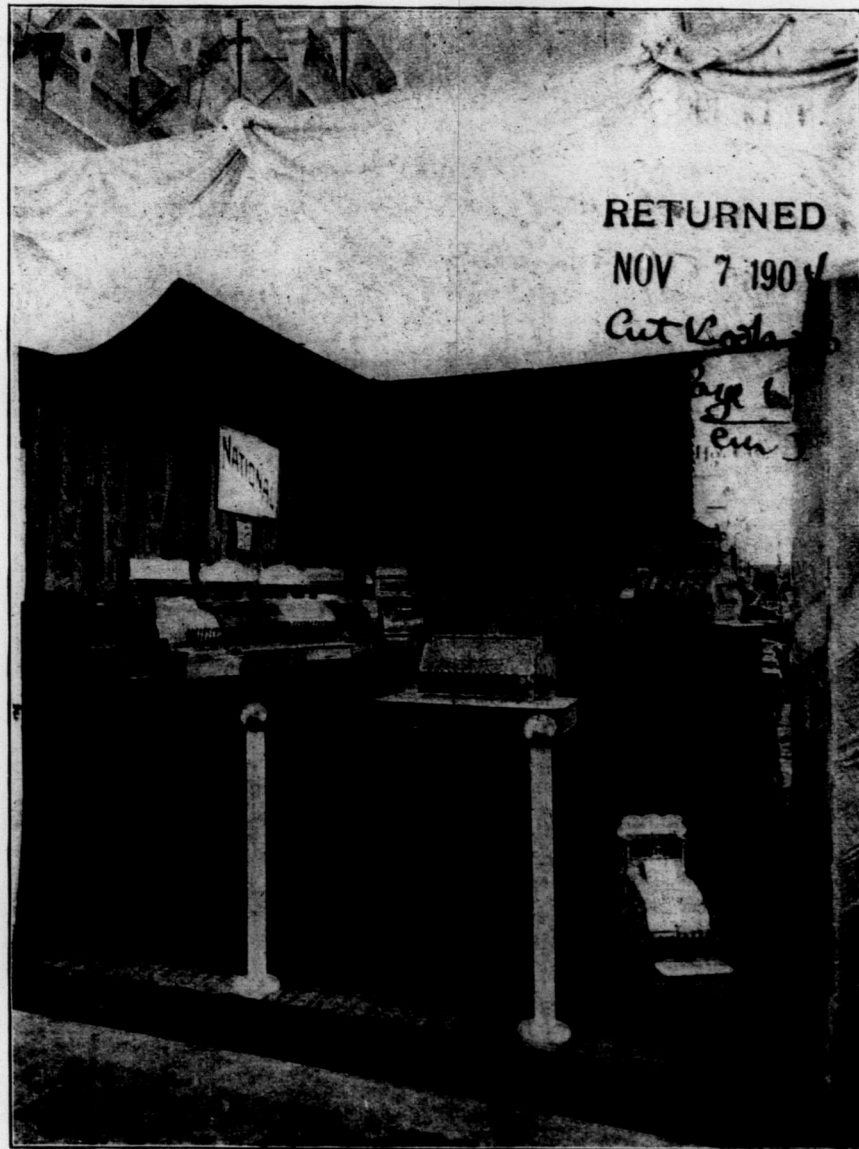
Lever Bros. are to be congratulated on their picturesque exhibit in the main building. It occupied a space of 50 feet by 30 and consisted of an exact model of Windsor Castle, the Royal residence in England. The scale of the model was 3-8 of an inch to the foot and everything was reproduced even to the smallest detail.

On ledges in front of the model was displayed a full line of Lever Bros. soaps, including "Sunlight," "Life-buoy," "Monkey Brand," "Crest" and the toilet soaps, "Silkskin" and "Coral." The demonstrations of the scouring qualities of Monkey Brand attracted large numbers of visitors.

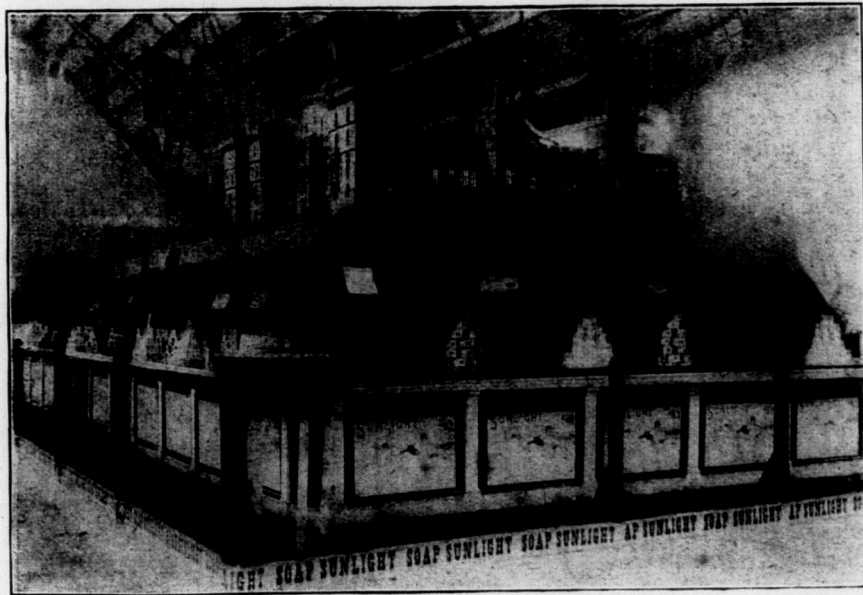
Library Bureau of Canada, Limited.

The Library Bureau of Canada, Limited, had every reason to be proud of their splendid exhibit, and certainly the public showed no lack of appreciation as was evident from the constant stream of visitors who asked for information regarding the various lines.

The Library Bureau are the inventors and originators of the card index, the system of vertical filing, and numerous other business systems. The methods



Central Canada Exhibition, Ottawa—Exhibit of National Cash Register Co.



Central Canada Exhibition, Ottawa—Exhibit of Sunlight Soap.

of the Library Bureau are thorough and will commend themselves to every business man. They make a complete study of the requirements of the individual business and then equip it with a system that will most fully satisfy those requirements, economy of time and labor (and consequently of expense) being the object in view.

Besides being the inventors of those office systems the Library Bureau make a specialty of the manufacture of all kinds of office furniture and library fittings. Many important banks, newspaper offices and other institutions as well as stores owe the handsome and elegant appearance of their interiors to the skill and care of the Library Bureau. Appearances count for much in the business world and every dollar invested in that direction will yield a handsome return.



Central Canada Exhibition, Ottawa—Exhibit of Library Bureau of Canada, Limited.

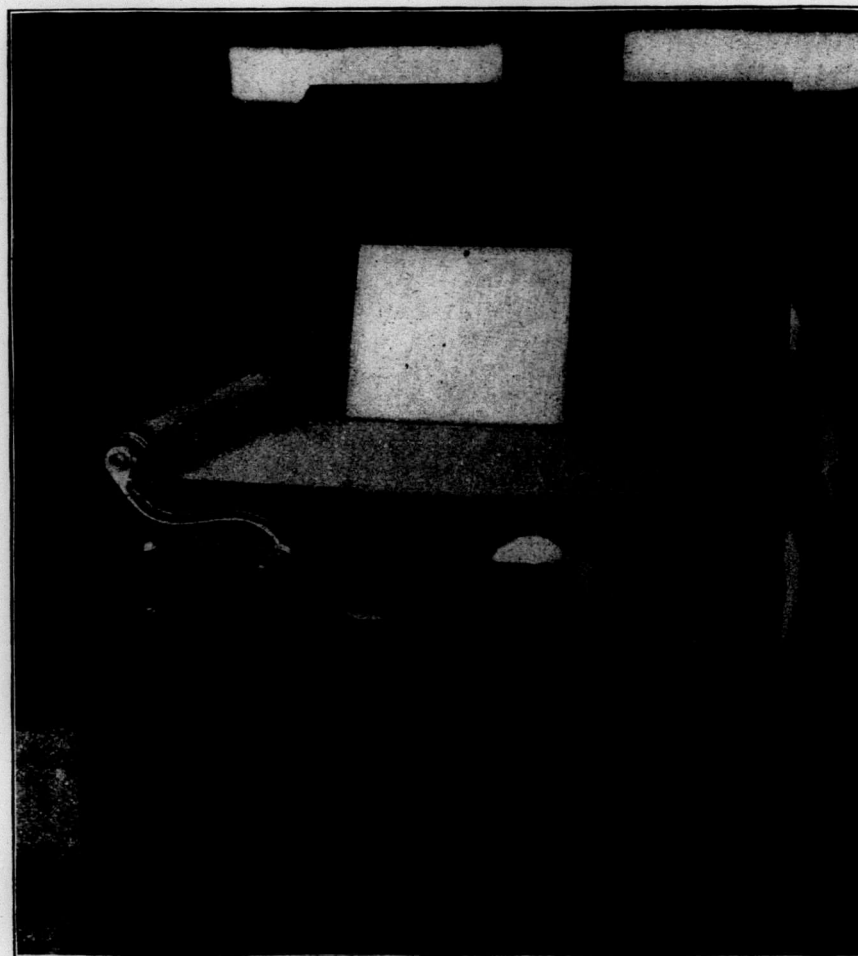
Quick Easy Loose Sheet Press.

L. W. Hutchinson & Co., of Ottawa, gave a demonstration of their new copying system which is something that has never been seen before in this country. The Quick Easy Loose Sheet Rotary is a new departure, being mechanically different from all other machines for making press copies of business letters, bills, shop orders and all written documents. It is both quick and easy to operate and the firm guarantee it to make better copies and more of them than any other copying press on the market. A postal card or anything written on both sides can be copied at one operation and on one or two sheets as desired. Two letters can be copied at one operation by placing the letters written sides together with two sheets of moist copying paper between them. The firm allow ten days' free trial of these presses and invite the customer to return the press at their expense if not perfectly satisfactory at the end of the trial period.

Intercolonial Railway Co.

The southeast corner of the main building was occupied by the Intercolonial Railway and a splendid display was made of views of the varied scenery that lies along their line. The effect of the display was greatly enhanced by a number of fine caribou heads from Newfoundland. The exhibit was in charge of Mr. A. E. Barton, of the advertising department, Moncton, who

was most attentive to visitors and at all times ready to give any information concerning the line.



Central Canada Exhibition, Ottawa—Exhibit of L. W. Hutchinson & Co., Ottawa.

The I.C.R. trains from Montreal make direct connections with the steamers of the Reid Newfoundland Co. at North Sydney. In addition to their splendid train—the Maritime Express—the I.C.R. have inaugurated a new service between Montreal, Halifax and St. John. This is Canada's new train—the Ocean Limited—which leaves Montreal daily except Saturday, at 7.30 p.m. Through sleeping cars, Montreal to Halifax and St. John are provided. The G.T.R. day express from Toronto makes direct connection at Montreal. Only one night is spent on the road for Moncton, St. John, P. E. Island, New Glasgow and Halifax.

While the passenger service of the I.C.R. is equal to that of any railway in America, this railway also gives an excellent freight service from Montreal to points east along its line, fast freight trains running between Montreal, St. John and Halifax. Shippers of goods from Montreal and points west, and also to Montreal and points west, will find in the I.C.R. a service which is of the best.

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Gowans, Kent & Co.

Gowans, Kent & Co., Toronto, had a sample room on Queen street near the Windsor Hotel in which a large variety of crockery, glass and art vases were displayed. Special lines of cut glass and special samples of English and French high-class china and art goods and an extensive range of German china were on view. Mr. Angus Orr, representative, reported good sales and numerous callers at his company's rooms, over 200 visitors and buyers having called. It was an opportunity to the trade to inspect a class of valuable samples not usually carried by travelers.

J. H. Maiden, Montreal.

"Molasene," a cattle food product of the West Indies, was shown by Mr. J. H. Maiden, agent and importer, Montreal in the implement building. This article is of high merit and in use by many of the largest farming institutions of America. The Ottawa exhibit was sold to the Dominion Experimental Farm.

Office Specialty Mfg. Co.

This company had a handsome booth where they showed a great variety of office fittings, including roll top desks, typewriter desks, revolving bookcases, vault fittings, etc. Every article was distinguished by a handsome finish.

High Grade Coffee Specialty Co.

High Grade Coffee Specialties were prominent near the main entrance where they had a handsome display. This company have the only dry roasting plant in Canada which enables them to turn out a specially fine quality of coffee. They supply a large number of the leading hotels, clubs and lake steamers. Their special blend is "Izzogood" and they guarantee it to give entire satisfaction.

Armour & Co.

Armour & Co., had a pretty booth decorated in white and yellow and the grateful and refreshing extract of beef was served out to the public by courteous lady attendants.

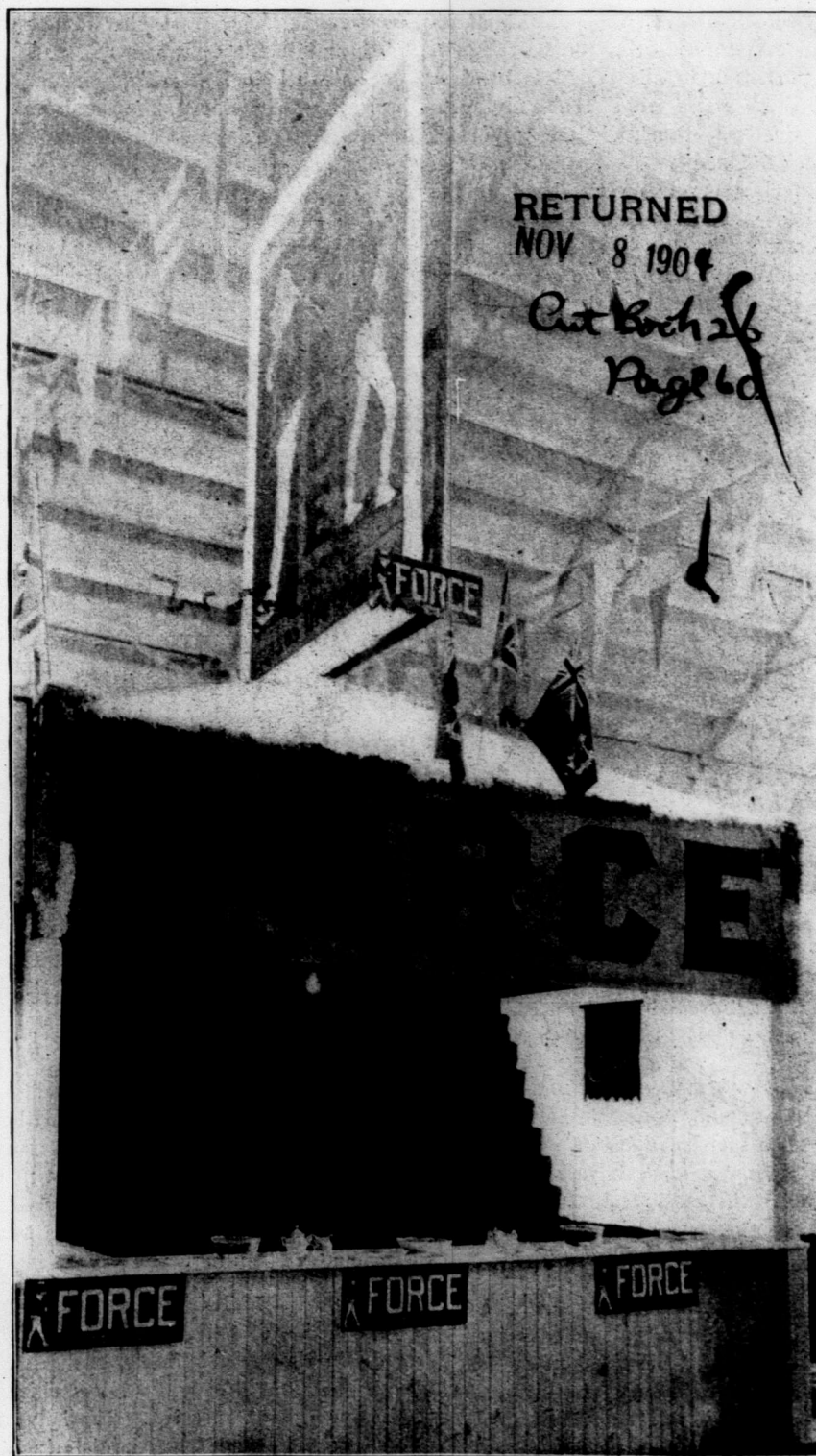
Eze Manufacturing Co.

Star Ammonia was prominent at the booth of the Eze Manufacturing Co. This is a scientific preparation intended for all kinds of cleaning and washing. It is guaranteed to soften the hardest water and is a powerful disinfectant as well. It cannot evaporate as long as it is kept dry.

Force Food Co.

Of course the exhibition would not have been complete without the familiar figure of "Sunny Jim." He was there, in the main building as large as life,

of plates of Force daintily served up with cream by the lady attendants. "Force" has firmly established itself in the popular favor as a breakfast food and is now a household word all over the



Central Canada Exhibition, Ottawa—Exhibit of Force Food Co.

under the careful guardianship of Mr. Reay, the company's representative in this country. Many thousands of people visited the booth daily and partook

American continent. Abroad, too, it has achieved a remarkable success and the company's export trade has grown to enormous proportions.

World's Dustless Brush Co.

The World's Dustless Brush attracts great attention, especially from the ladies. The company were awarded a diploma for the finest sanitary floor and carpet brush on the market. The company desire to warn the public that inferior brushes are being put on the market purporting to be dustless brushes, but they claim that the only genuine dustless brush is the "World's Only." These words are stamped on the steel reservoir on the head of the brush so that any fraud can easily be detected. The brush retails at \$1.25 up, according to size. The company are prepared to offer liberal terms to the

Island Wine and Vineyards Co., Limited, had a good exhibit of their wines, including their "L'Empereur" brand of champagne, and their "J. S. Hamilton & Co." cognac. The display also included their "St. Augustine" brand of communion wine, and also the popular dry and sweet "Catawba" and the "Chateau Pelee" brand of Medoc. This was the sole wine exhibit and made a corresponding impression on the public.

Natural Food Co.

The Natural Food Co. had a pretty booth decorated in yellow and white, with a full line of shredded wheat biscuits and triscuits displayed on the



Central Canada Exhibition, Ottawa—Exhibit of World's Dustless Brush Co., Toronto.

trade and will make it well worth their while to handle these brushes. The head office for Canada is at 29 Colborne street, Toronto, and all inquiries from the trade will receive immediate attention.

Christie, Brown & Co., Limited.

The exhibit of Christie, Brown & Co. evoked much admiration and deservedly so, it being one of the finest in the main building. Its formation was square, on each side was displayed a full line of Christie, Brown's famous biscuits. The exhibit was in charge of Mr. Norris, the company's popular representative in the east.

J. S. Hamilton & Co.

J. S. Hamilton & Co., of Brantford, the sole Canadian agents for the Pelee

counter. The charming young ladies who superintended the display had their patience severely taxed by the great crowds who apparently could not pass the booth without partaking of the excellent Shredded Wheat, but were always gracious and smiling.

Malta Vita.

The Malta Vita Co. had quite a dainty booth in the main building, the decorations being in blue and yellow chiefly, with some green curtains. The lady attendants were kept busy ministering to the wants of hungry or curious visitors.

Metropolitan Soap Co.

Mrs. Dooley's Laundry Soap was a good drawing card in the main building and Mr. Maybee, of the company, was in charge and highly pleased with the interest evoked by their display.

THE GROCERS' EXHIBITION.

A LETTER from London, Eng., dated September 17 says: This day week will witness the opening of the Grocers' Exhibition at Crystal Palace, and for another week Canada will have another golden opportunity of placing before the grocers and provision dealers of the United Kingdom specimens of Canadian produce and grocery goods, butter, hams, cheese, bacon, fresh, dried and bottled fruits, canned meats, fish, and the various specialties which shippers are pushing in this market.

This will undoubtedly be the most extensive and important show of the series. Canadian goods are very popular, but Canadian shippers, if any have attended the exhibition would be impressed with this above all things, that Canadians who have manufactured specialties to sell here, or packed fruit, or jams, or anything else, demanding care and taste in its preparation for the market, must do the best they know and send only their best to England—if they would successfully compete with other firms exhibiting here. The sentiment in favor of buying from Canada is very strong but it will never book an order unless quality and prices compare favorably with the quality and price to which British traders are accustomed. The rare excellence, skill and taste displayed in all the exhibits of this vast show which so many thousands have been critically examining every day this week, would show the Canadian shipper that the best he can send is none too good for the English market.

FLOUR EXPORTS DECLINE.

A report to the Department of Trade and Commerce, Ottawa, from Mr. Tripp, Canadian Commercial Agent for Trinidad and Tobago, shows a serious falling off in the importation of flour from the Dominion. The colony imports about 230,000 barrels of flour annually, of this Canada in 1902 supplied 15,698 barrels, in 1903 the imports from Canada were 12,428 barrels, and in 1904 the importation of Canadian flour dropped to 5,264 barrels. One of the causes assigned is the carelessness of Canadian millers in the matter of filling orders promptly and keeping up the standard of the different brands.

Mr. R. W. Davis, of Mitchell, Ont., is starting a grocery and crockery business.

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We have

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DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

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

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

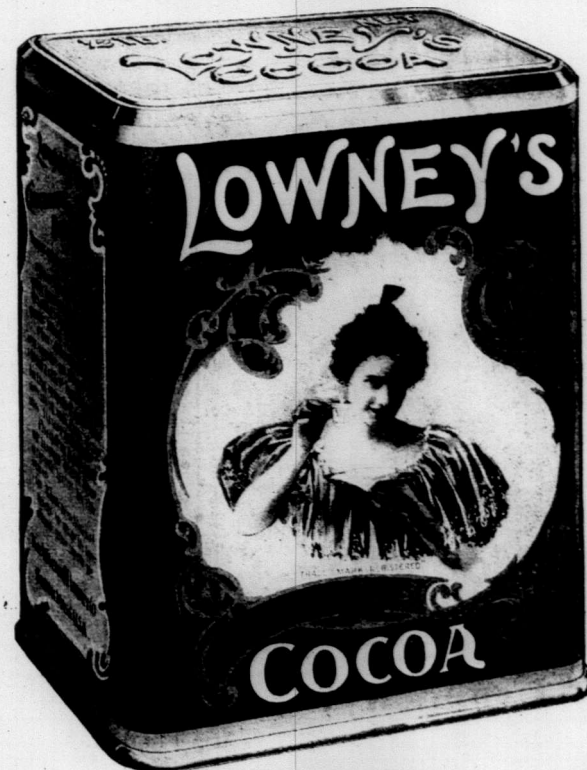
CANADA: No better Country

MOTT'S: No better Chocolate

ATTRACTIVE IN APPEARANCE AND UNIFORMLY EXCELLENT IN QUALITY, MOTT'S COCOAS AND CHOCOLATES ARE STEADILY GROWING IN FAVOR WITH THE CONSUMER.

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

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. MCINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG.



Received Highest Award **GOLD MEDAL** Pan-American Exposition

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

THE WALTER M. LOWNEY COMPANY, No. 47 COMMERCIAL STREET, BOSTON, MASS.

TEAS

We are showing the best value in Canada in JAPANS, CEYLON GREENS and BLACK TEAS.

We have an exceptional fine line of **Japans** in thirty pound caddies, low price. Send for samples.

Our "OO" Blend of Ceylon, Black and Green, put up in handsome pound and half pound packages, to retail at **25, 30 and 40c**, are well worth a trial order. Your own NAME AND ADDRESS PUT ON EACH PACKAGE WITH ANY QUANTITY.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
OTTAWA, CANADA.

Some Soda Biscuits are uneven

in flavor and quality—the fault of poor equipment, poor oversight, poor mixing, and a dozen other minor causes.

Perfection Cream Sodas

are always right.

You may put your faith in "Perfection Sodas" without fear.

3-lb. Cards and Tins.

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

BRANCHES:
WINNIPEG and HAMILTON
Manitoba and Ontario

TELEPHONE { MAIN 125
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Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

COMPANIES INCORPORATED, ETC.

THE Norman Box Co., Rat Portage, Ont., with a share capital of \$25,000, has been incorporated to carry on the business of box manufacturers. Provisional directors, L. R. Mackey, W. McKinnon, and J. Glenn, of Keewatin, Ont., and A. Johnson of Portage La Prairie, Man.,

The Eureka Refrigerator Co., Toronto, with share capital of \$40,000, has been incorporated to manufacture refrigerators, etc. Provisional directors W. Hooey, W. H. Shapley and H. W. Shapley.

The New Ontario Brewing Co., has been incorporated with share capital of \$30,000. Provisional directors O. F. Doyle, J. J. Doran, J. Evers, T. Cahill and F. Metzger.

The Kronthal Lithia Water Co. has been incorporated with share capital of \$30,000. Provisional directors W. J. Thompson, W. J. B. White, G. A. McGowan, and J. O. Hutton.

The New Brunswick Importing Co., with capital stock of \$25,000, has been incorporated to carry on a general wholesale business in molasses, sugar, groceries, provisions and other food-stuffs. Among those interested are Simeon A. Jones, F. B. Schofield, Hall & Fairweather, W. C. Cross, Andrew Malcolm, F. G. Bent, Thos. Gorman, C. W. DeForest, F. W. Hatheway Co., I. H. Northrup, W. M. Barlow and W. C. Purves, all of St. John; A. H. F. Randolph, R. F. Randolph, G. W. Hodge, Fredericton; J. W. Y. Smith, J. F. Edgett, J. H. Harris, Moncton; A. I. Teed Co. and W. E. Graham, St. Stephen.

TOMATOES IN ENGLAND.

It is authoritatively stated that over 100,000 packages of tomatoes have been entering British ports weekly during the past two months and that in addition the home crop is the heaviest known. Valencias have been selling at 2 shillings a case, and French tomatoes have been sold as low as one shilling 6d a crate. These prices it is claimed, are altogether unprecedented for this time of year. It was expected that tremendous quantities would be on sale during September.

According to the United States Consul at Plymouth, Eng., American tomatoes are not holding their own in the British market, the French tomato having to a large extent already supplanted the American product.



The Onward March of Orange Meat Is the Envy of Competitors

Orange Meat is not being exploited by sky-rocket methods. It is faithfully advertised in the daily and weekly newspapers, and it advertises itself wherever used. Hence its success.

The premium idea has captured the public and the grocery trade is getting the benefit.

ORANGE MEAT

is a perfect, ready for serving breakfast food.

Order From Your
Wholesale Grocer.

THE FRONTENAC CEREAL CO.,
Limited
43 Scott St., Toronto.

COWAN'S

COCOA, CHOCOLATE, CAKE ICINGS, CREAM BARS, MILK CHOCOLATE, ETC.

The Cowan Co., Limited, Toronto

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

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

old
reputation

Attention!

old
reputation

The BEST
of

Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

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

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.



I am the Toffee King

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

MACKINTOSH'S TOFFEE

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

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

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

THE DEMAND

For **Fruits, Nuts, etc.**, during the period of **Fall Fairs** is certain to be much heavier than in former years. We carry a full line in all foreign fruits and our large daily receipts of **Domestic** products will enable us to fill all orders to your entire satisfaction.

McWILLIAM
Mc. AND E.
EVERIST

Phone Main 645.
TORONTO, CANADA

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

WE BUY

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

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

If in need of anything in fruit line, write, wire or phone, and we will fill orders at lowest prices possible. We handle all kinds of Foreign and Domestic fruit. State how to ship.

HUSBAND Bros. & Co.

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

GREEN FRUITS

Changes in Orange and Lemon Trade.

AN enormous increase in the production of lemons in California is causing more than a ripple of excitement in Italian fruit growing circles just now. In fact it is said that dismay reigns in Italy over the report of the Consuls that there is a possibility of Italian fruit, especially lemons, being shut out of the United States altogether. Italian growers had marked success during the first six months of the present year, the increase in the orange and lemon shipments being 2,600,000 lire over the corresponding period of 1903; of this sum Sicily represented two-thirds. During the year 1903-4 the production of oranges and lemons in all Italy was 5,250,000,000 fruits, principally lemons. This was 750,000,000 in excess of totals for the previous season, or 16 per cent. above the average annual production. There are stated to be 16,000,000 lemon and orange trees in Italy of which 10,390,000 trees are in Sicily.

It will be remembered that early last Spring when the immense fruit cargoes arrived in Montreal from Italy, scarcely an American buyer was in attendance at the sales. As a result the fruit markets of Canada were glutted with fruit principally oranges and lemons which sold at prices lower than ever before.

Another point of great interest to Canadians and all users of lemons is that the New York Fruit Exchange is taking steps to secure legislative prohibition of the substitution of acids for lemon juice in manufactures in which the latter article alone should be used. It would not be a bad idea for a similar action to be taken by Canadian fruit dealers and exchanges.

Almeria Grapes of Spain.

THE exportation of white grapes from Almeria, Spain, for the season began in August, although shipments are only now assuming big proportions.

Weather conditions have been favorable this year and a big crop is anticipated. The grapes are at present in excellent condition and bid fair to exceed those of last year in size and qual-

ity, the total crop being estimated at 2,000,000 barrels.

The leading grape exporters of Almeria have just effected the organization of a society, the object of which is to control and regulate, so far as possible, the shipments of the white grape. The disastrous experience of last year and the causes thereof were so obvious that a strenuous effort will be made this season to remedy the more serious evils, and the results are being watched with considerable interest.

The chief point in the by-laws of the association may be summarized as follows:

- (1) All ships must sail direct to their respective destinations.
- (2) The maximum number of barrels that any one boat can load are: For Bristol, Newcastle, Cardiff, and Manchester, 3,000; for Hull, 5,000; for London and Glasgow, 8,000; for Liverpool, 10,000; for Hamburg, 8,000, and for New York, 15,000.
- (3) No two boats for the same destination will be permitted to load at the same time.
- (4) No boat will be permitted to load for New York before September 15.

Much Fruit Marketed in Montreal.

Considerable quantities of fruit have been marketed in Montreal this week. At the Canadian Express Co.'s sale some 3,000 baskets of Crawford peaches were disposed of, bringing 75c to 90c., and clingstones about 60c. Plums brought 70c, and pears 55c to 70c per basket.

At the Montreal Fruit Auction Co.'s rooms some fourteen carloads were disposed of, Walter M. Kearns, auctioneer, negotiating. Three cars were sold, Canadian pears selling at \$2.50 to \$4 per barrel, and barrel apples at \$1.20 to \$1.80. Some bananas offered also, these selling at 35c to 47½c. Earlier the offerings consisted of three cars of California fruit, two cars of bananas, one of sweet potatoes, and about five of Canadian fruits.

California pears brought \$1.20 to \$2.40 per box, and 50c to 80c per half box; peaches brought from 70c to \$1.25 per box, and plums \$1.05 to \$1.95; grapes sold in four basket carriers at \$1.45 to \$2.75. Bananas were cheap, selling at 35c to 40c per bunch, while

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the sweet potatoes met a ready sale at \$2.25 per barrel. The demand for Canadian fruit was brisk. Pears sold at \$2.50 to \$3.50 per barrel, and apples at \$1.10 to \$1.80 per barrel, peaches bringing 45c per box.

Apple Export Trade.

Canadian apple exporters are this season doing a very light business as compared with that of last year. This condition of affairs seems to be the result of greater caution on the part of shippers, who in former years lost more or less heavily on their shipments. Several large English buyers have been looking over the market, but they report little or nothing doing in the way of contracting. A few Canadian sellers have disposed of fruit at 50c to 75c in the orchards, but the majority are holding out, some for as high as \$1.

Will Potatoes be Scarce?

In order to arrive at a conclusion as to the value of certain bullish reports on the potato situation, current on the Toronto market during the week, The Grocer interviewed a number of Toronto provisioners on the subject.

J. J. RYAN.

Mr. Ryan says good crops are reported in some districts, principally in Western Ontario, although in others the crop is almost an entire failure. Buyers at Owen Sound report medium to good crops.

WHITE AND CO.

The potato crop promised well until the last few weeks, when rot appeared in fully 50 per cent. of the potatoes. There has been an increase in the acreage devoted to potatoes in Ontario of 10 per cent. this year, and in addition certain sections are producing better results than ever before, which means that the price of potatoes is likely to be normal during the coming winter. Crops in the United States, moreover, promise well, thus precluding the possibility of a potato famine across the line such as occurred last year.

W. BARRETT.

Sixty-five per cent of the potato crop in Ontario this year is the red variety. The rot disease with which Ontario-grown potatoes are to a certain extent affected has been running in the crop for two years. Some dealers think the disease was in the seed when it was planted this Spring. The cold and damp ripening season has not improved conditions, and as a result some dealers claim they will not store stock as in former years on account of the extra risk involved. Prices are sure to be high.

Several produce dealers on the Toronto market in conversation with The

WANTED

ONIONS—Yellows or Reds. We want a few cars. State quantity, quality, and lowest price f.o.b. cars.

POULTRY—Market is opening up. Strong enquiry. We can handle your shipments to very best advantage. Market quotations as follows: **TURKEYS, DUCKS, CHICKENS, GEESE.**

BUTTER and EGGS—We either buy or handle consignments. Supply cases.

Correspondence invited at all times which will be promptly attended to.

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

W. B. Stringer
J. J. McCabe

Dear Sir!

'Phone Office
Main 520.

Do you know that to order your Fruit through a **Broker** is to have more satisfaction, make more money than any possible method of purchasing? If you're a customer of ours, you know it, if you're not, it will only take a couple of orders to convince you—for a keen business man is an apt student, especially in a matter like this, where his bank account is affected.

Send your trial order at once.

61 Front E., **W. B. STRINGER & CO.,** Agents
Toronto, Fruit Brokers

Arriving Daily—Almost Daily—

Fancy Ripe **BANANAS, PINEAPPLES**
and **FLORIDA TOMATOES.**
Finest Quality. Prices Right.

Just in—Fresh car **EXTRA FANCY NAVELS**, all sizes.

Fresh arrivals—**EGYPTIAN AND BERMUDA ONIONS.** Mail or phone your orders.

Hugh Walker & Son, - Guelph, Ont.

Apples for the West

Packed According to
Government Standard

We give western buyers a better article than they can get by buying from less responsible packers.

SEND FOR QUOTATIONS

EBEN JAMES
BOARD of TRADE BLDG.
TORONTO

Grocer said the percentage of rot-affected potatoes will be twice as large as last year, and express the opinion that \$1.25 per bag may be paid if conditions do not improve within the next few weeks. This is undoubtedly the worst year for potato-rot in years. It is probably caused by the extreme wet weather.

McDOUGAL & LEMON

OWEN SOUND

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

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

WRITE FOR OUR PRICES

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

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

Tel. Main 778.

**LORIMER'S
WORCESTER
SAUCE**

It is a high-grade English Sauce of long reputation and tried merit.

By a new arrangement with the manufacturers we are now able to quote this at the price of an ordinary sauce.

It is a good 25c. value sold as a ten cent line with a big profit to you.

TRY A CASE.

The ROBERT GREIG COMPANY, LIMITED
TORONTO.

IF YOU REQUIRE

**1 or 1000
DINNER SETS**

WRITE US—We can supply them.

AT THE PRESENT TIME WE HAVE
UPWARDS OF 40 DIFFERENT KINDS IN
OPEN STOCK, at from about \$4 to \$40 per set.

**BARNARD & HOLLAND CO.
MONTREAL.**

**WHAT
ABOUT
CHRISTMAS
CHINA ?**



ONE of the principal objects of the canners' amalgamation was to reduce the cost of production to the lowest possible point, and at the same time improve the quality to the highest standard.

Sugar, Labels, Cases, Solder and Labor are considerably higher this season than in 1903. Notwithstanding this, our opening prices, so far as made, are lower than last season.

New Peas, Beans, Strawberries, Raspberries and Cherries are now ready for shipment. We are confident that quality will please, and think the present a favorable time to place your orders, and await your favors.

Canadian Canners, Limited
Hamilton, Ont.



Agriculture

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FLOUR AND CEREAL FOODS

Agriculture and the Fiscal Policy.

By Hon. Joseph Chamberlain.

THE GROCER has pleasure in publishing in this week's issue a verbatim report of the Hon. Mr. Chamberlain's speech on the "Coming Fiscal Policy of Great Britain," delivered at Welbeck Abbey August 4. That part of it relating to the taxation of food-stuffs and produce imported into Great Britain reads as follows:

What are my proposals? I want to extend to agriculture the same advantages that the Government promised to manufacturers. I want, in order to equalize the competition—or, at all events, to make it more nearly equal between the foreigner and ourselves—I want to put a moderate duty on the chief products of agriculture as well as on the chief products of manufacture, and I want to arrange this moderate taxation so that, without pressing on any class in the community, it may give the greatest advantage to the farmer in regard to those branches of his industry which are at the present time most profitable and most capable of development.

DUTY ON CORN AND FLOUR.

I propose to put a 2s duty on corn. I do not believe that it will raise by a single farthing the price of bread; I do not think that it will raise to any substantial degree the price of corn, and I do not think, therefore, that the farmer is going to get a great deal out of that. But I attach more importance to a duty on flour. I propose to put such a duty on flour as will result in the whole of the milling of wheat being done in this country. From that I expect two advantages. In the first place, I expect more employment. This trade, which to a certain extent we have lost, will be revived. There will not only be the milling of wheat in the great ports, but we may expect to see mills started again in the country towns, giving employment to a large number of laborers in the district and to that extent benefiting the whole of the laborers. The second advantage is that we shall keep in this country all the bran and all the offal, and, as you know better than I do, that will have the effect of cheapening feeding stuffs. It must have that effect not merely on feeding stuffs pro-

duced in this country, but on feeding stuffs imported from abroad; and in these circumstances the farmer, the small owner, and the allotment-holder, would be able to keep more stock, and rear and breed more stock, to increase their dairying operations and to keep more pigs. All those branches of farming are at the present time the branches from which he derives a larger part of his profit. Then I propose to put a smaller duty of 2s a quarter on every other kind of corn—with one exception—barley, oats, rye, etc.

In any scientific tariff we must try to keep raw materials as cheap as possible; and therefore, I myself should not propose to put any duty on maize, which is an important feeding stuff. Neither should I put any duty at all on manure, whether it be natural manure or artificial manure. At the same time, I propose to put a duty of 5 per cent. on meat, upon dairy produce—butter, cheese, and so on—and on preserved milk. I propose a similar duty on poultry and eggs, and upon vegetables and fruit. I believe that these duties will help especially the small farmer—the holder of small quantities of land—to make his cultivation more profitable. When I consider that, excluding meat altogether, we are actually importing at the present time something like £40,000,000 of dairy, vegetable, and other bye-products of agriculture, I cannot help believing that if we are to keep even a portion of that trade for our own people, our own growers and laborers, we should do a great deal to make farming more profitable and to benefit the condition of the working man. What will be the result of these proposals? They may slightly raise the price of the articles affected. It does not at all follow that because they raise the price of the raw produce—of wheat, for instance—that they will necessarily raise the price of the manufactured articles—of bread—but they may raise it somewhat although only to a very small extent; and that will, besides giving the farmer a slightly better price for his produce, help him to increase his production and to cheapen the cost of it. I base my arguments upon the experience of foreign countries. It may be wise sometimes to take a lesson from the foreigner.

I cannot help thinking that our neighbors in France manage these matters

better than we do ourselves. They have 18,000,000 acres of land under wheat cultivation, and we have only 1 and $\frac{1}{2}$ million. Those 18 millions of corn land have produced 18 million acres of straw, and having the straw and the offal, the farmer is able to rear a very much larger number of oxen and of dairy cows. The oxen and the cows turn the straw into manure; the manure is used to fertilize the poor soils; the poor soils produce under this system an enormous amount of vegetables and fruit and all the bye-products that are sent into this country to compete with the production of the farmers and the laborers of the United Kingdom, very much to their disadvantage. That is one side of the question—one side of the comparison with France.

But let us look at the other. Does this system in France raise the cost of living? Remember that the duties of France are much greater than anything I propose. The duty on corn in France to-day is 12s 2 $\frac{1}{2}$ d a quarter—more than six times as much as anything I propose. The duty on meat is 1d a pound, which is more than double what I propose. Now, if the radicals were telling the truth the cost of living in France ought to be enormous, and yet it is much lower than it is here. It is probably true the French peasant pays a little more for his bread, but he gains so much on his meat, on his vegetables, on his poultry, on his eggs—on all his other things—that on the whole the cost of his living is much lower and his margin at the end of the week is much greater than that of the laborer here. Now these duties I speak of were imposed in France in the year 1892, and the latest figures only come down to 1900. In those eight years the price of wheat fell in France 20 per cent., while at the same time it only fell 11 per cent. in this country. The price of beef fell 10 per cent. in France and it rose 2 per cent. in this country, and the price of beef in 1900 in France was 6 $\frac{1}{2}$ d a pound, while the price of the same beef in England was 9d a pound.

THE PRICE OF FOOD.

The result is this—that the duty, any duty, placed on the products of agriculture does not necessarily increase the price of food; but I will say more than that; I will say that it never has in our experience, or in the experience of any

foreign country, increased the price of food to a proportionate or an equivalent amount. But if it does not increase the price of food, it does, in all cases, extend the production of food, increase the employment of labor, and cheaper the ultimate cost to the consumer; my proposals therefore, I say, will bring to the laborer more employment and will not raise the cost of his living. But I am not satisfied with that. I want to do something more for him and for all the poor in this country. I want to reduce the cost of the living, and I believe it can be done under this system. These duties that I have spoken of will be paid in the main by the foreigner; they will be the foreigner's contribution to our expenditure; but they will bring in a great number of millions a year, which we are going to use to reduce the cost of living and the cost of food for the people of this country.

There are politicians who tell you they are free fooders. There are no free fooders in this country. The taxation of food is very heavy and it always will be, but these people seem to think that there is only one kind of food. They seem to think that you live by bread alone. On the contrary, every laborer will tell you, every class in the community knows, that we have to live upon a good number of other things as well, and most of them are heavily taxed. There are heavy taxes on tea, on sugar, on coffee, on cocoa, and on tobacco. All these millions which come from the pocket of the foreigner we will give you back in reductions upon your tea and your sugar, and, I hope, upon your tobacco. We can afford to take off 4½d a pound on tea, ½d a pound on sugar—which is half the tax—and, as I have said, something on tobacco also. We will put tobacco on one side and ask: What is the effect of the reduction upon tea and sugar alone? The Board of Trade says that on an average every agricultural laborer's family uses 2-3 of a pound of tea and 6 pounds of sugar in the week. If that be true, the saving upon the reduction on tea and sugar alone would be 4½d a week to every laborer's family, and although that is not a great deal, I venture to say it is a great deal more than anybody else has ever promised you. The watchword of the new policy which I recommend for your acceptance, the watchword in the agricultural districts, is this: "More profit for the farmer, more employment for the laborer, and cheaper food for his family."

THE COLONIES.

My policy, however, is not merely an economic policy. It is also Imperial. It is not addressed only to your pockets. It is addressed above all to your patriotism. These changes that I pro-

pose will enable us to reciprocate the offers that have come to us from our colonies across the sea. It will enable us to arrange a close commercial intercourse with those who are not only our children, but also our best and ever most profitable customers. We must always buy something—buy a large part of what we consume from abroad. We can never produce all our requirements at home. Would you not rather buy what you want from your friends, from those who stand by you in trial and stress, than from the foreigner who is never very sympathetic, never very appreciative of the great work which the British race has undertaken in the world? I do not believe that there are many villages which have not some relatives, some friend, in one or other of the great colonies under the British flag. And these distant connections of ours have not forgotten the old home, the old people, the old flag. They showed their feeling in the late war when we were in difficulty and doubt. They showed no hesitation in coming to our assistance; and when the foreigner, whose industry we have been building up during the last sixty years, sneered at our failures and rejoiced at our losses, these colonists of ours, these men of our flesh and blood, gave us their moral and their material support. They showed that we were one kin, one people and one nation. They did that for you in war, they have not forgotten you in peace.

Now, also, they want to draw closer together to the Motherland. They prefer to deal with you rather than with a stranger. They have proved their sincerity by offering to us preferences on everything that we produce and that we send to them. They ask us to meet them half way. They ask us to give them the trade which we now give to the foreigner. In return they will do more for us even than they have already voluntarily done. They will take more of our manufactures; they will find work for the people in our towns.

They can supply us with all the corn and all the meat we require, and that we cannot produce for ourselves. They can supply it to us as cheaply as the market from which we now obtain it. While those markets only take a few shillings from us, these colonies of ours take as many pounds. Will you snub them? Will you reject the offer that they make to you? Then, indeed, you are not worthy of the inheritance that you have gained from the ancestors who fought for it, and have left to you the beauty of maintaining it.

Ladies and gentlemen, believe me, here is the greatest of the issues of our time. Let us bind these folk of ours, let us bind them to us by ties of interest as well as by ties of blood and

sympathy. Let us unite the Empire, the great aspiration of the wisest and the best of our statesmen. Let us enable the British race throughout the world to hold their own, not unmindful of the traditions, the glorious traditions, of their past, not unable to continue them through generations and the ages yet to come.

Food Supply of Empire.

MR. STEVENS, of the Manchester, Eng., Board of Trade, who is on a visit to Canada in the interests of the British Government, speaking officially on the subject of the food supply of the Empire, in case of war, says it is proposed to provide facilities on the British side of the water by which grain will be stored free of charge to the consignee, the Government making an advance of freight charges which will afterwards be repaid.

The British imports originating in the world's greatest wheat countries at the present time are instructive. Of Great Britain's wheat imports, the United States furnishes 43.5 per cent., Canada 4.5 per cent., Russia 24.5 per cent., Eastern Europe 10 per cent., Argentine 9.5 per cent., and Austria-Hungary 1.5 per cent. Mr. Stevens urges that Canada's 4.5 per cent. should be enormously increased. At the present time Canadian wheat is shipped via United States ports to the extent of about 6,000,000 bushels annually, which means that practically one-half of the Canadian exports to Great Britain has to pass through a foreign country.

Cereal Notes.

The International Pure Food Congress (September 26 to October 1) is now in session at Congress Hall, St. Louis. Delegates from many foreign countries are in attendance. The object of the convention is to stamp out commercial piracy.

The Ogilvie flour mills have made a new departure and at their head offices have established an electric bakery, the first thing of its kind ever constructed in Canada.

A meeting of the Western Grain Standards Board will be held in Winnipeg on October 4 for the selection of any commercial grades considered necessary.

Jos. Richardson & Sons, grain merchants, Toronto and Kingston, have appointed Mr. A. C. Ruttan to succeed the late Mr. E. O'Reilly as manager of their extensive western interests.

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A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Shredded Wheat

... AND ...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, \$5.25

" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, \$3.00

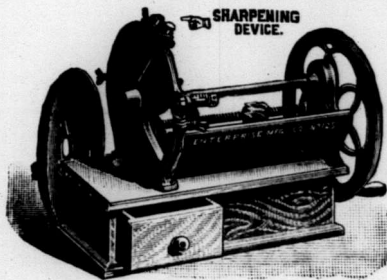
1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

"ENTERPRISE"

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

40 Sizes and Styles for Hand, Steam and Electric Power



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

We also make

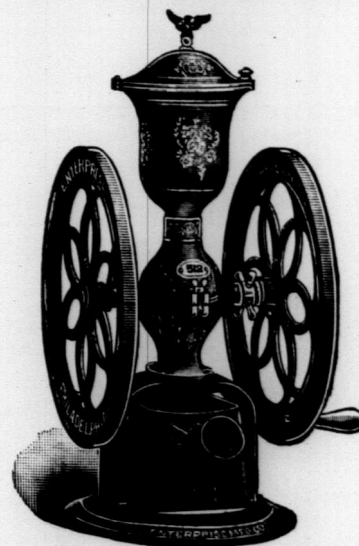
Self-Priming and Measuring Pumps, Self-Measuring
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Illustrated Catalogue Mailed Free

Order from your Jobber

LIFTING A LATCH DROPS
 SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL
 GIVES BLADES A KEEN EDGE



No. 512, - - - \$13.50

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco in England.

THERE has been probably no greater social revolution in the last half century than that which has affected the custom and circumstances of smoking.

Before the Crimean war no well bred man would think of being seen in the daytime in a fashionably frequented part of London with a cigar in his mouth. Nowadays a fragrant Havana, if not an emblem of aristocracy, is regarded anyhow as a proof of means.

At the ponderous and protracted banquets in vogue during part of the last reign, to insult the "after dinner claret" by the suggestion of smoking would have constituted a far graver offense than to undervalue the champagne by diluting it with seltzer water.

In these present days, in private houses, at regimental messes, and even at "festival" dinners, coffee and cigarettes trip up the heels of the "savory." The other evening a distinguished foreigner, as he complacently lighted a mammoth cigar, said to his host: "On the last occasion when I had the honor of dining in this house I was your father's guest, and he begged me during dessert not to hesitate to go into the square outside if I would like to smoke; and, so far from being taken aback by the suggestion, I considered him a very liberal-minded man for even recognizing such a requirement on my part."

Formerly men staying in an English country house found that the only indoor provision for the consumption of tobacco in any form lay in a so-called "smoking-room." This was generally a badly lighted and evil smelling apartment, which the housemaid never troubled to air, and whose threshold no lady ever deigned to cross.

It was probably situated at the end of a dark and draughty passage and presented every discomfort which its vocation could suggest. Desperate visitors have been often known to resort to their own bedrooms and blow their tobacco smoke up the chimney to prevent detection of their irregularity; while many an honest shilling has been turned by a sympathetic

butler, who has offered the hospitality of the steward's room or pantry.

Clubs for the most part, and for a long time, offered every discouragement to the growing tendency of the younger members, and it is curious in this respect to note how hardly old-fashioned prejudices have died. At a famous political club even now smoking is only permitted in the front hall at stated hours, and at another institution associated with the universities the privilege can only be enjoyed after climbing to the top of the house.

It may not be generally known that the origin of the Marlborough Club is to be found in the dissatisfaction of the then Prince of Wales and his contemporaries with the existing arrangements at that former temple of fashion—White's Club—where, also, in spite of loud protests, a tedious journey upstairs was necessary before cigars or cigarettes could be indulged in.

The more modern institutions, including even the clubs where ladies dictate and predominate, bow to prevailing requirements, and only preclude smoking in one or two rooms.

One curious result of this latter generous treatment in clubs, restaurants and

houses, apart from the fact that the smell of cooking food is destroyed, is that no single room reeks of stale tobacco.

Servants (not unreasonably) used to consider it a hopeless matter to deodorize the smoking-room proper, and left it to take care of itself; but the system of decentralization has necessitated a general and drastic shaking of curtains and sweeping of carpets, with a sweet and wholesome result.

The modern liberal views with which smoking is regarded are, of course, largely due to feminine participation in a habit which at one time was considered distinctly "odd" for a lady, if not actually improper.

Just now there are very few dinner parties where cigarettes are not handed to, and in most cases accepted by, the ladies, who sometimes confess that they endure positive torture when circumstances preclude or postpone this form of self-indulgence.

Nor is the increase of cigarette smoking confined to one class. In the days when state chariots, grand barouches, bewigged coachmen and powdered lackeys prevailed, no servant was ever seen smoking when on any sort of duty. To-day coachmen,

All First-Class Grocers

Handle

OLD CHUM

Cat Plug Smoking Tobacco

It's a Trade Bringer.

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We could name some Grocers

who sell Cigars who carry some poor selling lines, and they can't get their money back from the manufacturer. These grocers should deal with us on these terms :

We will send, express prepaid, to any grocer in Canada, on usual terms, 1000 Cigars, assorted as he desires. At the end of three months we will buy back any unsold stock at invoice price.

We invariably advise **PEBBLE** for a 5-center and **PHARAOH** for a 10-center. These cigars are advertised direct to the smoker. They are both known and liked. A man can't lose on them.

Now send us an order for a trial 1000.

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

If **T & B** Smoking Tobacco were not everything we say it is, it would long ago have been driven off the market. It stays and its sales grow just because it is the very best Smoking Tobacco made.

And the 10-cent size has helped its sale.

GEO. E. TUCKETT & SON CO., LIMITED
HAMILTON, CANADA

footmen and chauffeurs on their way to "pick up," or immediately after they have "set down" their employers are to be seen sampling the contents of a packet of "twenty-five for a shilling."

The haughty peer who dismissed on the spot a powdered magnifico because he had been observed smoking on the "ham-mercloth" beside his colleague would shudder indeed to see an electromobile gliding to the garage with both attendants chatting volubly and smoking easily.

The Lattakia Crop.

The British Vice-Consul at Beirut, reporting on the Lattakia tobacco crop and

trade, states that the course of the trade in the year 1903 was not so profitable as in former years either for planters or for dealers. The average price realized for 1903 was \$320 per ton, as compared with \$600 in 1902. It is expected that it will be worse this season, as the price offered by the "Regie" to the planters is 25 per cent. less than last year. Shipments to England, which at one time promised to play an important part in the business of the port of Beirut, in consequence of the demand for London in 1902-3 having disappointed expectations, planters diminished their cultivation last year to such an extent that this years' crop is estimated at only

9,000 bags, as compared with 20,000 bags in 1903. In consequence of this depreciation in the price it is expected that many planters will probably abandon the cultivation of the "Abou-Rika" tobacco.

Failure of Shade-Grown Sumatra.

A BIRD'S eye view of the Connecticut Valley in 1904, says the Springfield Republican, shows a remarkable change from 1902 and 1903. The white tents which dotted here and there the green valley between Hatfield and Hartford have been silently folded away, and the raising of Sumatra to-

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

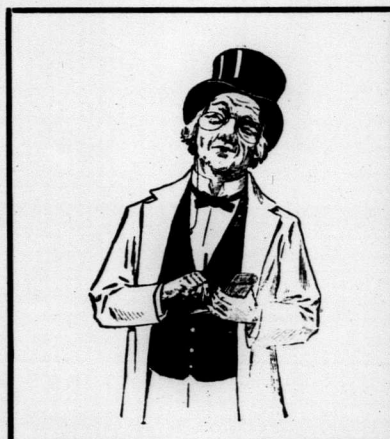
**J. M. FORTIER, Limited,
MONTREAL.**

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Smoking

Tonka
Solid Comfort
Pinchin's
Hand-Made



Jot down
the names of
**McAlpin's
Tobaccos**

Chewing

British Navy
King's Navy
Beaver
Apricot

bacco under the matter of h their experi between \$8 been lost i acres were year only experimente

The expo bacco was Valley in 1 a Poquonoc Milton T. V of Soils of in connecti periment S of that ye Secretary o said:

"The cr #473.70, m one acre of tion, inclu shade—the five years— leaving a acre. Thi cents per tobacco gr submitted phia busin nounced er equal to ir

To all tl can tobacc course, w the valley, most sensa ers thoug naturally, which is buy the e of Sumati and on w duty of \$ bulletin p to raise \$ in the Co to the in ions woul pockets c grower. ' which the world. A the award raised Sur real imp Exposition faction of ture that highest q short, con ington we of raising

bacco under shade is to-day largely a matter of history, and a subject for further experiment. It is estimated that between \$800,000 and \$1,000,000 have been lost in this venture. In 1902, 700 acres were planted under shade, but this year only a few acres are still being experimented with by a small minority.

The experiment of shade-grown tobacco was first tried in the Connecticut Valley in 1900, on a third of an acre of a Poquonock farm at Windsor, by Prof. Milton T. Whitney, chief of the Bureau of Soils of the Agricultural Department, in connection with the Connecticut Experiment Station. On December 26th, of that year, a bulletin posted by the Secretary of Agriculture at Washington, said:

"The crop has just been sold for \$473.70, making an estimated value for one acre of \$1,421. The cost of production, including the whole cost of the shade—the frame for which will last five years—will not exceed \$500 an acre, leaving a net profit of over \$900 per acre. This was an average price of 71 cents per pound * * * The Sumatra tobacco grown under shade has been submitted to New York and Philadelphia business men, and has been pronounced entirely satisfactory and fully equal to imported Sumatra."

To all those familiar with the American tobacco market, among whom, of course, were the tobacco farmers of the valley, this was a statement of the most sensational character. The farmers thought immediately, and very naturally, of the \$6,000,000 or \$7,000,000 which is annually sent to Holland to buy the choice tobacco of the island of Sumatra, obtainable nowhere else, and on which there is an importing duty of \$1.85 per pound. If, as the bulletin posted asserted, it was possible to raise Sumatra tobacco under shade in the Connecticut Valley fully equal to the imported Sumatra, these millions would in the future go into the pockets of the American tobacco grower. This was one of the very facts which the bulletin announced to the world. Attention was also called to the award of two points for Florida-raised Sumatra over that given for the real imported Sumatra at the Paris Exposition, which showed to the satisfaction of the Department of Agriculture that "we can grow tobacco of the highest quality in this country." This short, concise bulletin posted at Washington went on to compare the profits of raising tobacco in the regular way

with Sumatra tobacco raised under a tent. A crop grown in the field, said the bulletin, without shade and fermented in the same way, yielded about the same quantity and brought 27 cents a pound—a profit of \$300 per acre. The ordinary crop in the Connecticut Valley brings the farmer about 20 cents per pound, or \$360 per acre, and, deducting the cost of expenses, leaves a profit of about \$260 an acre. Shade-grown Sumatra tobacco, the bulletin already quoted had said, would yield a net profit of \$900 per acre.

Wide interest was at once shown in this agricultural experiment, and promoters found little difficulty in securing capital to start companies in the raising of shade-grown tobacco. Two seasons of bad weather and dull markets have swept most of these companies from the tobacco fields. The shade-grown Sumatra of Connecticut had too many flaws in it. The leaf is said to have lacked elasticity, to have been dull in color and green, and to have had an aroma when used in wrapping good cigars that was undesirable. Cigar manufacturers bought small quantities for trial, but with unsatisfactory results, and the consequence is there is no market at present for Connecticut shade-grown Sumatra.

Retail Tobacconists in France.

IN France the number of retail shops for the sale of tobacco is limited by practice to one shop for every 800 inhabitants. This limitation is, however, frequently departed from—mostly for political reasons—and the number of shops increased. No shops can be opened without a license from the Government, and the licensee has to pay a tax which varies according to the probable amount of trade done. The licenses are given either to retired army officers, widows of such officers, or persons who have rendered political services to the Ministers in power or their parliamentary supporters, and are transferable. As a result of the latter condition, licensees rarely open a shop themselves.

They either sell or let their license for a yearly sum to some one who puts his own capital into the trade. This retailer is then supplied with tobacco, cigars and cigarettes by the Government, but on one consideration only, that he can pay cash for it.

"No cash, no goods" is the rule, and the cash must be paid before the goods leave the Government warehouse. But there are other conditions as well.

OFFICIAL LIST OF WHOLESALE PRICES.

One is that the retailer must hang up in his shop and in a conspicuous place the official list of the wholesale and retail prices, so that the public may know at what price the retailer may sell and what his profit is. Any departure from the official prices is

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

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

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all Leading Wholesale Houses.

punished by loss of license and closing of shop. Moreover the difference between wholesale and retail prices is so small that it yields only a starvation profit. On cigars it varies from 7 to 13 per cent; on cigarettes from 8 to 13 per cent; on tobacco from 6 $\frac{2}{3}$ to 8 $\frac{3}{4}$ per cent, except on the lowest quality, where it amounts to about 13 per cent. Out of these miserable percentages the tobacconist has to pay the license tax, license rent, shop rent and all other expenses. A look at French tobacco shops is enough to show that this means starvation; whereas in all countries where the tobacco trade is in private hands tobacco shops rival each other for bright and well set up appearance. In France they are miserable holes which one enters only with reluctance.

ELECTIONEERING AGENT FOR GOVERNMENT.

An allusion must be made to another condition which is one that must be most distasteful to any self-respecting man. It is that every tobacconist is expected to be an electioneering agent for the Government in power. Woe to him if he fails in this respect. His license will be canceled by ministerial fiat, and his shop closed.

These are the miserable conditions which State monopoly has created for the retail tobacconist in France. We know perfectly well that Mr. Watson has stated that "for the present" it is not intended to take over the retail trade, but that means nothing even without the proviso "for the present," for let it be noted that the State has not taken over the retail trade in France. It only licenses it, but it prescribes the buying and selling price, as the State would be bound to do here, and the rest follows with absolute certainty. Whether, therefore, the proposal for Commonwealth Monopoly of the tobacco trade is regarded from the standpoint of the revenue; or from the standpoint of the consumer; or from that of the workmen; or from that of the retailer, it is sure, in every case, to be pernicious.

FREIGHTS AND CHARTERS

CONSIDERABLE improvement has been noticed in the demand for ocean freight space and October will see greater activity, so the knowing ones say. Grain is coming forward a little more freely from the west and better cargoes are offered. Still things are not what they should be when compared with previous years. Flour and provisions seem to be improving and the rates remain steady, as previously reported. From Halifax it is learned that the Board of Trade have been notified that

Pictou, N.S. The letter was dated September 3rd and was in answer to pressure brought to bear upon the Government by Mr. MacDonald and Senator MacGregor to reduce the freight rates on hay from Ontario and Quebec, there being a hay shortage in Nova Scotia, in the same way that the freight rates on coal to the west were treated when there was a coal scarcity in Quebec and Ontario. It appears that as well as heavy cuts having been made on native bituminous coal, the coal arriving at Hali-

what terms will be offered; but you can depend upon this, that whatever concessions were made to people in the west in regard to coal rates will be made to farmers who have suffered from the loss of their hay crop. These concessions in the west, whatever they were, were made to municipalities. In this instance should the municipalities not take up the matter, as I feel they would be justified in doing, it would be desirable to deal with the Agricultural Societies. Whatever reductions are made should

BERTH QUOTATIONS.

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

DESCRIPTION.		Liverpool	Glasgow	London	Bristol	Belfast	Leith	Aberdeen	Dublin	Manchester	Cardiff	Hamburg	Antwerp	Havre	Rotterdam	Quebec to London
Flour, starch, split peas and oatmeal, in bags..	2240 lb.	5 c	7c	6-7c.	9c.	12/6	10/	11/3	13/6	6c.	.....	10c.	10/	.....	10/	.....
Oilcake and cotton seed cake.....	"	4½c	6c.	5c.	9c	.....	10/	11/3	.....	.....	.....	10/	10/	.....	10/	.....
Flake oatmeal, rolled oats, middlings, in bags.	"	5c.	8½	5c.	9c.	15/	.....	.....	16/	10/	.....	10/	10/	.....	10/	.....
Lard, beef, pork, tallow and oleo, in barrels or tierces..	"	5/3	13/3	13/3	15/	17/6	13/3	15/	18/3	5/3	.....	16	17/6	.....	17/6	.....
Lard in pails and other small packages .....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bacon and boxed meats.....	"	5/3	13/3	13/3	15/	17/6	13/3	15/	17/6	5/3	.....	16	17/6	.....	17/6	.....
Canned meats and fish.....	"	5/3	13/3	13/3	15/	.....	13/3	15/	.....	.....	.....	16	17/6	.....	17/6	.....
Canned goods (fruits, vegetables, etc.)	"	5/3	15/9	13/3	15/	.....	.....	.....	7/6	.....	.....	.....	.....	.....	.....	.....
Cheese in boxes. Condensed milk.....	"	20/	25/	25/	25/	25/	25/	25/	25/	.....	.....	.....	30/	.....	30/	.....
Cheese in crocks in cases.....	"	25/	30/	30/	30/	25/	30/	30/	25/	.....	.....	.....	35/	.....	35/	.....
Butter, in cases and kegs.....	"	40/	46/6	45/	30/	25/	30/	30/	25/	.....	.....	.....	35/	.....	35/	.....
Seeds, timothy and clover, in bags.....	"	10/	15/	12/6	15/	25/	15/	15/	25/	12/6	.....	20c.	12/6	.....	12/6	.....
Seeds, blue and other grass, in bags.....	"	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Leather, black and other, in heavy bales and bundles	"	15/	21/	20/	20/	25/	.....	.....	25/	15/	.....	30/	30/	.....	30/	.....
Leather, rough sole, and split, in rolls and bales	"	20/	31/6	25/	25/	25/	.....	.....	25/	20/	.....	35/	35/	.....	35/	.....
Pot and pearl ash, No 1 asbestos and mica.....	"	7/6	10/	10/	12/6	12/6	.....	.....	16/6	7/6	.....	12/6	12/6	.....	12/6	.....
Maple and elm blocks and squares.....	"	8/	12/6	11/3	12/6	17/6	.....	.....	17/6	8/	.....	13/9	13/9	.....	13/9	.....
Heavy lumber—oak, elm, birch and maple.....	"	8c.	16c.	14c.	12/6	17/6	.....	.....	17/6	8/	.....	15c.	13/9	.....	13/9	.....
Weight (coarse).....	"	7/6	12/6	10/	12/6	12/6	12/6	12/6	12/6	7/6	.....	12/6	12/6	.....	12/6	.....
Radiators and similar castings.....	"	7/6	12/6	12/6	12/6	17/6	.....	.....	17/6	7/6	.....	.....	12/6	.....	12/6	.....
Seed, peas and beans, in shipper's bags.....	"	6/3	10/	10/	20/	12/6	10/	12/6	13/6	.....	.....	.....	15/	.....	15/	.....
Measurement (coarse).....	40 cb. ft.	8/9	15/9	.....	12/6	12/6	15/9	15/9	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Measurement (fine).....	"	20/	21/	.....	20/	20/	21/	21/	20/	20/	.....	20/	20/	.....	20/	.....
Woodenware, etc.....	"	8/9	10/6	.....	112/6	12/6	12/6	12/6	12/6	8/9	.....	12/6	12/6	.....	12/6	.....
Furniture, etc.....	"	10/	13/1½	.....	122/6	12/6	.....	.....	12/6	8/9	.....	.....	.....	.....	.....	.....
Implements etc.....	"	10/	10/6	.....	2/6	12/6	.....	.....	12/6	10/	.....	12/6	.....	.....	.....	.....
Eggs, in cases or barrels.....	"	.....	.....	.....	.....	15/	.....	.....	15/	.....	.....	.....	.....	.....	.....	.....
Apples, flour.....	Barrel	.....	3/	.....	.....	3/	.....	.....	3/	2/6	.....	.....	.....	.....	.....	.....
Apples and other green fruit, in boxes.....	40 cb ft	15/	15/9	15/9	17/6	20/	.....	.....	20/	12/6	.....	.....	17/6	.....	17/6	.....
Smalls, of less than ¼ ton wt. or msmt	each	10/	1/	10/	1	10/	.....	.....	10/	10/	.....	10/	10/	.....	10/	.....
Grain, in shipper's bags	Quart'r	.....	.....	.....	.....	3/	.....	.....	3/	.....	.....	.....	.....	.....	.....	.....
Deals.....	Stand'd	30/	.....	32/6-37/6	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

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

an export rate on Manitoba flour has been put in force to Halifax, which will enable dealers at that point to have flour shipped through Halifax, instead of St. John, or other ports, as heretofore.

A somewhat remarkable situation has occurred in connection with the I.C.R., which shows readily how the yearly heavy deficits of this Government railway exist. The substance of it is in a letter written by the Hon. H. R. Emmerson, Minister of Railways and Canals, to E. M. MacDonald, M.P.P., for

fax and St. John, from Wales, and destined for Quebec and Ontario, was either carried for nothing or at a great reduction from ordinary rates. Senator MacGregor and Mr. MacDonald are now asking to have hay carried free, or at a great reduction from the west to the east, and Mr. Emmerson consents. He says:

My Dear MacDonald—In answer to your inquiry about the probable rates on hay to Eastern Nova Scotia and Cape Breton, I cannot definitely state to you

be in the form of a rebate, and not by way of fixing a reduced tariff. Of course, it would be equal in its effect, and would have the merit of not being liable to abuse. At this time of writing (he was on the train) I cannot get positive and reliable information as to the extent of the concession made with respect to coal; but will ascertain the exact facts when I reach Ottawa, and have the opportunity of seeing the Order-in-Council, which I understand was passed.

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4 DC

Quotatio
The follc
department ap

Quotations for
etc., are supplied
agents, who alone
accuracy.

Bak
Cook's Friend—
Size 1, in 2 and 4
" 10, in 4 doz. 1
" 2, in 6 "
" 12, in 6 "
" 3, in 4 "
Pound tins, 3 doz.
12-oz. tins, " "
5-lb. " 1 "

w. H.
Diamond—
1-lb. tins, 2 doz. 1
1-lb. tins, 3 "
1-lb. tins, 4 "

IMPERIA

Cases.
1 doz.....
3 doz.....
1 doz.....
1 doz.....
1 doz.....
3 doz.....
1 doz.....
1 doz.....



IT IS TIME
TO ORDER



NEW
SEASON
JAMS

HANDSOME NEW SQUARE
JAR WITH METAL AND
CORK SCREW TOP.
4 DOZEN IN CASE.

ROSE & LAFLAMME,
MONTREAL.

YES
"ALVINA"
SALT

IS A VERY GOOD TABLE SALT.

RUNS FREE.
SELLS WELL.

AND

SHOWS A GOOD

PROFIT

10c. A TIN.

ROSE & LAFLAMME,
MONTREAL.

Quotations for Proprietary Articles.

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

September 29, 1904.

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

Baking Powder.

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

W. H. GILLARD & CO.

Diamond—

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

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
2 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
2 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2-lb.	4 10
1 ".....	5 ".....	7 20
1 ".....	6 ".....	7 50
1 ".....	12 ".....	14 50
1 ".....	18 ".....	24 50



JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.....	\$0 45
Ocean Baking Powder, 1 lb., 5 doz.....	30
Ocean Baking Powder, 1 lb., 3 doz.....	1 25
Ocean Borax, 1-lb. packages, 4 doz.....	40
Ocean Cornstarch, 40 pks. in a case.....	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime.....	\$1 00
" 1 lb.....	1 60
" 6 oz.....	2 25
" 1 lb.....	2 30
" 12 oz.....	4 50
" 1 lb.....	5 75
" 3 lb.....	15 50
" 5 lb.....	25 50

CLEVELAND'S—DIME.

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

"VIENNA" BAKING POWDER.

1-lb. tins, 4 doz in box.....	\$2 25
1-lb. tins, 4 doz in box.....	1 25
1-lb. tins, 4 doz in box.....	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....	\$2 25
---------------------------------------	--------

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case 1 lb.....	\$2 40
1 " 1 lb.....	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



EAGLE BAKING POWDER.

Cases of 48-5c. tins	Per doz.
48-10c. tins.....	\$0 45
" 24-25c. tins.....	2 25
" 48-25c. tins.....	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case.....	\$3 50
10 oz. " 3 doz., ".....	4 00
16 oz. " 4 doz., per doz.....	2 25

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 15
" " in bags, per gross.....	1 25
" " in pepper boxes, according to size.....	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blue.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 16c
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb.....	12c
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb.....	10

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1/3 gross, 4 oz.	

JAMES' DOME BLACK LEAD.

Per gross	
6a size.....	\$2 40
2a size.....	2 50

BORAX.

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 48 ".....	2 25
" " 16 oz., cases, 48 ".....	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages	Per doz.
" 5-doz. 10c. ".....	\$0 40
" ".....	0 55

BROOMS.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings.....	\$4 75
" " " B, 4 ".....	4 40
" " " C, 3 strings.....	4 10
" " " D, 3 ".....	3 25
" " " E, 3 ".....	3 25
" " " F, 3 ".....	3 20
" " " I, 3 ".....	2 85

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	8 00
" " 7-lb. cotton bags, per bag.....	0 12 1/2
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	3 00

Chocolates and Coconas.

THE GOWAN CO., LIMITED.

Coconas—

Hygienic, 1-lb. tins.....	per doz. \$6 75
" 1-lb. tins.....	3 50
" 1-lb. tins.....	2 00
" fancy tins.....	6 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.....	0 50
Perfection, 1-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.....	2 55

The question of securing and holding your customers' Starch trade is easily settled:

Sell them **always** and **only**

Edwardsburg "Silver Gloss" STARCH

and

Benson's Prepared CORN

the one for the laundry

the other for the kitchen.

For sale by every jobber in the land.

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

Coupon Books—Allison's.

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

\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un-Covers and num Coupons bered. numbered

in lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

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



Cleaner.

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

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz.

Gelatine.

Per gross.	
Knox's Gelatines	\$16 75
Robinson's patent barley	1-lb. tins \$1 25
" "	1-lb. tins 2 25
" "	groats 1-lb. tins 1 25
" "	1-lb. tins 2 25

Per doz.

5 doz., at.	\$ 1 40
1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry "	2 00
Apricot "	1 75
Black currant "	1 85
Other jams	\$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2 1/2-lb. tin pail, 2 doz. in case, per lb.	0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to case	0 06
7, 14 and 30-lb. wood pails,	0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails,	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case	1 50
5 and 7-lb. tin pails	0 09
7, 14 and 30-lb. wood pails	0 09

BRAND & CO.

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

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Aome" pellets, 5-lb. cans	per can 2 00
" (fancy boxes 40) per box	1 30
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	0 75

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$ 3 70
3 cases	3 60
5 cases or more	3 50

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	\$3 50
Flashlight (Parlor)	5 75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case. 5 cases.
Imperial	\$5 75 \$5 50
Best	3 50 3 25
Crown	1 70 1 60
Maple Leaf	1 90 1 80
Knights	4 75 4 50
Sulphur	
Club	3 90 3 70

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 0 25
1-lb. tins	0 23
4-lb. jars	per jar 0 70
1-lb. jars	0 25



Orange Meat.

Cases, 36 15c. packages	\$4 50
5 case lots	4 40
(Freight paid.)	
Cases, 20 25c. packages	4 00
5 case lots	4 00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. \$0 95
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 06

Pickles.

STEPHENS'

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz. \$ 1 30
Corked	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.

Case of 1/2-lb. (containing 120 pkgs.), per box, \$3 00.

Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.), per box, \$3 00.

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1/2-lb. "	2 75
No. 3, " { 30 1-lb. " } "	2 75
" { 60 1/2-lb. " } "	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"SEE" BRAND.

"See" brand, 9 oz., cases, 120 pkgs.	Per case \$3 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPETT & CO., Agents.

Maypole soap, colors	per gross \$10 30
black	15 30
Oriole soap	" 10 30
Gloriola soap	" 12 00
Straw hat polish	" 10 30

RABBITT'S.

Babbitt's "1776" 6-oz. pkgs. \$3.50 per box. 5 boxes a freight paid and half box free.

Babbitt's "Best" soap, 100 bars, \$4 10 per box.

Potash or Lye, lbs each 2 doz., \$2 per box.



WM. H. DUNN, AGENT.

Refined

2 lb. 5 lb.

3 lb. 10 lb.



Finest quality West India Melasses in cans.

For samples and prices write to

The Dominion Melasses Co.

HALIFAX

NEW BRUNSWICK

Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE
SPECIAL OFFERS

Wholesale Terms.

WE OFFER OUR MARKING

"Butterfly Brands"

COFFEE and CHICORY 3/4 lb. 1/2 lb. 1 lb.
per doz. cans 2/8 4/- 7/-

PURE DUTCH COCOA
per doz. cans 4/8 8/- 13/-

Goods delivered, freight paid, to any Canadian port, duty not included. Terms: Cash with order.

The COFFEE and CHICORY is packed in cases of one doz., while the COCOA is supplied in tins of 25 lbs.

SAMPLES FREE ON APPLICATION.

Advertisement for **LANARK** featuring a large illustration of a building or factory. Text includes 'LANARK' and 'TONGUE'.

Advertisement with the headline **You are interested in something.** It features several lines of text and a small illustration of a person or object.

0 35
0 30
0 25
0 20
0 17 1/2

Per gal.
00 50
0 25
0 30

Per doz.
01 25
1 45
1 60
1 70
3 00
3 15
3 18
0 85
3 00
11 25
9 00
8 00
1 85
2 00

04 00
7 00
3 80

Per doz.
01 25
1 45
1 60
1 70
3 00
3 15
3 18
0 85
3 00
11 25
9 00
8 00
1 85
2 00

04 00
7 00
3 80

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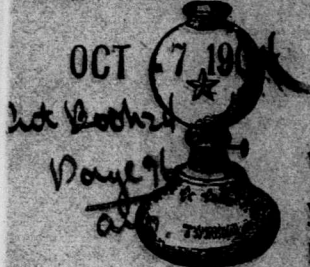
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RETURNED THE CANADIAN GROCER

LAMPS
OCT .7 1904
*We sell
Good Goods
Cheap!*

RETURNED

Send for
lists and
particulars.



We shall be glad to have
you order small sample
lots from our lists.

GOWANS, KENT & CO.

TORONTO and WINNIPEG.

RETURNED
OCT .7 1904



Have you tried the
"WELSH" Common
Crg Chimneys yet?
A sample case or two
will show you.



"Perfectly clean from our kitchens to your customer's."

Your customers' appetites are harder to please now
than at any other time of the year. That's all the more
reason for giving the pure, clean, wholesome, tempting

**Wethey's
Mince Meat**

They'll like the look of it in its dainty package, and
they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

Golden Marmalade. Screw Top (with inner vacuum lid) Jars

Recent report from Ottawa, with analysis of jams, etc., shows C. & B. jams absolutely pure,
not adulterated, not dyed, no glucose. Read the report referred to. It is an eye opener.

CROSSE & BLACKWELL, Limited

LONDON, ENGLAND

C. E. BROWN & CO., Sole Importers