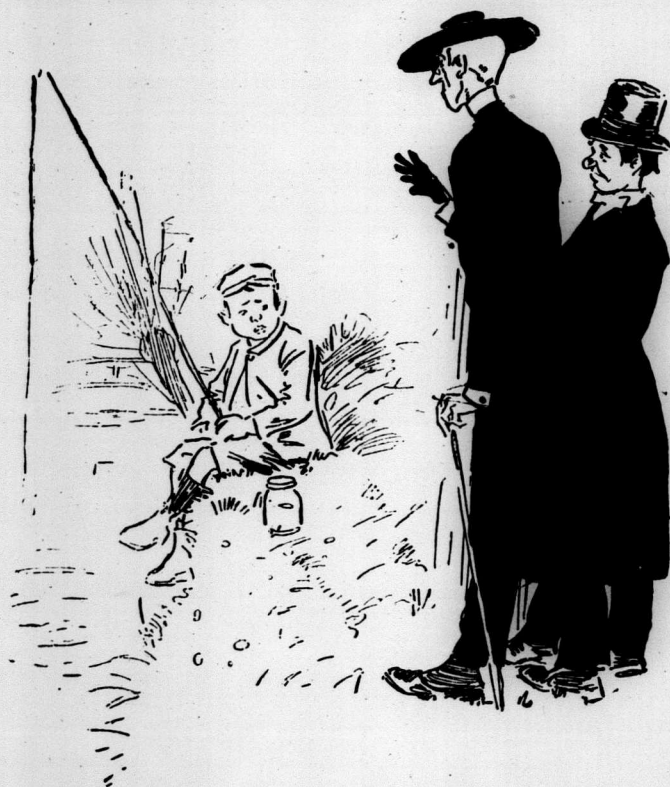


**PAGES
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Cured and Packed Where Caught!

"Thistle" Brand Canned Fish.

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

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

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

ARTHUR P. TIPPET & CO.,

8 Place Royale,
Montreal.

Sole Agents,

20 1/2 Front Street,
Toronto.

You want the best. Buy our

CRYSTAL GLASS WASH BOARD

It is the best Wash Board made.

IT IS MADE IN CANADA.

There are cheap imitations made in the U. S. Beware of them.



This Wash Board will give your customers satisfaction. When ordering see that you get "**THE CRYSTAL.**"

Your wholesale grocer will supply them.

TAYLOR, SCOTT & CO.

Toronto, Canada.



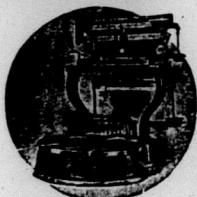
The First Step

This man is writing for our 1903 catalogue: something has happened in his store to make him think, and when a man gets thinking something generally moves.

This time it's that pound and ounce scale that's going to move: he's tired of having his clerks give overweight.

Now he's finding out what this Nearweight Detector is.

Suppose you do the same thing. Our catalogue tells it all, shows how to



Ask Dept. M. for catalogue.

Save three Pennies too.

Do it to-day; only takes a postal card.

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

T. A. Lytle's Mince Meat

has that agreeable flavor.

Our Mince Meat is always good, because we make it good, out of good materials, using only fresh meat and choice fruit, and the result is most pleasant to the palate. The grocer who offers this Mince Meat to his customers can count on a future demand.

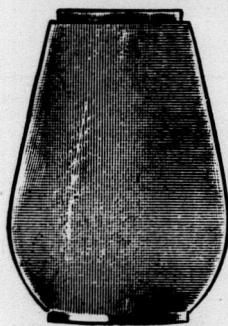
Put up in convenient sized fibre and wooden pails.

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

Manufacturers of high-grade Mince Meat,

124-128 Richmond St. West, TORONTO.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACERUPA Limited



For Sale Everywhere.

ASK FOR

MOTT'S.



MERCHANTS.

The Toledo Automatic Computing Scale SHOWS TO EVERY CUSTOMER IN LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY for the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT

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



THE
MOP
THAT
THE
SUN
NEVER
SETS
ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the cloth with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 't would be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

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

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

TARBOX BROS., Toronto, Canada.

-Japan Teas

require no booming,
they speak for
themselves.

There isn't a merchant
in this great land of Canada
that does not know that

for **Purity,**
Cleanliness,
Flavor,
Delicacy and
Healthfulness

there are no teas

so desirable, so satisfactory and so profitable to
handle as

JAPAN TEAS.

THE CANADIAN GROCER

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

is Cold
Water

STARCH
IVORINE

ASK
TRAVELLERS
THE PRICE

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

CONDENSED MILK



The Most Attractive and Popular Brand

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

**"An attractive
package and a
dependable
article."**

The words a well-known grocer used in describing Imperial Brand Maple Syrup.



Agents,

ROSE & LAFLAMME, MONTREAL.

BATGER'S

Machine-cut Mixed Peel

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

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

These are some of the reasons for its popularity.

ROSE & LAFLAMME,

Agents,

MONTREAL.

**CEYLON
TEA
Green
and
Black.**

Ceylon **Greens** are coming to hand in condition which surpasses all previous seasons, and are rapidly outdistancing all rivals.

The grocer who values quality must give **Ceylon Greens** first place in his store or be left behind.

He who Hesitates is Lost!!!

Salmon packs this season are undoubtedly short.
Enterprising men are now fixing their orders.

If you Hesitate you will Miss Your Chance

RED SOCKEYES

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

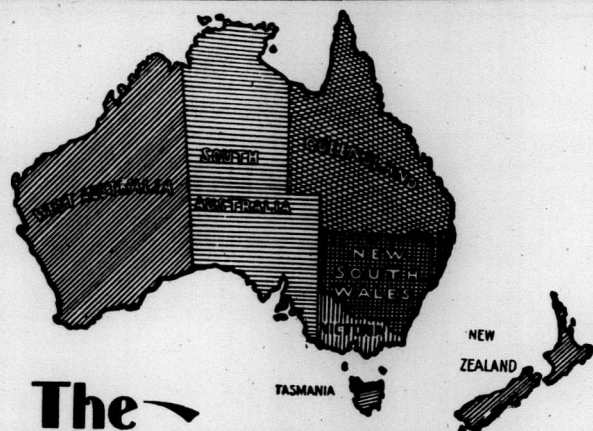
COHOES

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

These brands are quality and show fine margin of profit.

The British Columbia Packers' Association,

VANCOUVER, B. C.



The Australasian Grocer

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

Subscription \$2.50 per Ann.

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

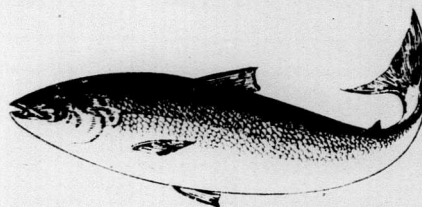
PUBLISHING OFFICES:
Melbourne, - - - Fink's Buildings.
Sydney, - - - Post Office Chambers

BRITISH OFFICES:
London, - - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

SOCKEYE SALMON



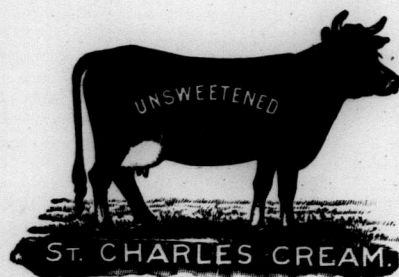
"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

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

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

Home Office and Address:

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

Correspondence and trade orders solicited.

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

Christmas Candy.

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

Pure White

and not tinted with blueing. Absolutely no blueing material whatever is used in the manufacture of

ST. LAWRENCE EXTRA GRANULATED


The crystals are clear and bright and of an even sized grain.

The St. Lawrence Sugar Refining Co.,
Limited,

MONTREAL.

MALAGA FRUITS.

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

 and ATLAS PEELS, are brands of superior quality.

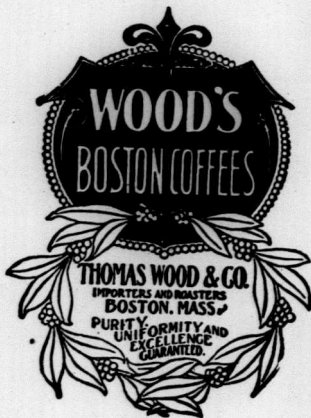
NEW ELEME FIGS, 2 inch, 2¼ inch and 2½ inch, in 10, 20 and 28 lb. boxes.

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

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

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

Branch CANADA GROCERS LIMITED.



WOOD'S COFFEES

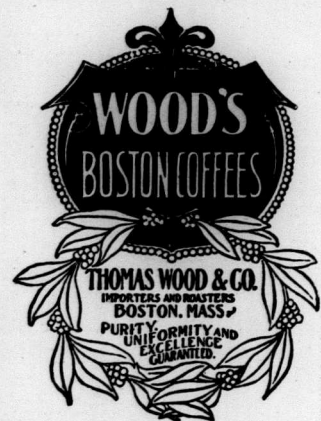
They are thoroughly dependable.

No coffee vexations arise where this line is used.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

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



Special Sale of Currants

Half-Cases. Cleaned Abroad.

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

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

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

PHONE AT OUR EXPENSE, OR WRITE

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

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

Pumpkin Belleville, the best in Canada, we quote you at 87½c. Order quickly as we are selling freely.

Peels GRAYS and BATGER just arrived.

Cocoanut We have a shipment of Ceylon cocoanut almost at hand. Quality is very fine. Price, 12 cents.

Currants Cleaned and uncleaned, all grades, spot and to arrive.

Teas We have another shipment of Indian Blacks and Ceylon Greens just at hand.

Prices are advancing and you should buy now. It won't cost you anything to get our prices and we will quote you right.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main.
870 "

48 WELLINGTON ST. EAST, TORONTO.

THE MANUFACTURERS AND THE GREAT WEST

A Symposium of Some
of Their Impressions
Gathered During Their
Recent Trip to the
Pacific Coast.

MOST of those who took part in the trans-continental excursion of The Canadian Manufacturers' Association saw for the first time the Great West. That they were greatly impressed with what they saw no one will question. There were about 170 in the party. All but about 40 of these were men, and men of business. While pleasure was not ignored, the primary object of the excursion was to afford the members of The Canadian Manufacturers' Association an opportunity of gathering some idea of the vastness and realness of the Great West, and of studying the trade situation in that part of the Dominion. With a view to ascertaining what the impressions were that the journey had made upon the excursionists, "The Grocer" addressed a circular letter to each member of the excursion, on his return home. The questions submitted were:

QUESTIONS SUBMITTED.

FIRST—What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND—What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD—In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH—How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

All have not yet replied; but space forbids the publication in this issue of even all the answers that have come to hand.

Mr. J. Hewton, Kingston Hosiery Co., Limited.

Question 1.—I was most impressed with the extent of the country, the great wheat fields, beautiful scenery, large deposits of coal and minerals, and the prosperous appearance of all the cities, towns and villages.

Question 2.—As regards the future of Manitoba and British Columbia, from a manufacturing standpoint, I think that after they get an addition to their population of say five millions or more, certain lines can be manufactured with advantage, but at the present time with their small population and the fact that a large number of people will be required for some time to develop the natural resources, labor will not be plentiful enough to do much in manufacturing, as they will have to compete with eastern manufacturers, who have a better supply of skilled labor.

Question 3.—I think that the eastern manufacturers have during the past been endeavoring to get as large a share of trade as possible and I see no better method than to put representatives in each centre who will be alert and look after the requirements of the country and keep their houses posted as to what is required to properly supply their wants. Also to see that freight rates are reasonable. There is no trouble for Canadian manufacturers to compete with the United States in all branches under fair conditions, but the tariff should be high enough to prevent United States manufacturers from making a dumping ground of this country and sending their surplus goods here after supplying their customers.

Question 4.—How can we best assist the people of Manitoba? This is a very important question and hard to answer in a direct manner. We can, however, do something by giving them our assistance in getting proper legislation and also in getting as favorable railroad rates as possible so as to enable them to market their products to the best advantage.

Secretary R. J. Younge, of the Canadian Manufacturers' Association

While one could not fail to be impressed with the magnificent variety of scenery, and the immensity of the territory, the business man is struck most forcibly by two outstanding facts: First—The tremendous possibilities of the West as a producing and consuming market, and secondly, the buoyancy and optimism of the people which prevails everywhere, from Winnipeg to Victoria. One sees on every side incalculable resources, and finds an unswerving faith in those resources reflected in the spirit which dominates the people.

Undoubtedly Manitoba and British Columbia will become great manufacturing provinces. Their great distance from the producing centres of the east, and their rich supplies of water power and raw material of various kinds will hasten their progress in many lines of industry. Already about \$18,000,000 capital is invested in manufacturing in these two provinces. In British Columbia more than 71,000 people, or 40 per cent. of the entire population, are to-day directly supported by and dependent on the manufacturing industries, while in Manitoba 48,000 out of the total of 255,000 are similarly situated. I think it may be estimated with safety that the proportion of the manufacturing interests in the mining province will largely increase within the next few years, and while this can scarcely be expected on the prairies, the farming districts of the West are already alive to the benefits of having factories at their doors, and the manufacturers of both Canada and the United States are awakening to appreciate the West as an important field for active operation.

To secure a larger portion of the western trade Canadian manufacturers must take a deeper interest in the West. They must visit the country personally, study its needs, send their best travellers, and, above all else, send the right goods at the right prices. Many of them are already working on these lines. Their success is certain, for the West is dominated by a hearty Canadian sentiment. No Canadian manufacturer can afford to neglect the western market. Cultivated, it will, in many lines, become his best market; neglected, the trade will undoubtedly fall into the hands of his far-sighted, keen competitor.

To build up the West, and cement the bonds of union, commercially and nationally, between East and West, every citizen of the Dominion should see and learn as much as possible of the great western provinces and territories. A trip through the country will not only elicit the admiration of all Canadians, but will induce the investment of capital, and the establishment of business ties. It is safely estimated that 150,000 people have settled in the Northwest during the present year. These are our own citizens. We should not only welcome them, but by a careful study of



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.

their difficulties and a willing assistance in solving them, they will be made to feel proud of their country and their fellow citizens. With our 3,000,000 square miles of territory, and our 5,000,000 population we must all recognize as Canadians, that—as a member of the recent touring party remarked—"Canada is too great, and the task committed to her people too stupendous, to allow her citizens to be disunited on any great national question."

Mr. Joseph Allen, British American Dyeing Co., Montreal.

In reply to your four questions regarding my impression of our Great Northwest, I would say to the first, from a business standpoint, I was astonished at the immense possibilities and certainty of expansion, and the alert business manner of the people, their true loyalty, and the unbending belief they show in their country.

Second: As a manufacturing centre: Our hurried journey through gave no time to look into the details for the necessities of a successful manufacturing centre. I certainly think they could manufacture many things in Winnipeg to advantage.

British Columbia, I think, will have to wait for further developments.

In what way can manufacturers of the east secure a large share of the trade? Have good men resident there, as far as possible, where they can have a stock to reach the demands quickly.

How we can best assist the people of the West: First give them another transcontinental railway as quick as possible, assist them in any political grievance that they have, and show them by our sympathy and help that we are one people, Canadians.

Mr. E. D. Adams, Halifax, N.S.

First.—"What most impressed me from a business standpoint?"

I think that the universal hopefulness which seems to animate the people, made the greatest impression upon me. They are all optimists out there. As I heard somebody remark, "You cannot find a pessimist with a fine tooth comb." There seems to be something in the air which gets into one's blood. Then I was very much struck by the large scale upon which everything is done, and also with the high class quality of the goods sold, even in the small towns.

No one could pass through those western provinces and territories to the Pacific coast without feeling satisfied that the business opportunities and possibilities are immense. I mean the term "business opportunities" to include the farmer, the mechanic, the miner and the professional man, as well as the trader and speculator.

The thought occurred to me that the time might come when it will be hard to find a market for all the wheat, but no one out there seems to be losing any sleep over that problem. Of course should this time ever arrive the farmers will have general farming to fall back upon.

As regards the relative merits of the principal cities visited, I think Winnipeg presents the greatest business possibilities. The opinion seems to be very general that it will eventually be "The" city of Canada. Personally, however, I think I would prefer to live in Vancouver or Victoria. Perhaps this is because they seem more like home to one who has lived all his life "down by the sea." Besides, the resources of the Pacific provinces are very great. Lumber, minerals, fisheries, shipping, etc., and, if all those fail, they still have farming and manufacturing left.

It seems hard to realize that the beautiful city of Vancouver has been built up in seventeen short years, and one can allow his imagination to run riot when fancying what it will be in fifty years from now.

Second.—"What is my opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?"

I see no reason why they should not, in time, manufacture a very large portion of the goods required for their own consumption, and in some lines for export also. Coal is to be found conveniently situated in many parts of Manitoba and the Territories, while in British Columbia, coal and minerals abound.

Third.—"In what way can manufacturers of the east secure a larger share of the trade of the Great West that now goes to manufacturing firms in the United States?"

First, by carrying stocks of manufactured goods in the principal centres, and, where this is not practicable, by having local agents. Of course in the latter case the delay in getting delivery and high freight charges, especially for less than carload lots, will always be a drawback. Also by taking pains to produce the exact article that the people want.

Fourth.—"How can business men of the East best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?"

I am afraid that I can give no very practical answer to this question. I suppose the investment of capital, and the sending out of competent energetic men will be found a means to that end; also by taking every opportunity to inculcate a national sentiment among our people.

And now, may I just say that while at present all roads seem to lead to the "West," will our people please remember that we also have some "good things" in the "East." By the "East" I do not mean Ontario and Quebec only, or chiefly, but away down in the Maritime Provinces.

Lucas, Steele & Bristol are now completing shipments of all their Aylmer Canned Goods and trust in the next week or ten days to finish shipments of Currants, Raisins, etc.

Their stock is now replete of all Foreign Goods and prompt shipment is guaranteed.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

CLIMBING TO THE TOP
Jersey Cream Yeast Cakes
—AND—
Jersey Cream Baking Powder.

Every county in Ontario will be sampled with *Jersey Cream Yeast Cakes*.
Every cake guaranteed. All old goods exchanged. We intend placing the date on each package, and advertise same, so no one will sell or buy Old Yeast.

LUMSDEN BROS., - - - Hamilton and Toronto.

Lovely Spanish ^AND ^D Smyrna Fruits

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

- | |
|---|
| Boxes "Rein's" Choice Clusters. |
| Boxes "Rein's" Choice Clusters, each 28 - 15 Cartoons. |
| Boxes "Rein's" Dehesa Clusters. |
| Boxes "Rein's" Cock Brand Shelled Almonds. |
| Boxes "Solari's" Eleme Figs, 10s. |
| Boxes "Solari's" Eleme Figs, 14-oz. Glove boxes. |
| Boxes "Solari's" Finest Figs, each 24 - 15 Cartoons. |
| Boxes "Solari's" Pulled * Magnum, extra choice, each 28 lb. |
| Boxes "Solari's" Imperial Sultanas. |
| Boxes "Solari's" Royal Sultanas. |

JAMES TURNER & CO.
Wholesale Grocers, - - - HAMILTON.

**NEW EVAPORATED APRICOTS,
NEW EVAPORATED PEACHES,
NEW TAP. FIGS,
NOW IN STORE.**

Thos. Kinneear & Co.,

Wholesale Grocers, - - 49 Front St. E., Toronto.

SPECIAL HOLIDAY OFFER

TO YOU

THAT YOUR FRIENDS
IN THE OLD COUNTRY
WILL APPRECIATE...



We will deliver to any address in England, Scotland or Ireland, a dozen or half a dozen of our Imperial Cheese without one cent of charge beyond the regular price. This is an opportunity to give your Old Country friends a holiday surprise with a delicious worthy Canadian product.

If you will forward us your card we will see that it is carefully packed in the case going to your friend.

Prices:—Individual size jar, \$1.00 per dozen.

Small	" "	2.40	" "
Medium	" "	4.50	" "
Large	" "	8.25	" "

The above prices for the trade only.

ALL DELIVERY CHARGES PAID BY US.

Write address plainly to avoid mistakes. Make post office or express orders payable to

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, - TORONTO.

All orders should be in our hands by December 5th, so as to ensure delivery by Xmas.

HOW TO MAKE GOOD COFFEE.

COFFEES after they pass the fire and become roasted contain nothing injurious except what will be brought out by hard boiling more than five minutes, says Food and Drink.

All anyone in making coffee wishes to extract from the ground bean is the essential oil, which mingling with the boiling water produces the so-called coffee used at the table. By hard boiling you go farther and extract what you do not wish, the acid or alkaloid, which nature placed there to protect the germ from the ravages of insects during the process of reproduction. It is a well-known scientific fact that nature surrounds the germ of any seed with acids or alkaloids to protect it from insects or worms during the time which it is placed in the ground to reproduce or germinate again, and when by misuse you bring these down into your solution, you find the result bitter and unpalatable and condemn the coffee. Then also poor, aged cream will spoil any cup of coffee. The majority, in fact all, coffees are more or less acid, and combined with cream of course are very palatable, but let anyone who is under the impression that coffee is injurious to their system educate their taste to "café noir" or clear coffee, and they will find it just what it is guaranteed to be, a light stimulant and decidedly not a detriment to any system, no matter how delicate. Combine the acid coffee with poor semi-sour cream and of course it curdles in the stomach and will produce harmful results. All grocers should provide themselves with special bags for their coffees with practical directions for making coffee and the care and cleaning of the utensils used, plainly printed on them.

A MILLION AND A HALF FROM APPLES.

Halifax advices place the average price netted by Nova Scotia orchardists this season at \$3 per barrel, which will yield \$1,500,000 to the apple growers of Nova Scotia, who are mainly located in Kings and Annapolis Counties.

Business Changes

ONTARIO.

THE stock of the general store business of Zotique Deshaitre, Rockland, was sold at 30c. on the dollar. Addison Disher, general merchant, Merriton, has sold out. John S. Wilson, grocer, Paris, has assigned to Wm. Watt. W. C. W. Burns, grocer, Meaford, has assigned to James Lumbers.

**UPTON'S
JAMS, JELLIES,
—AND—
MARMALADE.**



YOU CAN INCREASE YOUR JAM AND JELLY TRADE BY HANDLING THE RIGHT STUFF. UPTON'S IS IT.

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

The assets of the general store business of J. W. Desjardins, Plantagenet, are sold. Andrew Apostle, grocer, Sault Ste. Marie, has assigned to Count Von Ohienhausen.

BRITISH COLUMBIA.

J. A. Rausch, grocer, Victoria, is out of business. E. T. Johnston, general merchant, Castlegar, has sold out.

QUEBEC.

James O'Dea, grocer, Montreal, has registered. N. A. Campbell is starting a general store business in Buckingham. A. Chouinard, general merchant, Griffin Cove, has effected a compromise. James M. Collins, East Farnham, is offering his cheese factory for sale. P. H. Durocher, wholesale and retail grocer, Hull, is offering to compromise. The assets of the general store business of M. Goldenberg, Grand Mere, were sold. The assets of the general store business of G. A. Biron & Co., St. Telesphore, are sold.

The assets of the grocery business of Beaudette & Co., Quebec, were sold on the 5th inst. The assets of the grocery business of L. Beaulieu & Co., Montreal, will be sold November 6.

The assets of the general store business of Jean Simard, Chicoutimi, will be sold on the 6th inst.

The assets of the general store business of J. L. Thibaudeau & Co., Quebec, were sold on the 3rd inst.

The assets of the grocery and liquor business of Pagnuelo Freres, St. Hyacinthe, have been sold.

The assets of the general store business of Joseph Ayotte, St. Marc des Carrieres, were sold on the 4th inst.

The stock of the general store business of L. P. Caron, St. Michel (Bellechase County), were sold at 32c. on the dollar to G. Rochette.

Longtin, Frere & Co., wholesale and retail grocers and liquor dealers, St. Johns, has assigned; a meeting of the creditors will be held on the 7th inst.

MANITOBA AND N.W.T.

T. Davis, grocer, Winnipeg, has sold out.

George Kimball, general merchant, Fort Saskatchewan, is selling out.

G. E. Dalman, general merchant, Selkirk West, is consulting creditors.

A. C. Beach, general merchant, Craven, has sold his implement business to George Haffner.

Creditors are in possession of the general store business of S. Lebedinsky, Carman.

Steinberg Bros., general merchants, Rosenfeld, were burnt out; covered with insurance.

S. A. Grimond, general merchant, Shepard, was burnt out and will not continue the business.

Joseph Whitelaw, grocer, Edmonton, has admitted Cuthbert Nairn to his business as partner.

T. A. Hatfield, general merchant, Calgary, suffered loss by fire, but was covered with insurance.

Thorburn & Sons, Limited, general merchants, Broadview, have sold their business to J. M. Closson.

Hastings & Musgrove, general merchants, Estevan, have dissolved partnership, and F. J. Musgrove will continue the business.

IN STOCK

NEW

SEEDED

MUSCATELS

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO,

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

THE DEVELOPMENT OF THE TINNED MEAT TRADE.

THE quantity and quality of canned meats on the Canadian market at the present time is 'legion,' said a prominent Toronto grocer and dealer in produce in a recent interview. "I can remember well when such toothsome preparations as potted chicken and jellied tongue were an unknown quantity in Toronto. That isn't so very far back, either. Forty years ago staple articles like canned and dried beef were still in their natural state—in other words, they were alive in the flesh.

"The only lines of canned goods on the market in the early fifties were prepared mushrooms, peas and sardines, which were imported from France to supply what was then the fancy trade in the larger cities of Canada. It was considerably later than this that salmon canneries began to do an extensive business in British Columbia, and canned salmon retailed at the alarming price of 50c. a tin. Canned vegetables are scarcely out of their teens; the daughters of Canadian pioneers ran their own canning factories.

"A few years ago we began to import canned soups and meats from England, and, until recently, the English article carried off the palm par excellence in Canada. Somehow or other English soups have gone out of fashion, perhaps because they were so expensive, and, further, had a big import duty tacked on. At any rate Canada and the United States now practically have this market to themselves. Canadian and American soups have taken on. We import yearly an enormous quantity of canned soup from New York, and at the same time are proud of the fact that we manufacture one or two brands at home which compare favorably with anything prepared in America or out of it.

"A fad that has already reached alarming proportions is for meat-pastes, popularly known as meat loaves, viz., ham, veal, tongue, chicken, etc., to infinity, first introduced by Crosse & Blackwell, England, but now prepared all over the country.

"My own impression is that these meat-pastes everyone is buying are practically the same article as we used to sell under

such plain, old-fashioned names as jellied tongue, etc. I have an idea that the popularity of this class of goods will be short-lived. It will simply be a repetition of the history of the bicycle. Everything conceivable has already been made up into meat-pastes and manufacturers will have to wait now for a new species of the animal creation to appear."

In answer to the question, "How do you select for your trade a particular line of meat-pastes from the galaxy of probably good, bad and indifferent lines submitted by a travelling man?" the answer came: "I generally let some one else do the introducing, and so avoid the risk of imposing an inferior article upon my customers.

"You ask me about displaying such and such a line of goods. In the up-to-date grocery store everything has its place: It simply happens because the demand is so great that tinned-meats occupy a prominent position on my shelves."

"Is there any truth in the assertion that Canada as a rule gets cull salmon from British Columbia while the picked article goes straight through for the export trade?"

"It may be true as an exception to the rule, but not otherwise. Canadian merchants not only supply the cheaper lines but also find a home market for large quantities of the choicest sock-eye salmon, prepared in such brands as the 'Horseshoe' and 'Clover Leaf' flats."

Loss of Weight in Eggs.

THE newly-laid egg is entirely filled with yolk and white enveloped by a fragile shell, remarks an exchange. It is at this moment that it possesses its highest alimentary qualities, but the calcareous shell is provided with pores, through which is soon established a cross circulation of water and microbes. The water leaves the albumen and passes to the exterior in the form of vapor, while legions of bacteria enter and fill the air chamber formed by evaporation. This causes the egg daily to lose, on an average, half a grain of its weight. We can assure ourselves of this by immersing it in a quart of water containing four ounces of salt. On the first day it will

descend to the bottom; on the second it will not sink to so great a depth; on the third, it will remain near the surface; and, beginning with the fifth, it will project above the surface so much the more in proportion as it is older. Such behavior of the egg in salt water, may, up to a certain point, be used as a means of control. The loss of weight would not be of so much importance if it did not keep pace with the entrance of microbes.

Cattle Embargo Condemned.

At a conference of the Scottish Chambers of Agriculture recently, in Edinburgh, Mr. P. L. Gray moved—"That in the opinion of this conference it is desirable in the interests of agriculture and of the people in this country generally, as also in the interests of the loyal colony of Canada, that the Cattle Disease Act of 1896 should be so amended as to permit the importation of Canadian store cattle." That Act, he held, was passed under the belief, which was afterwards shown to be erroneous, that pleuropneumonia had been brought to this country by Canadian cattle. There were no cattle healthier than Canadian, and he argued that the embargo was now maintained only to please the Irish and a few of the large breeders in this country at the expense of the feeders of stock and the people generally."

After some discussion the motion was carried by a large majority.

Demand for Canadian Butter.

An Associated Press despatch from London on Monday says the demand for Canadian butter shows no signs of diminishing, and there is a more active demand for saltless. The demand for cheese is only moderate. Owing to their large stocks, London buyers are endeavoring to fill their requirements at reduced figures.

Dairy Experts Meet.

Canadian dairy experts are in conference at Ottawa this week. Among the matters under discussion are the proposals to quote the price of cheese and butter in tenths of a cent rather than in halves, quarters, eighths and sixteenths, as at present; and to make a third grade to butter and cheese. At present there are but two, finest and under finest.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



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

WRITE OR WIRE FOR
PRICE LISTS.

NOTHING FINER CAN BE PRODUCED
THAN OUR

We are offering attractive prices on

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

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

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

Beech-Nut Hams "Bacon"

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

MINCE MEAT

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

PUT UP IN

Kegs, 70 lbs.

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

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Our English Brawn

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

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

Order Sample Case.

The Park, Blackwell Co.,

PORK AND BEEF PACKERS,

TORONTO, ONT.

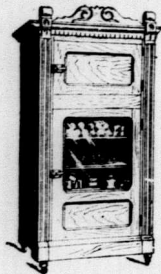
LIMITED

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

To Butchers and Hide Buyers!

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

REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches. Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.
Phone Park 513. 54 Noble St., TORONTO.

Waterloo Broom & Brush Co., Limited



WATERLOO.
Manufacturers of
Fine Whisks, Brooms, and Brushes

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

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

Cheese Markets.

London, Ont., Oct. 31.—Fifteen factories offered 3,421 boxes. One lot of 165 boxes sold at 10½c. Bids, 10½c. to 10¾c.

Belleville, Oct. 31.—At the meeting of the Cheese Board to-day 2,900 boxes of white cheese were registered. Watkin got 335, Hodgson 130, Cook 120 at 10½c. Same offered for balance.

Watertown, N.Y., Oct. 31.—Cheese sales: Five thousand at 10½c. for large and twins; 11c. for small single.

Cowansville, Oct. 31.—Thirty-seven factories offered 1,946 boxes of cheese. Nineteen creameries offered 786 boxes of butter. Cheese sold at 10½c. to 10¾c.; butter at 21c. to 21½c.

THE PROVISION MARKETS.

Toronto.

Provision men still report that they are unable to keep up with orders for cured and smoked meats. Hams and long clears are especially in demand. Barrel pork on the other hand is not in active demand and shows a decline of from 50c. to 81 per barrel. Lard is dull and low in sympathy with the bottom prices in the United States, and the absence of export demands. We quote:

Long clear bacon, per lb.	\$ 0 10	\$0 10½
Smoked breakfast bacon, per lb.	0 14	0 15
Roll bacon, per lb.	0 10½	0 11
Medium hams, per lb.	0 14	0 15
Large hams, per lb.	0 12½	0 13
Shoulder hams, per lb.	0 10	0 10½
Backs, per lb.	0 15	0 15
Heavy mess pork, per bbl.	7 00	18 00
Short cut, per bbl.	10 00	20 50
Shoulder mess pork, per bbl.	26 00	16 50
Lard, tierces, per lb.	10 08½	0 08½
" tubs	0 08½	0 08½
" pails	0 08½	0 09½
" compounds, per lb.	0 07½	0 08½
Dressed hogs, light weights, per 100 lb.	7 25	7 50
" heavy	7 00	7 25
Plate beef, per 200-lb. bbl.	12 50	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcasses	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	7 50	7 00
Lamb	8 50	8 50
Veal	7 50	9 00

Montreal.

The market for hog products has been rather dull during the week, but Canadian bacon and hams are in good demand on the English market. We quote:

Heavy Canadian short cut mess pork	\$18 50	\$20 00
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb.	0 13	0 14
Hams, per lb.	0 12½	0 13

An advance in lard will be noted:

"Boar's Head" brand	0 08½
Carloads, less	0 00½
20-lb. tin pails, tierce basis	0 00½
Half-bbls., over tierce	0 00½
60-lb. tubs	0 00½
20-lb. wood pails	0 00½
10-lb. tins	0 00½
5-lb. tins	0 00½
3-lb. tins	0 01
Wood net, tin gross weight	
1 to 25 pails	Wood, Tin. 1 78 1 68
26 to 49 pails	1 76 1 66
50 pails and over	1 72½ 1 62½

St. John, N.B.

This has been an unsatisfactory line. In barrelled pork there was quite a rapid advance, which at once changed to a falling market. This unsettled buyers. Beef has ruled more even; there has been a fair sale. Quite a quantity of domestic mess pork is now offered and preferred here. The very low price of lard is a surprise. This is another line in which holders have been disappointed. In fresh meats values are unchanged; there are ample supplies. Very little veal is offered. Mutton shows a very light sale. Pork continues rather easy, with supplies

not large. Lamb is freely received. We quote:

Mess pork, per bbl.	\$17 00	\$19 00
Clear pork	18 00	21 00
Plate beef	13 00	14 00
Mess beef	12 00	13 00
Domestic beef, per lb.	0 07	0 07
Western beef	0 05	0 06
Mutton	0 05	0 06
Veal	0 06	0 07
Lamb	0 06	0 07
Pork	0 07	0 07½
Hams	0 13	0 15
Rolls	0 12	0 14
Lard, pure, tubs	0 09½	0 10
" pails	0 09½	0 10½
" compound, tubs, per lb.	0 09	0 09½
" pails	0 09½	0 09½
" Fairbank's refined, tubs, per lb.	0 09½	0 09½
" pails	0 09½	0 10

DAIRY PRODUCE.

Toronto.

BUTTER.

The market for butter is featureless. There are very light stocks, light receipts and not much demand. The outcome is uncertain. For creamery alone is there any interest shown. Some of the Summer creameries have shut down and the Winter ones have not yet begun making. We quote:

Creamery prints	Per lb. 0 22	0 23
" solids, fresh	0 21	0 21½
Dairy rolls, large	0 16	0 17
" prints	0 17	0 19
" in tubs, best	0 16	0 17
Under qualities	0 12½	0 14

CHEESE.

The tone of the market is still easier this week, but holders are unwilling to deal on present basis and it is hard to buy cheese at figures offered. We quote:

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

Montreal.

BUTTER.

The market continues firm in all lines. More attention is being given this week to dairies, which have advanced considerably. Fresh creamery is quoted at 21½ to 22c.; Summer goods, 20 to 20½c.; dairy, 17 to 18c.

CHEESE.

The market remains steady at the recent advance, 10½ to 10¾c. being the ruling price on the boards. Locally the market remains firm, the trade as usual being confined principally to the 20-lb. Quebec cheese, fresh selling at 11½ to 12c.; Summer goods, 13c.

St. John, N.B.

BUTTER.

In dairy butter there are ample supplies. Demand is quite good, but prices, except for really first-class stock, keep quite low. Creamery is in rather better demand, and full prices are asked. We quote:

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb.	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 17	0 19

EGGS.

It is quite difficult to get stock. There is a rather better sale. Quality of stock offered is good. Prices tend rather higher and the market is firm. We quote:

Eggs, new laid, per doz	0 20	0 22
" case stock, per doz.	0 18	0 19

CHEESE.

The market seems hardly as firm as last week. Prices are still high. Stock held in this province is not large. Twins for local market are rather scarce. We quote:

Cheese, per lb	0 12½	0 13
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There is no use talking—the only way you can win and keep trade is by selling the best goods.

Blue Ribbon Ceylon Tea

is the best tea on the market, and the rapid and steady increase of the demand indicates the public's appreciation.

Push the Red Label Brand.

Each Grocer our agent.

Your customers' interests are your own—
sell them the best goods.

The hold that **Magic Baking Powder** has taken on the public is simply **marvelous**, an increase of nearly **200** per cent. last year; this in the face of the large number of baking powders on the market proves clearly that



Magic BAKING POWDER

is the popular
Canadian Pow-
der.

Do you
handle it?
If not, order
trial lot.

"The Light of the Kitchen."

FOR SALE BY ALL JOBBERS.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

We are buyers of

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

IMPRESSIONS OF THE GREAT WEST

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

By W. L. E.

It seems impossible that one could visit Calgary without carrying away a favorable impression of it. Surrounded by the rolling prairie and the rushing Bow and Elbow rivers, with the snow capped Rockies seemingly only a few hours walk to the west, Calgary, while not like a city upon a hill, is indeed prettily situated. The day before we had spent amid rain and mud, and Calgary looked doubly pleasing in the bright sunshine which was beaming upon her on the morning that our train steamed in from the north. "Calgary looks like a smiling maiden one would like to embrace," I remarked to a bachelor friend of mine. "That's so," he replied, "but I would



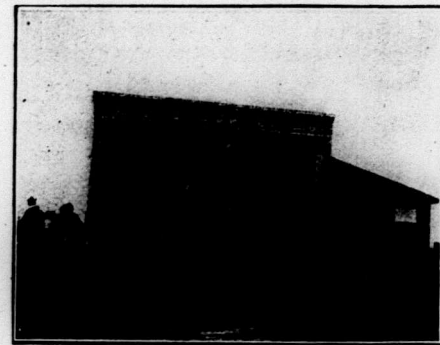
A Group from Car 3.

rather embrace a smiling maiden." Calgary has excellent stone quarries in her vicinity and these have been well utilized in the erection of the business blocks which adorn the main streets. The interiors of the stores, as well as the exteriors, are attractive, and would not suffer by comparison with those in any city in Ontario or Quebec. Like all western towns, Calgary is ambitious and the members of our party were well supplied with literature to assure us of the great possibilities that are in store for the busy little place. The people of Calgary are people who act. At present they are possessed with the idea that their town is favorably situated as a wholesale point for distributing merchandise, and ways

and means are being devised for making it so. One thing that interested us during our brief stay in Calgary was the number of Indians mounted on ponies that we saw on the streets of the town. We never saw as many Indians in one place during the whole of our journey. They were small in stature and lacking in intelligence, but they were always active in getting out of the way of the kodak fiend, "one of whom I am which."

When crossing the prairie, by train at any rate, one does not see the bleached bones of the buffalo that the guide book so vividly describes. But while the transcontinental traveller does not see bones, flesh or hides of the buffalo, there are not wanting evidences of the day when that lordly monarch roamed the prairie. These evidences are the buffalo trails and buffalo wallows, which are to be seen in every direction. These trails are pathways, not at most more than a foot wide and two or three inches deep. But though no buffalo has trod them for a score of years they were trod so well that time has not effaced them. And the traveller on the swiftly moving train has no difficulty, after they have once been pointed out to him, in discerning them as they cross and recross each other like a huge piece of network over the prairie leading to and from water-ways. The wallows, the half moon shape indentations which the buffalos had made in the prairie while in the act of rubbing off in the Spring their Winter garments, covered the prairie everywhere. To day, where a couple of decades ago were to be seen herds of buffalo which for number could not be counted, are scattered herds of healthy looking cattle, fattening themselves for the markets of Eastern Canada and Great Britain. Occasionally one finds an odd steer or so chewing its cud in the wallow which some industrious buffalo had formed in the prairie surface probably a generation or more ago. And thus is the old giving place to the new throughout the Great West. Many thousand cattle now reign where buffalo roamed, and by and by, as the Great West becomes more thickly populated, domestic cattle will exceed in number the wild buffalo that once held sway on the prairie, providing the Indian with his meat and a good deal of the material which contributed to the comforts of his home, such as it was. In some parts of

the Great West, however, ranching has reached its limit. This is not due to any falling off in the possibilities of the country, but due to the fact that as the Northwest becomes more settled individual farms become more numerous and the agricultural industry is not confined to raising live stock. As one husky looking man in McLeod remarked to a couple of us who were conversing with him: "You don't see much ranching after barb wire fences begin to be put up." Besides cattle, one when crossing the prairie frequently sees droves of horses, which temporarily stop feeding as the train approaches, and gallop off with tails elevated and mairs flowing in the breezy prairie air. The horses which one sees grazing on the prairies are fine, substantial looking animals as a rule, much more in fact than I had expected



Excursionists Buying Out Hamelin Bros. Store at Napinka, Man.

to see. Twice a year the cattle and horses which range the prairie are rounded up and branded; and the animal which hereafter bears his owner's peculiar mark is as safe as though he were cooped up in a narrow field in Eastern Canada.

Writing about Buffalos calls to my mind the fact that the buffalo is not exactly as extinct on the plain as a short time ago he was supposed to be. It has been learned within a comparatively recent period that away up north on the Lone Lands is a herd of about 350. While in Edmonton I met a trader from the far north who is well acquainted with this herd. At any rate he sees it at least once a year. "But," said he, in reply to a question of mine, "the number seems to keep about the same. The wolves kill the calves and that prevents the herd from multiplying as it otherwise no doubt would."

(To be continued).

THE EBY, BLAIN Co. LIMITED

A few "Seasonables" **NEW GOODS**
FOR PROMPT SHIPMENT.

CURRENTS

UNCLEANED—Fine Filiatra, Fine Amalias, Cas. Patras, Vostizza, Ex. Fancy Vostizza. Cases and Hf.-Cases.

CLEANED—Our brands of Cleaned Currants are the standards on the market—the cleanest and best. We have the largest and most modern cleaning plant in Canada.

GET OUR QUOTATIONS.

FIGS

COMMADRE—Tapnets. First shipment in store, Choice Quality.

ELEME—In 10, 25, 40 and 50 lb. Boxes and 12 and 16 oz. Glove Boxes.

OUR QUOTATIONS ARE LOW.

RAISINS

MALAGA—We have a full line in Boxes, Qr. Flats and 1-lb. Cartons. Place your orders before the assortment is broken.

OUR VALUES WILL BRING YOUR ORDERS.

VALENCIA—F.O.S., SELECTED AND LAYERS. We bought when the market was lowest.

OUR QUOTATIONS ARE RIGHT.

CANDY

ENGLISH SPECIALTIES—Four lines, put up in 7-lb. Boxes. Will sell at sight.

DON'T DELAY ORDERING.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS—TORONTO

PERSONAL MENTION.

Mr. D. B. McRae, representing The Wilson-Lytle-Badgerow Vinegar Co., Limited, Toronto, is a visitor to the Montreal trade this week. Asked as to trade throughout his district, he reported that it was splendid.

Mr. D. W. Douglas, general eastern representative of E. W. Gillett & Co., Toronto, was in Montreal during the past week in the interests of his company. Mr. Douglas reported good sales and business prospects of the best.

Mr. T. S. Corrigan, of The Pure Gold Mfg. Co., is confined to his home in Toronto through an attack of typhoid, contracted during his recent trip to the Upper Lakes. Mr. Corrigan had just returned from a most successful trip when the symptoms of fever developed.

Mr. A. Suter, representing Crosfield, Lampard, Clark & Co., is at present making a tour of Northern New York, Ohio and Pennsylvania, visiting the larger cities, in order to further establish the business of his house for the sale of Ceylon teas.

Mr. Fred Godard, St. John, N.B., has been appointed agent for Chinese Starch for the City of St. John and the Province of New Brunswick. Mr. Godard's office is at 38 Water street, St. John,

where all inquiries and orders will receive prompt attention.

A visitor to the Montreal offices of "The Canadian Grocer" this week was Mr. F. W. Hudson, president of The Canada Brokerage Co., Limited, 48 Wellington street east, Toronto. Mr. Hudson spent several days among the trade in Montreal in the interests of his company, whose business, he stated, was growing in a most satisfactory manner.

Mr. Geo. W. Baines, of The Preston Metallic Roofing Co., was in town this week looking after the growing interests of his firm. Mr. Baines, who represents his house throughout Ontario, Quebec and the Maritime Provinces, is a firm believer in the efficacy of advertising, and was kind enough to say that a large contract obtained by him in Sydney, C.B., was directly attributable to an advertisement his customer had seen in "The Canadian Grocer." Business must have been good with Mr. Baines, as when "The Grocer" saw him he was full of glowing accounts of good business.

Mr. W. Kearney, of J. & W. Kearney, tea merchants, Montreal, is on a visit to Plattsburg, N.Y., and other points in that district, combining pleasure with business.

A caller at the office of "The Grocer" in Montreal this week was Mr. C. M. Davis, of the late firm of Davis & Mc

Kenzie, Larose, Que. Mr. Davis is an old subscriber and friend of "The Grocer," and looks forward to its weekly appearance with pleasure—in fact, if it does not reach him regularly and promptly, he does not feel satisfied. Mr. Davis' good opinion of "The Grocer" is appreciated.

A JAPANESE DIPLOMA.

W. Boulter & Sons, canners, of Picton, Ont., have received from the authorities of the Osaka Exhibition in Japan a certificate or diploma in acknowledgment of their exhibit of canned goods at the above exhibition. The document is in the Japanese language and is accompanied by a translation in English.

A THRIFTY DRUGGIST.

The representative of a large toilet soap manufactory of Chicago narrates that on a recent visit to a town not a hundred miles from Owen Sound he sold a bill of soaps to a prominent druggist with the promise of a number of free samples for distribution among his customers. On going out of the door the druggist told him not to forget the latter, as he sold the larger cakes for 10c. and had no trouble in getting 5c. for the samples.

CHAT WITH A LARGE ENGLISH GROCER.

MR. GEO. DUDENEY, head of the large retail grocery and catering establishment of Dudeney & Johnston Limited, Bedford, England, was a caller at the Toronto office of THE CANADIAN GROCER last Friday. Like so many English business men Mr. Dudeney is taking a flying trip through Canada and the United States. He landed in Montreal on the 23rd of October, and from Toronto goes to Niagara Falls, Detroit, and Chicago and returns via New York.

Bedford is a city of 40,000 population, and Mr. Dudeney's firm have a system of eight stores. In the course of conversation he expressed himself as finding Canada away above his expectations. He was particularly struck with Eaton's departmental store in Toronto. He had been in the large stores in London and had never seen such a driving business elsewhere.

He did not think that our grocery stores, however, compared favorably with those of England, especially in the matter of window dressing and stock-keeping. In England this is an art. Assistants are trained up to it, and a first assistant is expected to be an expert window dresser. From what he had seen he thought English assistants were smarter than those in Canadian shops. They no longer had the apprentice system in England, but they generally took assistants for three years at a progressive wage. A lad started in to learn the grocery business, and for his first year got his board alone, the second year board and 5s. per week and the third year board and 10s. a week. A first-class assistant received as high as £3 per week. By their system the assistant received a very thorough training. He did not see how a man could learn much in one of our departmental stores, confined largely to one small department.

Mr. Dudeney had been in business for thirty years, and in that time had seen great changes. One of the most noticeable was the disappearance of the cutting system. They used to cut on sugar and make up on tea. That was now done away with, and every article sold on a profit. The Grocers' Association had done much to bring this about. Two years ago an association had been formed in Bedford, and by meeting together and talking matters over, an understanding had been reached not to sell any article under cost. Sugar was the first article to be put on a proper basis. They had written to the large London stores which had branches

in Bedford, and all had agreed at once, and a more friendly feeling all round had subsequently been developed. A feature which was growing, but in his mind ought not to be encouraged, was the custom of manufacturers fixing the minimum price at which their goods might be sold.

In reply to a question as to Canadian produce in England, Mr. Dudeney replied that it did not come up to the standard of the Danish produce. Danish butter was always of uniform quality, and while the best Canadian was equal to the best Danish, ours was not uniform. A serious disadvantage under which Canadian butter labored was that it came in cold storage and deteriorated on being exposed. On the other hand, Danish butter shipped on Wednesday or Thursday would be in his store in Bedford Saturday morning. He believed that food given the cows had much to do with the quality of butter. In Denmark special attention was paid to this. Holdings were small; the cows were tethered, and were thus unable to browse on noxious weeds. They get no first-class butter from around Bedford. Farmers would not attend to proper feeding. Devon butter brought about the same price as Canadian.

Our bacon was not quite up to the Danish article. Here, as well as in the case of butter, he believed the secret lay in the feeding. At times our bacon brought the same money as Danish, but mostly not. Our bacon was rather too salty. Mild brands were in demand at present. The better classes used the Irish and Danish bacon, while ours was sold to the poorer people.

Our cheese had very much improved of late. A few years ago there were several grades of Canadian cheese. Lately, however, he had seen nothing but first-class Canadian cheese. Had there been other arriving he would certainly have known of it.

In carrying on his business Mr. Dudeney said that the cash system was adhered to as much as possible, but it was found impossible to make it an invariable rule. He believed in advertising, and used various means. The local papers were given a share, but besides this he issued quarterly illustrated price lists in booklet form, which he found very useful.

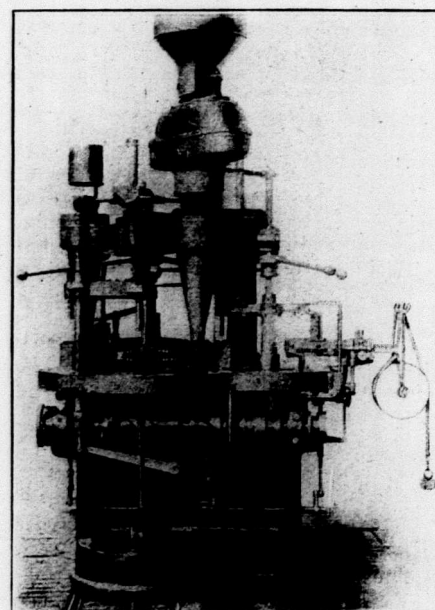
This is Mr. Dudeney's first trip to Canada, but he has been so pleased with what he has seen here that he promises himself a more extended visit later.

ENLARGED PREMISES.

The Bennett Mfg. Co., of Pickering, Ont., manufacturers of store fittings and shelf boxes, owing to the steady and rapid growth of their business have been compelled to seek larger quarters. They are now in a position to fill all orders.

TEA WEIGHING MACHINE.

The accompanying cut shows a new automatic weighing machine for tea, coffee, cereals and the like, just perfected in Paris, which represents the materialization of English ideas by French engineering and mechanical genius. In 1900, while in charge of the Ceylon tea exhibit at the Paris Exhibition, Mr. R. Valentine Webster conceived the idea of such a machine and turned over the commission



Tea Weighing Machine.

to a French engineer whose efforts are embodied in the machine herewith represented.

Packages of one quarter, one half or one pound are made. The paper is taken off the roll to the right, cut the required length, folded into the bag and gummed. At the same time the tea is let down from the hopper above, weighed, dropped into the bag, shaken down, the package sealed and labeled, all at the rate of 40 a minute. The first machine is now working at 1 Rue Caumartin, Paris, and will be put on the market next year.

NOT A SUCCESS.

The Consolidated Grocers of America, organized in February last with a capital of a million and a half, and proposing to control the leading retail groceries of the United States, has not proved a financial success and will go out of business.

Insist on getting GILLETT'S GOODS.

SEND IT BACK AND IF THAT DOES NOT HAVE THE DESIRED EFFECT, BUY YOUR GROCERIES FROM SOME OTHER CONCERN.

RETAIL GROCERS—THE ABOVE ADVICE REFERS TO INSTANCES WHERE YOUR WHOLESALE GROCERY HOUSE SUBSTITUTES SOMETHING WHERE GOODS OF OUR MANUFACTURE WERE ORDERED.

A FIRST-CLASS HOUSE WILL NEVER BE GUILTY OF SUCH A THING.

RETURNED

MAY 6 1904

Cut Book 18

Page 60

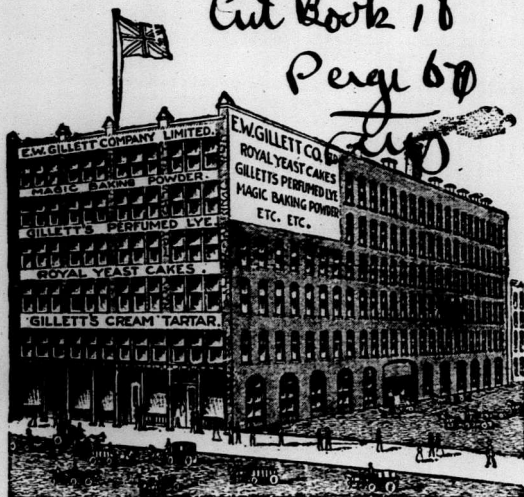
MAGIC BAKING POWDER.

GILLETT'S PERFUMED LYE.

IMPERIAL BAKING POWDER.

GILLETT'S CREAM TARTAR.

MAGIC BAKING SODA.



ESTABLISHED 1852.

GILLETT'S WASHING CRYSTAL.

ROYAL YEAST CAKES.

GILLETT'S CAUSTIC SODA.

CREAM YEAST CAKES.

GILLETT'S LAUNDRY BLUE.

There is a lot of substituting being done and you should not hesitate to follow our advice.

Your Customers Want Gillett's Goods and it will pay you to be in a position to

fill their orders. We create the demand and you make large profits and have no trouble.

BY ALL MEANS send back the substituted article at expense of Shippers.

DO NOT BE IMPOSED ON. The margin made by the jobber on the cheap stuff may be a little better, but have them understand you do not want it.

 **We have the largest, cleanest and best equipped factory of the kind in British America.**

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

WARNING

Infringement of Trade Marks...

It has recently been brought to our notice that certain firms, other than ourselves, are putting on the market extracts branded "GREIG'S" and "CROWN." In order to protect ourselves and our customers, we hereby notify all interested, that firms selling extracts thus labelled other than those manufactured and sold by the Greig Mfg. Co., Montreal,

Are Liable to Prosecution under the Trade Marks Act

for so doing, as both names are our property, and protected by registration and copyright.

Yours faithfully,

The Greig Manufacturing Co.
Montreal.

October 27, 1903.

Here is a Bargain

2,000 BOXES F.O.S. Valencias

Trenor and Arguimbau, 1902 Crop.

In first-class condition; kept in Cold Storage, $4\frac{3}{4}$ c.

100 CASES "JONAS" Assorted Flavors Syrup,

in fancy decanters **only**, \$3.00 dozen.

NOW IN STORE

1,000 Tapnets **NEW COMADRE FIGS.**

First lot of the Season. Choice Quality.

Another shipment due in a few days.

316 CASES (140 lbs. each, equal to 1,000 crates)

SPANISH ONIONS. All sound fruit.

ASK FOR OUR PRICES, THEY WILL INTEREST YOU.

WE CAN SAVE YOU MONEY. WE ARE SELLERS.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, = MONTREAL.

Importers of TEAS, WINES and LIQUORS.

Distributing Agents for
"UBERO" Coffees.

Sole Agents for
"DUBONNET" Tonic Wine.

Montreal, Nov. 3, '03.

*Francis H. Leggett
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Francis H. Leggett & Co.'s **FAMOUS LINE OF OLIVES** in Bottles and Bulk.



CONCERNING OUR OLIVES.

The Olives we pack are products of the most favored Olive gardens of the world, imported direct in original casks and bottled by ourselves. The high degree of excellence attained in our Olives is due to the selection of perfectly sound and ripe fruit, and to the process of preserving them. There are—as in all fruits—many varieties, but **PREMIER** Olives are, at the prices quoted, the highest attainable standard of excellence.



IMPORTANT EXPLANATORY NOTES.

These illustrations meagerly suggest our styles of packages. By no means do they do justice to the beautifully labeled and foil-capped originals. Below we quote table of prices remarkably low for the qualities offered. We also present below, for the convenience of our customers, who handle Bulk Olives, reproductions direct from the original fruit, showing exactly the size of the Olives we furnish. The figures under each size of Olive indicate the number of Olives to a kilo weight (2 1-5 lbs).

PREMIER. FRANCIS H. LEGGETT & CO. PREMIER.										DESCRIPTION OF PACKAGES.			FRANCIS H. LEGGETT & CO.'S NABOB BRAND						IDEALS.										
MANZANILLA OLIVES.										FINEST QUEEN OLIVES.					EXTRA QUEEN OLIVES.						QUEEN OLIVES								
Crescent.	California.	Ripe.								No. 1.	No. 2.	No. 3.	No. 4.	No. 5.	Style see Cuts.	Gross Weight.	Contents of Bottles.	Contents of Cases.	No. 1.	No. 2.	No. 3.	No. 4.	No. 5.	No. 6.	Chen.	Manzanilla thrown in.	No. 1.	No. 2.	No. 3.
1 15	1 15	85	1 05	95	1 35	1 20	1 30								A	25 lbs	4 oz.	2 doz			1 05	1 00	95	93	95	75			
1 50	1 50	1 10	1 35	1 40	1 40	1 75	1 60	1 70							A	29 lbs	6 oz.	2 doz	1 40	1 35	1 30	1 25	1 20	1 15	1 10	90	1 15	1 05	
1 85	1 85	1 05	1 60	1 70	1 70	2 20	1 95	2 10	2 60	2 30	2 10	2 60	2 30	2 45	A	32 lbs	8 oz.	2 doz	1 70	1 65	1 60	1 50	1 45	1 40	1 35	1 05	1 40	1 30	
2 20	2 20	1 60	1 95	2 05	2 05	2 60	2 30	2 45	3 15	2 80	2 40	2 30	2 15	A	41 lbs	10 oz.	2 doz	2 05	1 95	1 90	1 75	1 70	1 65	1 65	1 25	1 65	1 60		
3 90	3 90	2 55	3 40	3 55	3 55	4 05	4 05	4 35	5 05	5 05	4 30	4 05	3 80	A	35 lbs	18 oz.	1 doz	3 55	3 45	3 35	3 10	2 95	2 85	2 65	2 15	2 85	2 60		
5 75	5 75	3 75	4 95	5 20	5 20	6 90	6 05	6 50	8 45	7 55	6 40	6 00	5 60	A	42 lbs	28 oz.	1 doz	5 25	5 05	4 85	4 45	4 25	4 05	3 80	3 00	4 05	3 70		
6 85	6 85	4 25	5 90	6 15	6 15	8 25	7 20	7 80	10 15	9 05	7 65	7 15	6 70	A	63 lbs	36 oz.	1 doz	6 25	6 00	5 75	5 30	5 05	4 80	4 50	3 60	4 80	4 35		
11 75	11 75	7 10	10 05	10 55	10 55	14 15	12 40	13 30	17 70	15 80	13 25	12 40	11 60	A	55 lbs	64 oz.	1-2 doz	10 75	10 30	9 90	9 05	8 65	8 20	7 65	6 00	8 20	7 40		
1 50	1 50	1 10	1 85	1 40	1 40	1 75	1 60	1 70			1 90	1 65	1 50	A	29 lbs	6 oz.	2 doz	1 45	1 40	1 35	1 25	1 20	1 15	1 10	90	1 20	1 10		
2 25	2 25	1 55	2 00	2 10	2 10	2 65	2 35	2 50	3 25	2 90	2 50	2 35	2 25	B	42 lbs	10 oz.	2 doz	2 10	2 05	2 00	1 85	1 80	1 70	1 65	1 25	1 70	1 60		
4 00	4 00	2 90	3 60	3 60	3 60	4 75	4 15	4 50	5 70	5 10	4 35	4 10	3 85	B	38 lbs	18 oz.	1 doz	3 65	3 50	3 40	3 15	3 00	2 90	2 70	2 15	2 90	2 65		
6 25	6 25	3 95	5 40	5 70	5 70	7 50	6 60	7 10	9 25	8 25	7 00	6 55	6 15	B	70 lbs	32 oz.	1 doz	5 70	5 50	5 30	4 90	4 65	4 45	4 15	3 30	4 45	4 05		
3 60	3 60	2 45	3 20	3 30	3 30	4 25	3 75	4 05	5 15	4 60	3 95	3 75	3 55	C	35 lbs	16 oz.	1 doz	3 35	3 25	3 15	2 95	2 85	2 70	2 55	2 05	2 70	2 50		
6 10	6 10	3 90	5 30	5 55	5 55	7 40	6 45	6 95	9 10	8 10	6 85	6 45	6 00	C	55 lbs	32 oz.	1 doz	5 60	5 40	5 20	4 75	4 55	4 35	4 00	3 25	4 35	3 90		
1 75	1 75	1 20	1 55	1 65	1 65	2 05	1 85	1 95	2 60	2 25	1 95	1 85	1 75	D	26 lbs	8 oz.	2 doz	1 65	1 60	1 55	1 45	1 40	1 35	1 30	1 00	1 35	1 25		
2 10	2 10	1 45	1 85	1 95	1 95	2 45	2 20	2 35	3 00	2 70	2 30	2 20	2 05	D	30 lbs	10 oz.	2 doz	1 95	1 90	1 85	1 70	1 65	1 60	1 50	1 20	1 60	1 45		
3 60	3 60	2 40	3 15	3 30	3 30	4 20	3 75	4 00	5 10	4 65	3 95	3 75	3 50	D	34 lbs	18 oz.	1 doz	3 30	3 20	3 10	2 90	2 80	2 70	2 55	2 00	2 70	2 50		
4 95	4 95	3 20	4 30	4 50	4 50	5 90	5 20	5 55	7 15	6 40	5 45	5 15	4 85	D	52 lbs	28 oz.	1 doz	4 55	4 35	4 20	3 90	3 75	3 60	3 40	2 75	3 60	3 30		
4 15	4 15	3 05	3 75	3 90	3 90	4 75	4 30	4 55	5 70	5 10	4 40	4 30	4 10	E	32 lbs	16 oz.	1 doz	3 90	3 80	3 70	3 55	3 45	3 35	3 20	2 60	3 35	3 15		
7 40	7 40	4 75	6 40	6 70	6 70	8 80	7 75	8 35	10 80	9 65	8 20	7 75	7 25	E	61 lbs	36 oz.	1 doz	6 80	6 55	6 40	5 95	5 70	5 45	5 15	4 00	5 45	5 00		
2 85	2 85	1 75	2 15	2 20	2 20	2 85	2 40	2 55	3 20	2 85	2 55	2 45	2 30	F	35 lbs	1-2 Pts.	2 doz	2 20	2 15	2 10	2 00	1 95	1 90	1 85	1 50	1 90	1 80		
3 85	3 85	2 70	3 45	3 55	3 55	4 90	4 00	4 30	5 40	4 85	4 20	4 00	3 80	F	34 lbs	Plats.	1 doz	3 60	3 50	3 40	3 20	3 10	2 95	2 80	2 25	2 95	2 75		
5 30	5 30	3 55	4 65	4 85	4 85	6 25	5 55	5 90	7 50	6 75	5 80	5 50	5 20	F	41 lbs	1-1/2 Pts.	1 doz	4 90	4 70	4 55	4 25	4 10	3 95	3 75	3 00	3 95	3 65		
6 60	6 60	4 30	5 75	6 00	6 00	7 85	6 90	7 45	9 60	8 60	7 35	6 90	6 50	F	57 lbs	Quarts.	1 doz	6 10	5 85	5 65	5 25	5 00	4 80	4 60	3 60	4 80	4 40		
12 00	12 00	7 35	10 30	10 75	10 75	14 40	12 60	13 55	18 00	16 00	13 50	12 65	11 80	F	65 lbs	1-2 Gals.	1-2 doz	11 00	10 50	10 10	9 30	8 85	8 45	7 75	6 25	8 45	7 80		
1 10	1 10	80	90	90										G	25 lbs	4 oz.	2 doz	1 05	1 00	95	90	88	85	85	65				
1 80	1 80	1 20	1 55	1 65	1 65	2 15	1 90	2 05	2 55	2 25	1 95	1 85	1 75	G	34 lbs	8 oz.	2 doz	1 65	1 60	1 55	1 45	1 40	1 35	1 30	1 00	1 55	1 25		
2 35	2 35	1 55	2 05	2 10	2 10	2 75	2 45	2 60	3 35	3 00	2 55	2 45	2 30	G	44 lbs	12 oz.	2 doz	2 15	2 05	2 00	1 85	1 80	1 70	1 60	1 30	1 70	1 55		
3 40	3 40	2 25	3 00	3 00	3 00	4 00	3 50	4 00	4 90	4 40	3 75	3 50	3 30	G	38 lbs	16 oz.	1 doz	3 10	3 00	2 85	2 65	2 65	2 45	2 30	1 80	2 45	2 25		
4 05	4 05	2 60	3 65	3 70	3 70	4 85	4 25	4 60	5 90	5 25	4 50	4 20	3 95	G	40 lbs	20 oz.	1 doz	3 70	3 55	3 40	3 15	3 05	2 90	2 70	2 15	2 90	2 65		
8 55	8 55	3 35	4 10	4 25	4 25	5 15	4 70	5 05	6 50	5 80	5 00	4 70	4 45	H	45 lbs	16 oz.	1 doz	8 25	8 15	8 05	7 85	7 75	7 65	7 50	6 00	7 65	7 45		
6 10	6 10	3 80	5 30	5 55	5 55	7 40	6 45	6 95	9 10	8 10	6 85	6 45	6 00	H	55 lbs	22 oz.	1 doz	5 80	5 60	5 40	5 20	4 75	4 55	4 35	4 00	4 85	4 60		
1 40	1 40	1 00	1 25	1 30	1 30	1 65	1 50	1 60						I	25 lbs	8 oz.	2 doz	1 35	1 25	1 20	1 15	1 10	1 05	1 00	80	1 05	95		
1 55	1 55	1 05	1 40	1 45	1 45	1 85	1 65	1 75	2 25	2 00	1 70	1 65	1 55	I	32 lbs	8 oz.	2 doz	1 45	1 40	1 35	1 30	1 25	1 20	1 15	90	1 20	1 10		
1 40	1 40	1 00	1 25	1 30	1 30	1 65	1 50	1 60						J	25 lbs	8 oz.	2 doz	1 30	1 25	1 20	1 15	1 10	1 05	1 00	80	1 05	95		
1 40	1 40	1 00	1 25	1 30	1 30	1 65	1 50	1 60						J	30 lbs	7 oz.	2 doz	1 30	1 25	1 20	1 15	1 10	1 05	1 00	80	1 05	95		
1 90	1 90	1 25	1 65	1 75	1 75	2 25	2 00	2 15	2 80	2 60	2 10	2 00	1 85	J	40 lbs	10 oz.	2 doz	1 75	1 70	1 65	1 50	1 45	1 40	1 30	1 05	1 40	1 25		
3 50	3 50	2 25	3 00	3 15	3 15	4 10	3 60	4 00	5 00	4 50	3 90	3 65	3 40	J	45 lbs	12 oz.	1 doz	3 20	3 05	2 95	2 75	2 65	2 55	2 40	1 85	2 55	2 35		
1 65	1 65	1 10	1 45	1 55	1 55	1 95	1 75	1 85	2 40	2 15	1 85	1 75	1 65	K	32 lbs	8 oz.													

LIST OF ARTICLES ADVERTISED IN THIS ISSUE.

- Ammonia.**
Harvey, John T., Todmorden, Ont.
- Baking Powder.**
Gillett, E. W. Co., Toronto.
Lumsden Bros., Hamilton and Toronto.
McLaren, W. D., Montreal.
Ocean Mills, Montreal.
- Baskets.**
Oakville Basket Co., Oakville, Ont.
- Bird Seed.**
Nicholson & Brock, Toronto.
- Biscuits, Confectionery, Etc.**
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
McGregor-Harris Co., Toronto.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Scheppl, L. Co., Toronto.
- Black Lead.**
Reckitt's.
- Breakfast Cocoas and Chocolates.**
Epps, James, Co., London, Eng.
- Brooms, Brushes, Etc.**
Canadian Broom Co., Ottawa.
Waterloo Broom and Brush Co., Waterloo, Ont.
- Butter Tubs.**
Woods, Walter, & Co., Hamilton.
- Canned Goods.**
Anglo-British Columbia Packing Co., Vancouver, B.C.
British Columbia Packers' Ass'n, Vancouver, B.C.
Castle, F. J., Co., Ottawa.
Tippet, A. P., & Co., Montreal.
Todd, J. H., & Son.
- Cigars, Tobaccos, Etc.**
American Tobacco Co., Montreal.
Brener Bros., London, Ont.
Empire Tobacco Co., Montreal.
Eric Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Pitts, Wigle & Co., Kingsville, Ont.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.
- Commission Merchants and Brokers.**
Cameron, Gordon & Co., Winnipeg.
Dawson Commission Co., Toronto.
- Duck, Geo. H., Toronto.
Nalborough & Sons, Leith, Scotland.
Nicholson, E., Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Sipes, Milford, & Co., Detroit, Mich.
Stagg, M. G., & Co., Toronto.
Steele, M. B., Winnipeg.
- Computing Scales.**
Computing Scale Co. of Canada, Toronto.
Toledo Computing Scale Co., Toledo, Ohio.
- Condensed Milk and Cream.**
Canadian Condensed Milk Co., Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.
- Crockery and Glassware.**
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.
- Dairy Produce and Provisions.**
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
- Delivery Wagons.**
Ewart, James, Toronto.
- Financial Institutions.**
Bank of Commerce, Toronto.
Bank of Toronto, Toronto.
Bradstreet Co., Toronto.
British-America Assurance Co., Toronto.
Canada Permanent, Toronto.
Confederation Life, Toronto.
Dom. of Canada Guarantee, Toronto.
Metropolitan Bank, Toronto.
Toronto General Trusts, Toronto.
Western Assurance Co., Toronto.
- Flours and Cereals.**
American Cereal Co., Peterborough, Ont.
Carter, G., Son & Co., St. Mary's, Ont.
Greig, Robt., Co., Toronto.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tilson Co., Tillsonburg, Ont.
- Fish.**
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.
- Foreign Importers.**
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
- Gelatine.**
Cox, G. & J.
- General Groceries.**
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
- Green and Dried Fruits.**
Chaput, L., Fils & Cie., Montreal.
Clemes Bros., Toronto.
Corona Fruit Co., Toronto.
Davidson & Hay, Toronto.
Gillard, W. H., & Co., Hamilton.
Gibb, W. A., & Co., Hamilton.
Goodwillie's - Rose & Laflamme, Montreal.
Jonas, Henri, & Co., Montreal.
Kinnear, T., & Co., Toronto.
McWilliam & Everist, Toronto.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.
- Grocers' Grinding and Packing Machinery.**
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
- Hides.**
Page, C. S., Hyde Park, Vt.
- Interior Store Fixtures, Trucks, Etc.**
Auer Light Co., Montreal.
Bennett Mfg. Co., Pickering, Ont.
Dominion Show Case Co., Toronto.
Metallic Roofing Co., Montreal and Toronto.
- Jams, Jellies, Etc.**
Greig Mfg. Co., Montreal.
Upton's - A. F. MacLaren Imperial Cheese Co., Toronto.
- Knife Polishes.**
Oakley, John, & Sons, Montreal.
- Mops, Etc.**
Tarbox Bros., Toronto.
- Mince Meat.**
Capstan Mfg. Co., Toronto.
Fearman, F. W., Co., Hamilton.
Lytle, T. A., Co., Toronto.
Wetley, J. H., St. Catharines.
- Mustard.**
Colman, J. & J., London, Eng.
- Pass Books, Etc.**
Allison Coupon Co., Indianapolis, Ind.
- Peels.**
Batger's - Rose & Laflamme, Montreal.
- Pickles, Sauces, Relishes, Etc.**
Colson, C. E., & Son, Montreal.
Leggett, Francis H., New York.
Patterson's - Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.
- Powdered Lye.**
Gillett, E. W., Co., Toronto.
- Refrigerators.**
Eureka Refrigerator Co., Toronto.
- Salt.**
Canadian Salt Co., Windsor.
Toronto Salt Works, Toronto.
- Sodas - Washing.**
Winn & Holland, Montreal.
- Soda - Baking.**
Gillett, E. W., Co., Toronto.
- Starch - Laundry.**
Brantford Starch Works, Brantford.
St. Lawrence Starch Co., Port Credit, Ont.
- Syrups, Sugars and Molasses.**
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup - Rose & Laflamme, Montreal.
St. Lawrence Sugar Refining Co., Montreal.
- Teas, Coffees, and Spices.**
American Coffee & Spice Co., Toronto.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
"Commissioner" Tea, London, England.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H., & Sons, Montreal and Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.
- Vinegars.**
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.
- Wall Paper Cleaner.**
Ridout, Geo., & Co., Toronto.
- Wall Paper.**
Staunton's Limited, Toronto.
- Wash Boards, Washing Compounds, Etc.**
Gillett, E. W., Co., Toronto.
Keen's, London, Eng.
Taylor, Scott & Co., Toronto.
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Best for You.

There will be no half-way satisfaction when you sell Windsor Salt. "It is best for you and your customer, too." And we use the word "best" in its deepest meaning —best by test!

Pure, white, dry, crystalline. The Salt that doesn't cake because every particle of moisture is dried out. Sifted, not ground. "Best for you" because there is no half-way satisfaction in selling it.

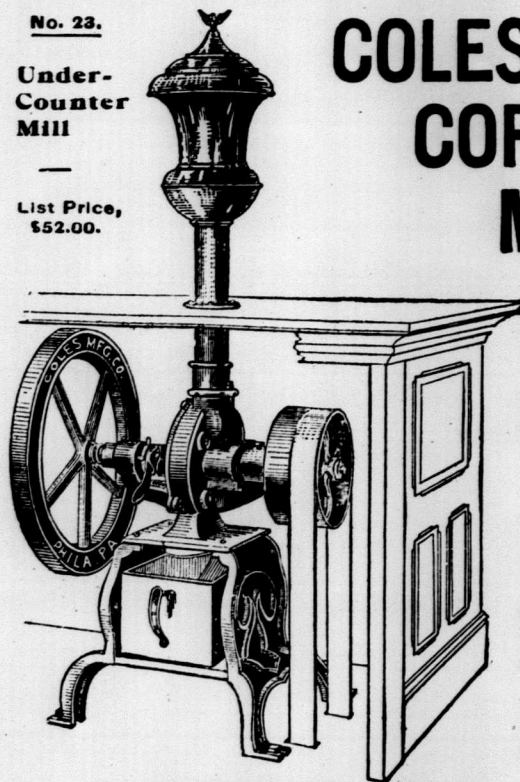
Windsor Salt.

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

No. 23.

Under-Counter Mill

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COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

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WHITESWAN

BUCKWHEAT FLOUR.

The Pancake Season is coming—is really here, so far as the trade is concerned. It's high time to arrange for supplies of good Pancake timber. We doff our hats to nobody, so far as the quality of ours is concerned. It is made from the highest grade materials—is self-rising—all ready for immediate use—and satisfaction guaranteed.

3 doz. packages in a case, \$3.75 a case,
WITH LIBERAL DISCOUNTS FOR QUANTITY TRY IT
Our complete catalogue cheerfully sent for the asking.

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ALL PURE AND GOOD



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JOHN BAYNE MACLEAN,
Montreal.

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

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PERFECTION IN BUSINESS.

HEADS of firms often express their discouragement at the faculty for making mistakes which seems to reside in so many employes. "I have been all my life correcting mistakes," a veteran newspaper man used to say. "I have corrected millions of them in my day, but there are still fools left to keep up the supply." There is probably not a head of a firm now doing business who has not on occasion held the same conviction, with the probable addenda that he alone of all the world was singled out by an inscrutable Providence for affliction by a more than ordinarily exasperating and ubiquitous set of fools.

But he is, without doubt, no more right than the hot-headed patriarch, who said in his wrath that all men were liars. The wonder of it all is that there are not more mistakes. In this highly organized world of ours there is no one of us, not even in private life, who is not absolutely dependent for his daily bread, clothing, fuel and transportation upon countless numbers of his fellowmen, of whom he has not the slightest knowledge, who, in faithful ob-

EDITORIAL

servance of their daily tasks, act as wheels in this great mechanism of civilization, of which we are at once the parts and the product.

If the private individual is so dependent upon his fellow creatures, what can be said of the man in business? The larger the business the greater the number of men in whom he must repose a trust and upon whom he is, by that much, dependent. It is not to be expected that the employe will be more careful than his employer, and when human liability to err and grow slack is considered, it is not to be wondered that there should be mistakes.

But mistakes are costly. They must be rare indeed. In some departments they must not even be possible. What is the remedy? Eternal vigilance on the part of the employer. It is the price of leadership. It is the tribute exacted by success.

Our business men often deplore this necessity which chains them to the daily grind like galley slaves, and are wont, as has been suggested, to think themselves particularly unfortunate, but such is not the case.

In discussing this matter recently with a couple of gentlemen, directors of Peek, Frean & Co., of London, England, one of the largest and best equipped confectionery establishments in the world, it transpired that the same trouble was found in their factory. The constant attention of the directors—active directors—was found necessary to cope with the innumerable difficulties, great and small, which are constantly cropping up.

In England, workmen do not jump from place to place as they do here. The employes of Peek, Frean & Co. have been trained up from youth in the service of the firm, many of them sons of former employes. The plant of the company is thoroughly equipped and subject to an exact system; yet, despite all, the vigilance of the directors is taxed to keep everything running smoothly.

If, with all the advantages mentioned, the English firm is still unable to attain perfection in its employes, let not our Canadian employers despair at an occasional case of perverseness or stupidity. There always will be trouble until the

millennium. The only thing to do is to keep a watchful eye and a resourceful mind to minimize its results.

APPEALS TO BUSINESS MEN.

A UNIQUE and encouraging feature of Mr. Chamberlain's campaign is the business basis he is giving to the discussion of the fiscal problem. Discarding abstract theories, he submits his proposition to business men as a pure matter of business, with no political mystery about it whatever. On one hand there is something to give, on the other something to get. The problem revolves itself into a simple matter of appraisal. Is the object to be gained a desirable one, and if so, is it more desirable than what it is proposed to exchange for it?

Mr. Chamberlain is addressing himself very assiduously to the business men, and his method should appeal to them with great force. The trouble with the ordinary free trader or protectionist is that he is an extremist. He has his little pet theory, and he sees things only in the light of that theory. As to the circumstances and conditions which may affect and modify the application of the abstract doctrine he is totally oblivious, and so renders useless or worse economic maxims because he does not have regard to their practical applicability. The consideration of these questions from a broad business standpoint will often cut the knot the politicians strive in vain to undo.

This turn of events is in line with the policy long advocated by this paper.

The brains and experience of business men should be called in to solve questions of this kind instead of leaving them to the tender mercies of professional politicians who are not infrequently quite incapable of appreciating the conditions which govern the matter at issue.

CANNED GOODS AT THE CAPE.

MR. J. G. JARDINE, writing from South Africa, under date of September 29, to the Department of Trade and Commerce, reports that canned goods, such as vegetables, fruits, jams, fish, meats, etc., are overstocked all over the country, and for a few months to come

Canadian food exporters would be wise to use other markets, to prevent disappointment and perhaps loss. Good apples, however, that reach the Cape not later than Christmas should fetch fancy prices.

This report of Mr. Jardine is at once interesting to our canned goods and apple exporters and to our manufacturers in general as bringing up the question of what the Department of Trade and Commerce is doing, and might do, to develop our export trade, and assist in opening the markets of the world to our products. Mr. Jardine calls attention to the congestion of the market in certain lines and a good opening in others. This is what United States consular agents are doing all the world over. Daily bulletins are issued containing their reports on the commercial situation in every part of the world.

It is time that Canada had not only Mr. Jardine in South Africa, and a few agents in the British Islands, but also experienced and energetic business men in the industrial centres of all the countries of the world with which we might build up a trade, whose duty it should be to keep our manufacturers here in touch with the markets of their districts, and to use every effort to introduce Canadian products in the countries where they are stationed.

LOYALTY OF EMPLOYEES.

THE relationship of employer and employe may be looked upon as one either of mutual rights or of mutual duties. The rights are in no danger of being left unasserted. The corresponding duties are not always so readily recognized.

The extent of these duties depends altogether upon the circumstances of the case. In the first place, it is always incumbent upon the employer to recognize the manhood of his employe, while the latter is bound, while he remains in the pay of his employer, to render him due and faithful service. This applies where the relationship is but the remotest cash nexus, where personality counts least, where mutual duties are the simplest.

When, however, the relationship is raised to a higher plane than this, when the employe is taken into the confidence

of his employer and is made acquainted with the secrets of the business, a more complex set of duties arise. He has become in a sense a trustee for certain intents and purposes. To betray that confidence, to be false to that trust, is a most dishonorable action and one that should be discountenanced by all respectable men of business. An employe who left one firm to join another in the same line of business was thus enjoined by his new principal: "You know the secrets of the firm you are leaving. Keep them to yourself. I don't want you to tell them to me. And should you at any time leave here, I shall expect you to treat me in a similar manner."

Such is the proper spirit. An employe who seeks to gain favor with a new employer by betraying the confidence of a former one is but advancing a valid reason for being excluded from any future confidence on the part of his new employer. He has shown himself unworthy of it. A nimble tongue has run many a man's head off.

Business men are always anxious to get employes they can trust. The betrayal of one is not likely to win the confidence of another. There is an idea held by some people that one code of ethics applies to private life and another to business. "That is all very well but it is not business," is a maxim that has been made to gloze over no end of contemptible meanness. There is no such distinction. The fox in the business life is a cad in the social world; and the man who betrays a confidence placed in him by his employer is not likely to be any more true to his social obligations.

The employe who hopes to retain his self-respect, to say nothing of the respect of his fellows, will repay the compliment incident to a confidence by showing himself worthy of it.

BRING IN NEWFOUNDLAND.

NEWS comes from Newfoundland of the formation of a new political party, under the leadership of former Premier Sir William Whiteway and former Attorney-General Donald Morrison. The policy which will be propagated by the new party is that of union with Canada. It will oppose both the present Government and Opposition.

The inclusion of Newfoundland in Confederation is a policy on which, in Canada,

business men and politicians of both political faiths have long been at one. It would at once round out our Dominion and facilitate trade with the big island in the Gulf. Here's success to the Confederation movement in Newfoundland.

THE LONG SESSION.

THE GROECR has been a persistent advocate of the policy of sending business men to Parliament. After all, the problems which have to be solved at Ottawa are but questions of business on a large scale, in the solution of which little help is to be expected from the member who, having failed at everything else, has turned professional politician. Who, if not the successful business man, should be called into council in such matters as deciding on a fiscal policy, or the construction of a transcontinental railway?

If, however, future sessions are to equal in length the one just concluded there will be great difficulty in inducing business men to accept parliamentary honors.

The Canadian Magazine in the current number calls attention to this fact and shrewdly urges that the session was designedly spun out by professional politicians for the express purpose of freezing out business men. The article in question is as follows:

It is becoming more and more evident that Canadian business men must lay aside their partisanship and study politics from the business standpoint only. The present long session at Ottawa was designed by professional politicians and grafters to scare business men out of Parliament. These wily individuals desire to keep the business men and independents at home so that the professionals will have entire control of the country's revenues. They know that there are few business men who can afford to spend eight months of the year in Ottawa and that a few eight-month sessions will drive the business men out of Parliament. The attempt should be frustrated. This can only be done by business men using their influence with the newspapers and the electors to frown down this contemptible trickery. The majority of the next House should be business men pledged to shorter sessions—business men of both Conservative and Liberal leanings. The battle must begin in the conventions. These will soon be held all over Canada, and now is the time to plan the reform. The professional politicians, men with no special calling, no visible means of support, should be beaten in the conventions. Only thus can the House of Commons be kept wholesome and efficient. It is a duty which lies upon every merchant and manufacturer in the country.

The suggestion that the politicians be checkmated in their game by returning business men on both sides of the House is quite in line with what we have long advocated and will meet with the approval of the thinking electorate.

RECIPROCITY PROPOSAL FROM JAMAICA.

THE question of reciprocity with Canada is one which is now agitating the minds of our friends and neighbors in Jamaica. THE GROCER is in receipt of a letter, published below, from S. H. Wheeldon, of Kingston, Jamaica, and although the proposal is made for reciprocity in cigars and flour only, it is reasonable to suppose that frank negotiations would discover other lines we might with mutual profit make subject to reciprocal tariff concessions.

This movement on the part of the Jamaicans should be met with prompt action by our Government with a view to extending our trade with our cousins in the West Indies. The letter is as follows :
Editor CANADIAN GROCER:—

I beg to enclose a cutting from to-day's issue of The Gleaner, which is the principal newspaper of Jamaica, on the subject of reciprocity in trade between Jamaica and Canada. In this article Jamaica cigars and Canadian flour are particularly mentioned. I am interested in Jamaica cigars, and have been deputed by the leading cigar manufacturers here to endeavor to secure a reduction of the duties in Canada, which at present are so excessive as to be practically prohibitive. On behalf of the cigar manufacturers here, I am urging the Jamaica Government to give preference to some prominent article of Canadian produce in return for Canadian preference to our Jamaica cigars. A duty of 8s. per barrel is levied here on flour, most of our flour being at present imported from the United States. An enormous amount of flour is regularly imported here. If, as a beginning, our Government here would give a preference, say, of 1s. per barrel to Canadian flour, and the Canadian Government would impose only a 10 per cent ad valorem duty on Jamaica cigars, I think the arrangement would be mutually advantageous, as the remission of 1s. per barrel duty on your flour would transfer a great part of Jamaica's flour purchases to Canada, and our excellent Jamaica cigars would become available to Canadian smokers. The retention of 10 per cent ad valorem duty on Jamaica cigars imported into the Dominion would be a reasonable protection to cigars manufactured in Canada, but would enable our Jamaica cigars to supplant those at present imported from Havana, Manilla, etc. The future of Canada depends primarily on her great wheat fields, and it is not good policy to attempt by excessive protection to stimulate industries like that of tobacco not naturally adapted to a cold country such as Canada.

S. H. WHEELDON.

The clipping from The Gleaner, which Mr. Wheeldon encloses, reads as follows :

We understand that an important proposal has been placed before the local Government looking to a reciprocity agreement between Canada and Jamaica, where, by the former would give prefer-

ence to our manufactured tobacco, whilst we gave preference on our tariff to Canadian flour.

It is felt by some people that it would be a waste of money to subsidise steamship lines between Canada and Jamaica while each country maintains a prohibitive tariff against the products of the other. What is needed is something approaching to free trade between the two colonies. Take two representative articles—the flour of Canada and the cigars of Jamaica. A slight reduction of the import duty here on Canadian flour would, it has been pointed out, transfer much of our custom for this article to Canada. Canadian flour is of very superior quality, and there is absolutely no reason why it should not be extensively used in Jamaica. The cigars of Jamaica are among the best in the world. Compare the average Havanas with, for instance, the Golofina cigars manufactured by the Montpelier cigar factory in Jamaica, and the Jamaica cigar is found to be easily superior. But it is practically impossible to sell Jamaica cigars in Canada on account of the prohibitive import duty there.

Why should not an arrangement be made which would result in our selling cigars to Canada and Canada selling flour to us is the question one hears asked. Both countries would be benefited, it is held. There are several million inhabitants in Canada, and if we secured this market for cigars there can be no doubt that the cigar industry in Jamaica would receive an immense impetus, to the benefit of trade here generally. On the other hand, a natural industry of Canada would be benefited, that of growing wheat. As for the present cigar industry of Canada, it is felt that hardly anybody here would object to Canada retaining a 10 per cent ad valorem duty on cigars from Jamaica. An industry which cannot stand with a 10 per cent protective duty is an unnatural and artificial one, which it is not good political economy to foster. What is really desirable is that each country should produce the articles it is naturally best adapted to produce, and for both to exchange with each other their surplus products.

APPLE EXPORT REPORT.

THE following comparative summary of the quantity of apples exported from Atlantic ports for the week and season ending October 31, has been given out by Mr. Fred. Barker, apple exporter, Church street, Toronto.

	Liverpool.	London.	Glasgow.	Various.	Total.
Montreal.....	46,723	6,428	19,928	141	73,220
New York.....	15,124	19,781	6,106	25,935	66,946
Boston.....	19,610	3,138	.....	186	22,934
Portland.....	21,877	.....	.....	.....	21,877
Halifax.....	7,200	18,000	.....	.....	25,200
St. John.....	.....	800	.....	.....	800
Week's total.....	110,534	48,147	26,034	26,262	210,977
Same 1902.....	70,592	5,892	24,900	7,588	108,972
Season to date.....	677,085	306,135	249,992	169,015	1,402,227
Last ".....	505,606	120,743	188,530	61,316	876,225

The following cable from Liverpool was received Monday afternoon by Mr. Barker in regard to the apple market there on Monday, 2nd inst. :

"Market very active; 28,500 bbls. selling; Baldwins, 14s. to 17s. 6d.; Greenings, 15s. 6d. to 18s.; Spies, 14s. 6d. to 18s. 6d.; Russets, 16s. to 20s. 6d."

The cable re the Wednesday market was as follows :

"Market active, prices rather higher; 33,500 bbls. selling; Baldwins, 14s. to 18s. 6d.; Greenings, 15s. to 19s.; Spies, 14s. to 19s.; Russets, 14s. to 20s.; Kings, 18s. 6d. to 25s."

GRAIN, HAY AND POTATOES.

M. G. Stagg & Co. have just opened offices in the Standard Stock Exchange building, Toronto, where they will carry on a business in grain, hay and potatoes. They are open to either buy or sell potatoes in car lots, as will be noticed by their advertisement on another page.

DISSOLVED PARTNERSHIP.

The firm of Brownlow, Husband & Co., fruit brokers, 32 Church St., Toronto, has been dissolved. Mr. Brownlow has been appointed local representative for the California Fruit Agency, known better as the Orange Trust. Mr. Husband has taken over the business of Brownlow, Husband & Co. and will continue as before.

WILL INCREASE ITS CAPITAL.

The Empire Tobacco Co., of Montreal, has been authorized to increase its capital from \$300,000 to \$600,000. This extension of the capital stock has been rendered necessary to carry out the operations of the company, which have extended greatly within the past year.

HINTS TO BUYERS.

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

THE EBY, BLAIN CO. are offering four lines of English imported candies, done up in 7 lb. boxes, that will sell at sight for Christmas trade.

New "Commadre" figs, in tapnets, are in store with The Eby, Blain Co.

Hudon, Hebert & Co., Montreal, report arrival into store of shipment of Grivere cheese, which is claimed to be the best received here in years.

The Eby, Blain Co. are carrying a full line of "Bee" brand goods, including "Bee" starch, soda and borax, in packages.

Regarding Almeria grapes, White & Co. received shipments the past week of upwards of 1,000 barrels, a good many of them being of the famous Villalobos pack. They report quality excellent and prices moderate, and a brisk trade being done.

H. P. Eckardt & Co. report a good business doing in Heinz mince meat, put up in 18 lb. pails.

Buyers of high-grade canned goods should see samples of the Quaker Brand.

Upwards of 12 Million Packets Sold Annually



BRANCHES AND AGENCIES.

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

Very few realize what the word "million" means, it's so easy to talk about millions of this and that, but do you know that if you were offered 12 million one dollar bills to count them in three months' time, you couldn't do it. No, not if you counted at the rate of 90 a minute for 24 hours a day, without stopping to eat or sleep—still you couldn't do it; you would be a fit subject for a lunatic asylum before you had got half through

Therefore can you begin to even faintly realize what a stupendous demand there is for "SALADA" Ceylon Tea?

Can we tell you the reason why?

INCOMPARABLE QUALITY---That's all.

BLACK, MIXED or)
NATURAL GREEN)

SEALED PACKETS ONLY—

Wholesale Terms on application: "SALADA" Toronto or Montreal.

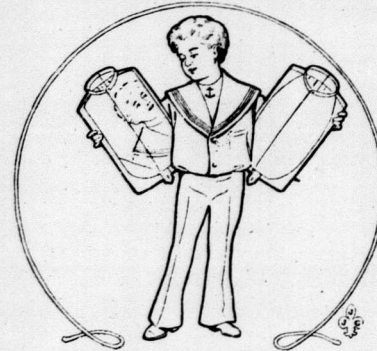


WHOLESALE ARE NOW OFFERING
FOR FORWARD DELIVERY

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

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

All leading grocers throughout the
Dominion sell it.



Celluloid Starch is in a class by itself Its enormous sale was built up on its excellence alone.

Ask any of your customers what they think of

Celluloid Starch
Never Sticks Requires no Cooking.

Their answers will be proof enough that you should always carry it in stock.

"MADE IN CANADA."

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

Sell "Quaker"

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

A Perfect Marmalade.

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

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

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

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

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

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

Butter Eggs
Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS

— WE ARE —

BUYERS and SELLERS

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

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

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
1/2-gal. " " " "	5 60
Qts. " " " "	6 00

TEAS.

Tea still continues to advance in the London market. Latest advices report for Indian an advance of 1/4d. per lb. for common, 1/2d. for medium, while good liquoring kinds continue to attract strong competition. Further strength is also announced for Ceylons up to 9d. per pound, an advance of 1/4 to 1/2d. per pound being reported. In Chinas a fair business is reported with the market unchanged as to price.

Locally there is a firmer tone in consequence of the London advices. There is a strong demand for cheap Indian and Ceylon and some difficulty is found in meeting the demand at the prices offered. Japans are also meeting a fair demand. The principal call is for teas to retail at 25 cents. We quote:

Congou—half-chests, Kaisow, Moming, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gumpowder, 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 33
seconds	0 16	0 23
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
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	0 20	0 20
Common	0 19	0 19

FOREIGN DRIED FRUITS.

The Bellona has touched at Halifax and unloaded part of her cargo, and has sailed for Montreal with the residue. Invoices were at hand the first of the week. A cable from Symna Saturday advises a distinctly firmer tone to the Sultana raisin market. The low price has resulted in very heavy buying with the above result. Almonds will be in stock so soon as the Bellona is unloaded. Walnuts will be shipped before the middle of this month via New York. California fruit is rather featureless, buyers being very cautious. At the present price of Valencias and the short crop, even compared with last year, it is thought by some of the trade that Valencias should go higher before next crop, unless there is a considerable falling off in the usual demand. Dates are somewhat stronger and Eleme figs show a slightly firmer tendency. We quote:

CURRENTS.

Fine Filiatras	Per lb. 0 05	up	Per lb. 0 07	0 08
Patras	0 06 1/2	0 06 1/2		

RAISINS.

Valencia, fine off-stalk	Per lb. 0 07	0 08
" selected	0 07 1/2	0 09
" selected layers	0 08	0 09 1/2
Sultana	0 06 1/2	0 10
Californian seeded, 12-oz.	0 08 1/2	0 09
" 1-lb. boxes	0 10 1/2	0 11
" unseeded, 2-crown	0 07 1/2	0 07 1/2
" 3-crown	0 08	0 08 1/2
" 4-crown	0 09	0 10

DATES.

Halloweys	Per lb. 0 04 1/2	0 05	Fards	Per lb. 0 07 1/2	0 08
Sairs	0 04 1/2	0 04 1/2			

PRUNES.

100-110s	Per lb. 0 04 1/2	60-70s	Per lb. 0 07	0 07 1/2	
90-100s	0 04 1/2	0 05 1/2	50-60s	0 08	0 08 1/2
80-90s	0 05	0 06 1/2	40-50s	0 08 1/2	0 10
70-80s	0 06 1/2	0 07			

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

POTATOES.

We are always pleased to quote sellers and prospective buyers on carlots. Write, wire or 'phone to

M. G. STAGG & CO.

Phone Standard Stock Ex. Bldg., TORONTO.
Main 5219.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup

Dealers in...

Fraser River Canned Salmon
British Columbia Herrings

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

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

Carload Lots.

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

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

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

WANT TO SELL OUT ?

Try a condensed advertisement in THE CANADIAN GROCER. We only charge two cents per word each insertion, and we reach all the grocerymen in Canada. All orders for these advertisements MUST BE accompanied by remittance, and when replies are directed to our care, four cents must be added for use of box.

THE CANADIAN GROCER.

MONTREAL. TORONTO

Ginger, ground Japan	0 15
" " Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassin	0 14 0 16

RICE AND TAPIOCA

Mail advices under date of October 24 to hand this morning report pearl tapioca 4½d. advanced. Seed tapioca has advanced 9d. Locally there is a quiet market in tapioca. We quote:

B rice, in bags	3 40
" 1-bags	3 40
" 1-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" 1-bags	3 30
" 1-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in 1-bags	4 75
" " in 1-bags	4 87½

In the open territory prices are about 10c. less

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75

Winnipeg Brokers.

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

M. B. STEELE

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

P.O. Box 721. WINNIPEG, CANADA.

EASTERN MANUFACTURERS

—AND—
SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

Represent some of the leading houses in

CANADA and the U.S.

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

Wholesale Commission Merchant and Broker.

To Manufacturers' Agents

THE CANADIAN GROCER has 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.

Polished Patna	3 87½
Indian Bright	3 50
Java Caroline	3 75
Lustre	4 87½
Snow Japan	5 25
Japan Ice Drips	0 02½ 0 03
Tapioca, medium pearl	0 03 0 03½
" seed pearl	4 00
" flake	0 09
Imported Italian	0 10
Fancy Head Carolina	

NUTS.

Early buyers are congratulating themselves for having covered their requirements for Grenobles early in the season as a rumored advance of 10 frs. per 100 kilos has now been confirmed. The quality, which at one time promised to show shrivelled fruit, has since improved with the maturity of the nuts.

CANNED GOODS.

The feature this week in canned goods is a feeling of satisfaction prevailing among the jobbing trade owing to the deliveries of tomatoes and corn by the Canadian Cannery Consolidated, and this feeling will continue to be felt by the retail trade generally as well. Salmon is still very scarce at the coast, Fraser river sockeyes being almost unobtainable, prices being given as \$5.65 f.o.b. coast. Cohoes are quoted from \$3.75 to \$1. f.o.b., and humpbacks about \$2.50. We quote:

Tomatoes	1 05
Coru	0 90
Peas	0 87½ 1 40
String beans	0 82½ 0 85
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 40 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67½
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	2 20
Gallon apples	2 00 2 10
2-lb sliced pineapples	2 40
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz.	0 95
Spinach	1 40
Sugar beets	0 90 1 00
Salmon, pink	0 90 0 95
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" 1-lb. flats	2 25
Canadian Sardines, 1s	3 65 4 00

FOREIGN DRIED FRUITS.

Wm. Rogers & Co., of Denia, writing under date of October 17, say: "Our market looks like declining and we shall be glad to receive orders for shipments via New York. We expect to be able to make a good reduction in our quotations very shortly." This mail advice has since been made good by cable. Advices received under date of October 1, from Patras, are as follows: "The limit fixed by the currant bank law entailed buying any currants offering at a price equal to 11s. 6d. f.o.b., but while the spot price remains unaltered the gold equivalent keeps constantly fluctuating with the rise and fall of exchange, with the result that to-day the equivalent is 11s. f.o.b., and perhaps a shade less. On Oct. 1 this limit had actually been reached and the bank was buying in all the provinces whatever was offering at an equivalent of 11s. These purchases cannot but gradually relieve the recent heavy pressure to sell and an improvement is looked for sooner or later, the more so that the whole crop is of good sound quality and entirely free from rain damage. Buyers continue to show lack of interest in early arrivals of dates via



If you would catch fish, you must cast your line.

—and cast it where

there are fish.

Good fishermen go where fish are plentiful—use the right kind of bait—and make many a good haul.

Shrewd advertisers use THE CANADIAN GROCER because plenty of grocers read it—they use the right kind of bait and make many a good haul of new customers.

Suppose the fish don't bite at first.

What be yew goin' tur dew?
 Chuck down yewr pole, throw out yewr bait.
 An' say yewr fishin's threw?
 Uv course yew haint; yew're goin' tur fish.
 An' fish an' fish an' wait
 Until yew've ketched yewr basket full.
 An' used up all yewr bait.

Our Department of Advertising Service provides good bait—for those who desire it—without any extra charge.

If you would have more business cast your line to grocers in THE CANADIAN GROCER.

Dollar fish are biting.

Catch?

The Canadian Grocer

10 Front St. E.
 Toronto.

232 McGill St.
 Montreal.



Department of Advertising Service

New York, in view of the low quotations for first tide via London, and a further impediment to early buying obtains in a trade advertisement announcing the auction sale to be held in Montreal for London account. Valencia raisins are reported easier, a decline of 1s. per cwt. being noted this week. We quote:

CURRANTS.	
Fine Filiatras, per lb. in cases	0 05
" cleaned	0 05
" in 1-lb. cartons	0 06
Finest Vostizas	0 06 1/2
Amalins	0 05 1/2
SULTANA RAISINS.	
Sultana raisins, per lb.	0 06 1/2 0 09
VALENCIA RAISINS.	
Finest off-stalk, per lb.	0 06 1/2 0 07
New, finest off stalk, per lb.	0 07 1/2
Selected, per lb.	0 07 1/2 0 07 1/2
Layers	0 07 1/2 0 08
FIGS.	
Comadres, per papnet	0 90 1 00
Elemes, per box, new	0 75 0 85
DATES.	
Dates, Holloweas, per lb.	0 04 1/2 0 04 1/2
CALIFORNIAN EVAPORATED FRUITS.	
Apricots, per lb.	0 11 0 12
Peaches	0 09 0 09 1/2
Pears	0 12 1/2
MALAGA RAISINS.	
London Layers	1 75 1 90
" Connoisseur Clusters	2 25
" Royal Buckingham Clusters, 4 boxes	1 15
" Excelsior Windsor Clusters	1 50 4 00
" "	1 30 1 40
CALIFORNIAN RAISINS.	
Loose muscatels, per lb.	
" seeded, in 1-lb. packages	0 10 1/2
" in 12-oz. packages	0 08
PRUNES.	
	Per lb. Per lb.
30-40s	0 09
40-50s	0 07 1/2
50-60s	0 07
60-70s	0 06 1/2
70-80s	0 06 1/2
80-90s	0 06
90-100s	0 05
Oregon Prunes (Italian style) 40-50s	0 07 1/2
" 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06 1/2
" 90-100s	0 04 1/2 0 04 1/2
" 100-120s	0 04

GREEN FRUITS.

The condition of the green fruit market this week is quiet. Apples are moving fairly well and prices are holding up strong. The demand for apples from England keeps up and this has a tendency to guarantee firm prices on this side.

Grapes are receiving some attention, but are gradually being cleaned out of the market. We quote:

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

FISH.

There has been a brisk trade during the past few weeks for all kinds of fresh fish. Fresh dore and haddock have been scarce. It is not expected that there will be much more fresh dore obtainable owing to the approaching cold weather and stopping of open fishing. There has been a little more haddock arriving from the Nova Scotia coast this week and it is expected that shipments from these ports will improve. Quite a run of mackerel occurred along the western shore of Halifax county and in two days the fishermen made catches aggregating 100,000 fish. These were sold at 8 1/2c. each out of nets and shipped mostly to the American markets, though some will find their way here.

There is very little dried codfish arriving as yet and in many cases there does not seem to be so much sale, as the skinless and dressed cod are taking its place. The stock of skinless cod is not very large as the fishing was not a success. The price ruling at present is \$4.75, but an advance is expected in the near future. Salt herring are in good demand for choice fish, though stocks are light. Fresh halibut are scarce and prices high and are being bought in the United States for this market at present. We quote:

Blotlers, Yarmouth	1 27
Haddies	0 07 1/2 0 08
Smoked herring, per box	0 15
Fresh haddock, per lb.	0 05 1/2
Dore, per lb.	0 06
Pike	0 10
Halibut, frozen, per lb.	0 10
Fresh halibut	0 14
Gaspé salmon, frozen, per lb.	0 14
Salmon trout, per lb.	0 08
Fresh B.C. salmon, per lb.	0 15
Steak cod	0 06 1/2
White fish, per lb.	0 08
No. 1 Herring, Labrador, per bbl.	5 50 5 75
" half bbl.	2 75 3 00
No. 1 Scotch herring, per keg.	6 50
" per keg.	0 95
Holland herring, per keg.	0 65 0 75
No. 1 green codfish, new, per 200 lb.	6 00
No. 2 green cod, bbls. 200	5 00
No. 1 green haddock, bbls. 200	5 50
Green pollock, bbls. 200	4 50
No. 1 large green codfish, new, per 200 lb.	6 50
Boneless cod, 1 and 2 lb. blocks, per lb.	0 06
" fish	0 05
" loose, in 25 lb. boxes	0 04 1/2
Skinless cod, cases 100 lb.	4 75
Dried codfish, new, per 100-lb. bundles	4 75
B. C. salmon, per bbl.	13 50
Standard bulk oysters, per gal.	1 40
Selects	1 60
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	0 90
Canadian 1 sardines, per 100	3 75 4 00
Canned oysters, No. 1 size, per doz.	1 30
Canned oysters, No. 2 size, per doz.	2 25
Shell oysters, No. 1 Malpeques	6 75 7 00
" common	5 00 5 50

VEGETABLES.

A fairly good business is being done in potatoes and if anything prices are slightly higher this week, some ranging from 57c. to 60c. in carload lots. Canadian onions are still very scarce and prices high, particularly in red varieties. Yellows are somewhat more plentiful. Spanish onions are strong at \$2.25 to \$2.50 for large cases, and crates 70 to 80c. Red varieties are quoted at \$3.50 per bbl., and yellow \$2.15 to \$2.50 in round lots. We quote:

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

COUNTRY PRODUCE.

EGGS.

During the past week there has been a further advance in the egg market which now remains firm at the advance. For select stock 23c. is the price now being secured, while for stored fresh and limed eggs the price paid is 19c. There is practically no No. 2 on the market.

BEANS.

Since our last report there has been a further decline on the local market and reduced quotations are given below. On spot beans are scarce and better prices than those quoted below are said to be obtainable for immediate delivery. Producers in the west are now sticking to their prices and deliveries are light. A number of western growers claim that they have no beans for immediate shipment. What turn the market will ulti-

mately take it is very difficult at present to predict. We quote the following reduced prices:

No. 1 hand-picked, carlots	1 90
Choice prime, per bushel	1 80
carlots	1 60
Ordinary (off grade), per bush.	1 65

HONEY.

For buckwheat honey there is on the local market an excellent demand, but dealers are at present unable to obtain it. Of other grades, excepting comb honey, which is also in good demand, there is a surfeit being offered. As stated last issue, producers are now willing to accept much lower prices than they held out for two months ago, but, as has been the case all season, the dealers are not anxious to stock up heavily. Jobbers' prices to the trade remain unchanged and we again quote as follows:

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

MAPLE PRODUCTS.

There is said to have been an improved demand during the last week. Prices are steady and unchanged. We quote:

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

EVAPORATED APPLES.

Since our last report there have been no changes on the local market and prices are now said to be steadier than for some time. No advance is anticipated by those who are in a position to judge the market. We quote the following unchanged prices:

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

POTATOES.

There is a fairly good demand and offerings are ample to supply it. Dealers continue to buy at from 55 to 57c. per bag, and to sell at 65 to 70c.

FLOUR AND GRAIN.

FLOUR.

Prices are lower in some cases. We quote:

Manitoba spring wheat patents	4 65 4 80
" strong bakers	4 35 4 50
Winter wheat patents	4 25 4 35
Straight rollers	3 85 4 00
Extra	3 60 3 70
Straight rollers, bags	1 85 1 90
Extra, in bags	1 70 1 75

FEED.

The demand for feed is good from all quarters and prices continue steady. We quote:

Ontario bran, in bulk	16 50 17 00
shorts	19 00 20 00
Manitoba bran, in bags	18 00
shorts	20 00 21 00
Mouillie	22 00 30 00

CORNMEAL.

Trade is quiet and prices are unchanged. We quote:

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

GRAIN.

There is very little grain moving now. As farmers have held it back they will have to keep much of it through the Winter and the result will be some very heavy shipments in the Spring. In spite of the fact that shipments this Fall have been much below the average it is now estimated that at the close of navigation

We have received

per

Steamship Ionian

the celebrated "A. D." brand of

CRYSTALLIZED FRUITS

(Put up in wooden boxes, fancy cartoons and handsome, hand-painted boxes.)

Pineapples,
Plums,
Peaches,
Pears,
Green Gages,
Apricots,
Cherries,
Glaced Cherries,
Brochettes,

Almonds,
Chestnuts in Syrup,
Angelique,
Figs,
Limes,
Strawberries,
Assorted Fruits,

Violets,
Lilacs,
Roses,
Orange Flowers.

We are sorry to disappoint our customers with non-shipment this week of **Bar-le-Duc Jellies**. These will only arrive next week. Also our **Preserved Fruits in glass**.

HENRI JONAS & CO.

MONTREAL, P. Q.

almost 30,000,000 bushels of grain will have been shipped from the West through the port of Montreal. Locally there have been no price changes except for an advance of 1/2c. per bushel in oats. Farmers have been busy with their apples and their Fall ploughing and hence deliveries of oats have been light. We quote:

No. 1 Hard Manitoba	0 93
No. 1 Northern	0 80 1/2
Rye	0 57 0 57 1/2
Peas	0 72 0 73
Corn	0 53 0 54
Buckwheat	0 49
Barley	0 50 0 51
Oats	0 31
Malt	0 75 0 80

RAW FURS.

This week we publish the revised list of prices on the local market. As predicted in our last issue, there has been a very considerable drop in bear skins, due to the fact that bear is not suitable for the present style of manufactured garments. The decline since March has been about 30 per cent. Fall muskrat has advanced 15 per cent. since January. Otter and marten have declined 15 per cent. since March, while fox and mink have declined 10 per cent. The fine warm weather prevailing for the last few days has interfered somewhat with trade but prospects are good for November and December business. We quote:

BEAVER	Labrador and choice Eastern	Large \$6.00	Medium \$5.00	Small \$2.75	Kitts \$1-1.50	Fall Beav. \$2.00 to \$2.50 per pound.	Spring Beav. \$2.00 to \$2.25 per pound.	
	Territory Rocky Mountains and Western	6.00	4.00	2.00	50-75			
	Strictly Prime, or, No. 1	4.00	3.00	2.00	.50			
	Partly Prime, or, No. 2	3.00	2.00	.25	.40			
	Unprime, or, No. 3	2.50	.50	.75	.25			
	Flat, weak, or poor, or, No. 4							
BEAR	Black Choice only	12.00	8.00	6.00	4.50	2.00	4 Cubs Yearl- \$2.00 to \$6.00	
	Brown	10.00	6.00	4.00			1.00 to 4.00	
		1	2	3	4			
BADGER	Of all sections	.50	.25	.10	.05			
		Dark	Brown	Pale	2	3	4	
FISHER	Eastern and far North-Eastern	7.00	5.50	5.00	3.00	1.75	.50	
	Territory and Western	7.60	5.50	3.50	2.00	1.00	.50	
		Large	Small	2	3	4		
FOX	Red North Eastern and similar fine bright red kinds	4.00	3.00	1.25	.75	.20		
	Territory and Western	4.00	3.00	1.40	.50	.20		
		Dark	Fair	Pale	2	3	4	
	Cross Value principally as to beauty, also size & richness	15.00	7.00	4.00	2.50	1.50	.50	
	Silver Eastern and far Northern	125.00	75.00	40.00	20.00	9.00	4.50	
	Pacific Coast, Territory and Western	10.00	50.00	30.00	15.00	5.00	2.50	
		Large	Medium	Small	2	3	4	
LYNX	Far North-Eastern	5.00-8.00	3.45	2.25	2.00	.75	.25	
	Territory and Western	5.00-8.00	3.45	2.25	2.00	.60	.20	
		Dark	Brown	Pale	2	3	4	
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25	
	Territory and Western	3.50	2.25	1.50	1.00	.40	.20	
	Quebec and Ontario	3.00-4.00	2.25-3.00	2 to 2.25	1.00	.50	.25	
		Large	Medium	Small	2	Large 2	Small 3	
MINK	Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	
	Territory and Western	1.50-2.00	1.50	1.00	.75		.25	
		Spring	Winter	Fall	Kitts			
MUSKRAT	Eastern, best large	.15 to .18	.10 to .15	.2 to .7				
	Territory and Western	5 to 10	7	2 to 4				
		Large	Small	2	3	4		
OTTER	Labrador and far North-Eastern	\$10-15	7.00-10	5.00	2.50	2.00	\$1.00 to \$2.00	
	Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50	
		Large	Small	2	3	4		
RACCOON	Black Value according to darkness, size and beauty	75-150	60-100	35-60	25	15	.25	
		2 25	2 00	1 00	.50			
		Black	Shrt	St	Long	St	White	
SKUNK		75-1.25	.75	.40-50	.05-15			
		Dark	Brown	Pale	2	3	4	
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM		\$5.00 to \$6.00 per pound.						

ROLLED OATS.

Trade is quiet and prices are steady at reduced quotations given in our last issue. We again quote as follows:

Rolled oats, in bbls.	3 75 3 80
" " in bags	1 80 1 83

BALED HAY.

Prices are a little stronger this week. A few changes will be noted in the following quotations:

No. 1 timothy	10 60 10 50
No. 2 timothy, choice	9 00 9 50
No. 2 timothy, ordinary	8 50 8 75
Clover, carlots	7 50 8 00

LOOSE HAY.

The market is quiet at \$7.50 to \$8 per load of 100 bundles of 15 lb. each. Old hay is selling at \$8 to \$8.50.

ASHES

Receipts are small and prices are firm. We quote:

First pot, per cwt	5 95 6 00
Seconds	5 55
Pearls, per 100 lb.	7 00 7 25

HIDES

Competition among buyers is as fierce as ever and a still further advance in lambskins is predicted on the street. Meanwhile prices are unchanged and we again quote as follows:

No. 1 beef hides	0 09 1/2
No. 2	0 9
No. 3	0 07
No. 1 buff sheepskins	0 77 0 79
Lambskins	0 70 0 75
No. 1 calfskins	0 11
No. 2	0 09

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"
St. John, N.B., Nov. 2, 1903.

BUSINESS is active and Christmas goods are coming to hand freely. California seeded raisins are already here, the earliest they have ever been on this market. The Winter port business is a matter of particular interest this season. With the accommodation it is difficult to find berths for all the steamers wanting to come. It seems too bad that while the Government has money for lake and river harbors in Ontario and other western points, also unlimited money for railways, there is not a dollar for a national port such as St. John, a port in the improving of which our own citizens have spent thousands of dollars. The Grand Trunk have a port at Portland, Maine, where they have spent immense sums but though we have given wharves and a railway to the C.P.R. they talk of leaving the port rather than furnish any berths for their own steamers even when it is the only Atlantic point with facilities their road reaches.

OILS.

In burning oil prices are again quoted higher, and the market is a very firm one. Season's contracts have been largely made at the lower prices so that the trade stands to make a fair profit, except

where the retailers depend on the tank wagon. Linseeds remain unchanged. Prices are low and the market easy. Turpentine we quote higher; the market is very firm. In lubricating oils full values rule. Supplies of cod oil are very light. We quote:

American Water White	0 21 1/2
Best Canadian	0 21
Prime	0 20 1/2
Linseed oil, raw	0 54
" " boiled	0 57
Turpentine	0 89
Cod Oil	0 34 0 37

SALT.

In Liverpool coarse salt there is a fair stock held. Regular shipments will be received after the middle of the month. In fine salt supplies are not large but there is rather less demand at this season of the year. We quote:

Liverpool coarse, per bag	0 60 0 65
English factory-filled, per bag	1 00 1 10
Canadian, per bag	1 10
Cheese and butter salt, per bbl.	2 25 2 35
" " 5-lb. bags, per bbl.	3 10
" " 10-lb. " "	2 85
" " 20-lb. wood boxes, each.	0 25
" " 10 " "	0 15
" " cartons, per case	1 90 2 00
English bottled salt, per doz.	1 25 1 30
Mineral rock salt, selected lumps, per 100 lb.	0 60 1 00

DRIED FRUIT.

This is a busy line at this season. While some brands of California seeded raisins were not received last year till after Christmas some have already arrived, this being the earliest they have ever been on this market. Prices are very high. In prunes new goods are due. Prices are quite firm. Loose muscatels will cost about as last year, the California market having somewhat declined. Figs find an active sale. Demand for spot dates is but fair. Peels are a rather light stock and find an active sale. Evaporated apples are quite firm and not very freely offered. Onions are not a large stock. Chiefly Ontario stock is sold. Prices in the west seem hardly as firm. We quote:

APPLES.

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

Canadian onions, per bbl.	3 25 3 50
per bag	1 50

CURRENTS.

Fine Filiatras, per lb. in cases	0 64
" " cleaned	0 06
" " in 1-lb. cartons	0 06 0 06 1/2

VALENCIA RAISINS.

Finest off-stalk, per lb.	0 07 0 07 1/2
Selected, per lb.	0 07 0 08
Layers, new	0 08 0 09

MALAGA RAISINS.

London layers	1 75 1 90
"Commoisseur Clusters"	2 25 2 50
"Royal Burkin-ham Clusters," 4 boxes	1 15
"Excelsior Windsor Clusters," 4 boxes	4 50 4 60
" " " " " "	1 30 1 40
Loose muscatels, 50s.	0 08 0 09
Malaga choice, seeded	0 09 0 09 1/2
" " fancy, seeded	0 10 0 11
Loose muscatels, per lb.	0 08 0 09
" " seeded, in 1-lb. packages	0 09 0 10 1/2

FIGS.

Comades, per tapnet	1 20
Elenes, per lb.	0 10 0 20

DATES.

Dates, Hollowees, per lb.	0 04 0 05
" " " "	0 03 0 04

CALIFORNIAN EVAPORATED FRUITS.

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

PEELS.

Citron	0 15 0 15 1/2
Orange	0 12 0 12 1/2
Lemon	0 12 0 12 1/2

PRUNES.

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

THE MARKETS

The Canadian Grocer

CANNED GOODS.

Dealers are disappointed and displeased. Independent canners who sold them goods are not filling their orders and the association, after keeping them waiting till very late for prices, will now give them no satisfaction in regard to what shipment they will make. The association is very unpopular here. It is not expected but that tomatoes and corn will be short. Salmon are held at full figures. Domestic canned fish are very firm. Sardines have been advanced. We quote:

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

SUGAR.

The market is considered quite firm. Values are thought to have been lower than was warranted. Sales have been large. We quote:

Redpath's granulated.....	4 20	4 20
St. Lawrence.....	4 20	4 20
Acadia.....	4 15	4 15
" in bags.....	4 00	4 00
Bright yellow.....	3 85	3 85
Med.....	3 55	3 55
Paris lumps, in 50-lb. boxes.....	0 05	0 05
Powdered.....	0 05	0 05

MOLASSES.

The situation is firm and the stock largely in the hands of one party. While sales are not large they are regular. Stocks are smaller than usual. We quote:

Barbados.....	0 38	0 40
Porto Rico.....	0 42	0 45
New Orleans.....	0 30	0 38

FISH.

Supplies are very light. There is no variety of fresh fish. In dry fish both cod and pollock are very firm. Demand for the latter is not large. Pickled herring are the fish in demand with the local trade at this season and they are very scarce. Prices are high and but about one grade offered. Haddies, which have a large western sale, are also scarce, as are smoked herring. We quote:

Haddies, per lb.....	0 04	0 05
Smoked herring, per lb.....	0 11	0 12
Fresh haddock and cod.....	0 02	0 02
Boneless fish.....	0 04	0 05
" Pure cod.....	0 08	0 09
Pollock, per 100 lb.....	2 25	2 25
Pickled herring, per 1-bbl.....	2 25	2 50
Dry cod.....	4 00	4 25
" small.....	3 00	3 25
Pickled shad, 1-bbl.....	6 00	6 00
Halibut.....	0 12	0 15

FLOUR, FEED AND MEAL.

There is little to report except that it seems impossible to get cars forward. Manitobas show some range in price. Oatmeal and oats are quite firm. Cornmeal is unchanged. Beans are firmer and are not offered freely. Barley is in light stock. We quote:

Manitoba flour.....	85 20	5 40
Best Ontario.....	4 65	4 70
Medium.....	4 15	4 50
Oatmeal.....	4 10	4 25
Cornmeal.....	2 70	2 80
Middlings, in small lots.....	23 00	24 00
Oats.....	0 38	0 40
Hard-picked beans.....	2 10	2 25
Prime.....	2 05	2 10
Yellow eye.....	3 25	3 35

Split peas.....	5 00	5 25
Barley.....	4 25	4 40
Hay.....	10 00	12 00

NOTES.

Kane & McGrath, St. John, have received the contract to supply meats to the principal Canadian Pacific steamers for the Winter. It means a very large business. "Red Rose" tea is now being packed in its new home. The most modern facilities are to be seen here, blenders, weighers and packers being run by electricity. Schepp's cocoanut continues to not only hold its own but to increase its sales. Three of our jobbers who have not before handled cocoanut have found it necessary to add it to their stock.

Seeded California raisins have made a record this season, never before arriving as early. Mr. Logan, representing The Phoenix Co., distributed a car to the trade this week.

Dearborn & Co. are offering a "special" English pickle under the "Kent" brand.

Maple syrup in pint tins is finding a large sale here, Imperial brand goods bringing repeat orders.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Nov. 2, 1903.

RETAIL grocers in Vancouver have this past week been busy with reorganizing the moribund Retail Grocers' Association. The first move came from the Retail Grocers' Association of Victoria, a deputation of two members of that body, Messrs. Johns and Mouat, having been some days in Vancouver calling on the retail grocers of this city to urge that they take action.

A meeting was held at which steps were taken to reorganize the Vancouver Retail Grocers' Association. Fully fifty grocers of Vancouver were present and Messrs. Johns and Mouat laid before them the matters on which it was sought to take action. One feature of the reorganization of the association was the desire that co-operation with the Victoria association should be made permanent. The new association elected officers, Mr. J. R. Webster, of Webster Bros., being chosen president, Mr. Thos. Duke, of the City Grocery Co., vice-president, and Mr. J. P. Nightingale, sec.-treasurer. Messrs. A. DesBrisay and Jas. F. Foran, with the officers named, will form the executive board.

As reciting the general objects and aims of the association, the following resolution was unanimously adopted: "In order to obliterate trust and inspire confidence among members of the trade; to correct excessive and unmercantile competition; to remove by concert of action such evils and customs as are against good policy and sound business principles, whether it be by cutting prices, selling by the wholesale houses at retail, improper house to house peddling, the distribution and consumption of adulterated and unwholesome goods, the use of fictitious labels, the use of whatever evil it may be; to obtain the results which experience has proved are not obtainable by individual or divided effort, and to watch and influence legislation toward the better protection of capital, to assist our members in collecting delinquent debts, to protect them against fraudulent customers, and to encourage the observance of the Sabbath and all legal holidays; for these reasons we

hereby organize ourselves into an association called the Vancouver Grocers' Association."

The first move made by the new association was to hold a meeting with the wholesale grocers, to discuss matters in the interests of which both were directly affected. Several matters, among them the basis of giving credit to retail grocers, the selling by wholesale houses at jobbing rates to hotels, lumber camps, and similar consumers, and other important questions were, it is understood, discussed. No report of the conference was given out, and what action, if any, was taken has not been announced. It is expected that further conferences between the Wholesale Grocers' Association and the Retail Grocers' Association will be held.

Closing of navigation on the Yukon River caught a good deal of merchandise in transit from White Horse to Dawson. The river first became impassable by float ice, which made it dangerous to navigate. Then the freeze-up followed, and last steamers down from Skagway bring the news from White Horse that the river is closed for the Winter.

Naturally there has been a good deal of inquiry respecting goods in transit, and, as a portion was en route to Dawson, the owners have been assured that The White Pass Co. will undertake the safe delivery of all shipments which had started down the river before the freeze-up began. It will be necessary to transfer all such goods to the sleigh teams, of which the company maintains a large force on the Winter trail from White Horse to Dawson, for stage purposes. The company also carries the mails. It is estimated that 1,500 tons of freight was en route, though part of it may have got through.

Two battered and damaged river boats from the lower Yukon made their laborious way up to Dawson this week—the Rock Island and the Susie. Both boats were injured by contact with rocks and with floating ice, and were badly strained from frequent hold-ups on the flats in the lower Yukon. They were held as long as a week at a time in making the arduous trip up the river.

The waters shoaled as the vessels made their way up, and they arrived with less than a fifth of the cargo with which they had started, the remainder having been lightered at various points along the river, to enable the vessels to continue the journey at all. The large quantities of merchandise now tied up for the Winter at lower river points, will not be available for use until late next Summer. There is no population down river to require such quantities of goods as have failed to reach Dawson.

Cost of living is bound to be high this Winter. Already prices of many commodities have advanced, caused by the shortage in supplies. This advance is steadily keeping up. Potatoes are 15c. per pound, and eggs, which have sold at \$11, are now over \$19 per case of 30 dozen. Hams are 35c. per pound, condensed cream \$9 per case, fresh beef and pork 40 to 65c. per pound.

Fully 500 people failed to get out on the last boats up the river, and will have to get out over the ice. Many of those on their way out, who were on the various steamers now blocked at various points on the river, will also have to complete the journey to White Horse on foot.

MANITOBA MARKETS.

Winnipeg, November 2, 1903.

Local conditions in grocery circles are very satisfactory. Trade with the interior portions of the province continues good, and some wholesale men report it better than their expectations for this season. The coast trade is of course light, as it always is at this time of year. Activity in building and other industrial operations is keeping a good surface on trade here, and the continued fine weather is making it possible to continue many lines of work, which would be closed down otherwise. This has kept a very appreciable number of wage earners in receipt of steady pay, with consequent benefit to the circulating medium.

In groceries, new dried fruits are all in the market now. They have opened high, and that, together with the earliness of the season, prevents much movement. Demand is not strong yet, because of the proportion of fresh fruits still in the market. Raisins have opened very high and are sure to remain so. But retailers are afraid to stock up on account of the quotations being so high at this time of the year.

Canned goods, from the eastern packers are moving forward freely, stocks in wholesale hands filling up for the season. There is no change in the situation so far as advices here go. Tomatoes are not yet on the list for receiving orders, and both that line and corn will be scarce here by all indications. The question of the 10 per cent. rebate from the combine is beginning to interest those dealers who placed their orders with the concern. Without pledging themselves to buy all their stocks, they have bought all the combine could or would deliver. The merchants therefore hold that they are justly entitled to the rebate, and will try to make the combine people see it that way if argument will do it.

In fruits, the market is well supplied at the present moment with local apples. The indications are that the local crop will be ample for requirements until Christmas at least. The quality of stock being bought on the market is still keeping up, and shows decided improvement over former years. The only criticism is that in fancy apples the varieties are all too large. That possibly is a fault which will in time be corrected by selection in the varieties desired to be grown. The climate tends to produce a big apple even in ordinary medium varieties, and the growers will have to study how to counteract that tendency.

Local winter varieties of pears, quinces and crab apples are also freely offering yet. Prices are very firm. Best quality of all local apples bring at least \$1.50 to \$1.75. Oregon and Washington fruit is not on the market, as it cannot compete. The prices quoted there are higher than local, and the stock is no better. The growers and shippers in the Yakima and other famous fruit districts of the neighboring states say they have a market east at good prices for all the apples they can ship.

Creamery butter is now largely confined to Government creamery from the Northwest Territories, and everything offering is taken up at once. Price for this line is 23c. and firm. Local creamery is still high, being held at 35c. to the trade. The supply has been keeping up well owing to the warm fine weather.

THERE has not been a week for many months that has been marked by so little change in the general conditions of trade in the West. The last week of a month is not usually marked by many changes, but October's close has been particularly uneventful. The volume of trade has been good throughout the week and collections have been satisfactory. The weather has been almost ideal in its bright balminess and all kinds of building work have made great strides.

The wheat trade, the pivot on which almost all other trade turns in the West, has been most peculiar. The receipts so far have been very much behind those of last year and though a very large amount of threshing has been done, the volume of wheat coming forward has not been in proportion. It has begun to look as if farmers were holding back their wheat looking for higher prices in November. The truth of the matter is that prices at present are out of all accord with the export trade and very little export business has been done from Winnipeg this year. The principal trade has been the filling of orders of eastern millers. Contracts for this wheat were made early and the high prices of No. 1 hard and No. 1 northern, which have obtained, were due to the small quantities of these grades coming forward to fill contracts. That this contract business is pretty well up-to-date is attested by the fact that during this week the prices for the two grades mentioned have declined out of proportion to the lower grades. The percentage of the better grades increases as the season advances and the crop will on the whole grade better than was anticipated after the bad weather of early September. The yield also is larger. These features of the wheat market are not peculiar to Winnipeg, they apply to the whole American continent and dealers state that though prices are not likely to go higher it seems equally difficult to get them lower, as the whole trend of the American market is bullish. The developments of the grain trade this month will be watched with considerable interest. Up to the present time there has been little or no blockade, but the last week has brought very considerable complaints of car shortage in various districts and this is likely to increase. Even if the farmers have been holding for higher figures they will make an effort to get the grain out before the close of navigation and if they rush the wheat in November the fun will begin in earnest.

In going over the full list of Winnipeg prices sent you last week I cannot find a single addition or alteration to make. All staple lines are selling steadily, prices are firm and at present there does not seem much likelihood of any startling changes for some time to come. There will be shadings of prices no doubt, as there always are but nothing very radical is likely to occur in the near future.

EXPORT CATTLE.

The market has not improved in the matter of prices and the number of cattle going forward is very small compared with previous years. Some few of the ranchers tried the experiment of shipping their cattle to the Chicago market but it was learned on good authority that

after paying freight and duty they only received 3 $\frac{3}{4}$ to 3 $\frac{1}{2}$ c. per lb. This would mean a net price of about 2 $\frac{1}{2}$ to 2 $\frac{1}{4}$ on the range for steers that probably cost \$27 to \$30 eighteen months to two years ago.

BUTCHERS' CATTLE.

The market here is well supplied, but the number of strictly fat cattle is rather below the demand. Prices run from 2 $\frac{1}{2}$ to 3c. Winnipeg.

DRESSED BEEF.

Supply is good and prices are unchanged, being 5 $\frac{3}{4}$ to 6c. for tops.

MUTTON.

The supplies of sheep reaching this market are small and the price is 4c. off cars Winnipeg. Dressed mutton is in fair supply and brings 8c. Lambs dressed run from 10 to 11c.

HOGS.

The supplies of live hogs are increasing and are larger than last year at the same period. The price is lower in sympathy with outside markets and 5 $\frac{1}{2}$ c. is all that is being paid for the best bacon hogs; this is a much lower range than last year, but is still sufficiently high to allow a reasonable profit to the farmer. This price is for hogs from 200 to 250. Under and over weights are $\frac{3}{4}$ to 1c. less.

CURED MEATS.

Prices in cured meats are not so strong as they have been, but trade is good. Quotations are: Hams, 14 $\frac{1}{2}$ c.; shoulder, 9c.; breakfast bacon, bellies, 14 $\frac{1}{2}$ c.; backs, 12 $\frac{1}{2}$ c.; spiced rolls, 11 $\frac{3}{4}$ c. for long and 11 $\frac{1}{4}$ c. for short; long clear bacon, 10c.; dry salt bacon, 11c.

LARD.

There has been a general decline in lard prices; tierces are quoted at 9 $\frac{3}{4}$ c.; 50 lb. tubs, \$1.80; 20 lb. pails, 82; 10 lb. pails, in cases, \$6.05; 5 lb. pails, do., \$6.15; and 3 lb. pails, do., \$6.25; compound lard, \$1.75 for the 20-lb. pail.

BUTTER.

There is a fairly large amount of dairy butter coming in and the grade is very much mixed so that prices paid by jobbers range from 11 to 13c. Winnipeg.

CHEESE.

Jobbers' prices to retailers are 13c. for Manitoba and 13 $\frac{1}{2}$ c. for Ontario. Local factories are all closed and the trade is confined exclusively to the selling of accumulated stocks.

EGGS.

The jobbers offer 20c. for eggs delivered at Winnipeg, but supplies are small. Ordinary packed eggs sell to the retailer at about the same price.

POULTRY.

Inquiry elicits the fact that the supplies of Manitoba poultry for the Christmas trade will be larger than usual, particularly in the lines of geese and turkeys. Whether they will arrive better fed and better dressed than in previous years it would be difficult to foretell.

ADVERTISER—Aged twenty-five; commercial experience; a worker; seeks position, town or country; capable young wife, could assist in house by arrangement if desired; city references. Box 81, CANADIAN GROCER, Montreal.

NOVA SCOTIA MARKETS.

Halifax, Nov. 2, 1903.

THE grocery trade has been very active during the past week. All local wholesale houses report a good business with sales fully up to anticipation. There have been few important changes in market conditions, all lines continuing firm. Rolled oats have advanced slightly and higher prices are again paid for cheese. Quotations on canned salmon and canned meats have been advanced.

* * *

The direct steamer with dried fruits from Denia and Malaga arrived in port on Sunday and discharged here 2,500 tons of currants, raisins and onions for the wholesale houses of this city. She had a fair passage, the latter half being stormy. The fruit was discharged in excellent condition, and wholesale staffs for the rest of the week will be very busy receiving it into stock and shipping it out to fill orders booked in advance of arrival. The Bellona took on board a considerable cargo of dried and pickled fish at this port for the Upper Provinces and sailed for Quebec and Montreal with the balance of her through cargo of dried fruits.

* * *

The Fall mackerel struck in on Saturday in great numbers, and some of our fishermen have made snug fortunes. One man is reported to have cleared \$3,000 in the past 48 hours. Up to the present strike the mackerel fishery had been almost a failure. The Summer run was small and people had begun to despair of the Fall catch. Now, however, the harvest is on and our fishermen are rejoicing. Very large quantities were taken Saturday night, and this necessitated a lot of Sunday work by carters and others to prevent the catch from spoiling. The police force had a number of these Sunday workers summoned for violating the Sunday law—an unnecessary proceeding considering the circumstances.

* * *

Grocery grades of herring and cod are scarce, and the trade will be very hard put for supplies before the close of the Lenten demand. The market keeps very firm for both Shore and Bank codfish, although there has been a decline in the price paid for Labrador "Cure," on account of a drop in the Oporto market, which is the chief export market for this grade.

* * *

There is considerable activity at Deep Water, and preparations are being made for the shipment of grain at this port by the Allan boats. The I.C.R. elevator is being got into condition to receive the grain. For many years this elevator has stood a monument to the deferred hopes of those who expected Halifax to become an important outlet for the products of the Western wheat fields. But in all these years no grain came, the shorter haul and influences of American ports being too much to be overcome. Lately, however, there has come a reversal of traffic conditions between the Maritime and Upper Provinces which has rendered the loading of grain at Halifax feasible in the Winter months. This season the west-bound freight has largely exceeded the east-bound, so that now, instead of sending the cars back empty after discharging, the grain return freights can be secured.

No Grocer need hesitate about stocking

Clark's Ox Tongues

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

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



Delicious, Healthful
The Ideal Fruit

—FOR—
SPRING and SUMMER USE

ONCE TRIED, ALWAYS USED. ASK FOR IT

CORONA FRUIT CO., W. B. Bayley, Toronto
Agent.



Now is the Time for Mince Meat

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

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

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL.
COMFORTING.

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

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

THE MOST
NUTRITIOUS.

COCOA

FANCY NEW ELEME FIGS.

FINEST GOODS PACKED; in all the different grades.

Fancy Malaga Grapes (heavy weights).

QUALITY AND PRICES RIGHT.

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

F. KESSELL & CO. 7&8 Railway Approach, LONDON BRIDGE, ENGLAND

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

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

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

Window and Interior Displays

Timely Hints
and Suggestions.

EVERYONE has heard of the great lift lock on the Trent canal in Peterborough—the largest of its kind in the world, and a great feat in engineering. To those who have not seen a picture of it the accompanying reproduction of a window arranged

inside of the window, and thus shows no background or sides, and these count very much in the value of any window arrangement.

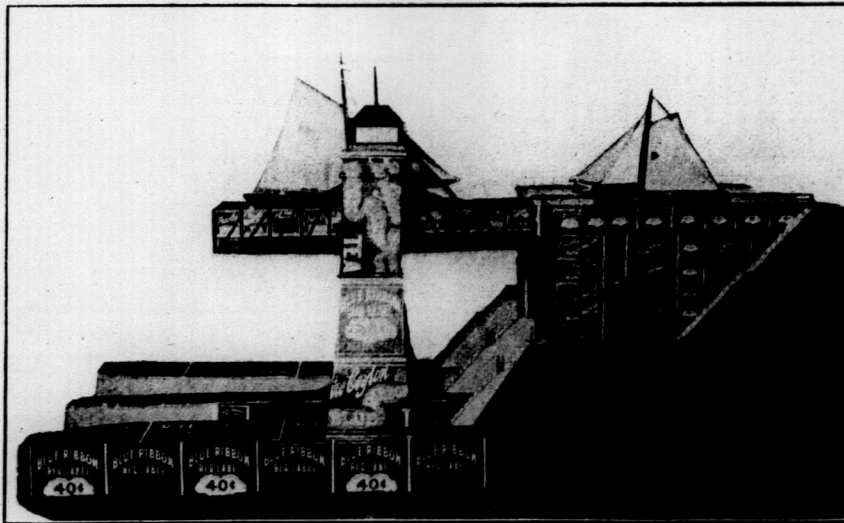
It was a bright idea that suggested the use of a line in groceries to build the display. The average decorator, even if he had

thought of such a scheme as the building of the locks, would have gone to work to construct it from an elaborate framework, which would have made the display as suitable for a dry goods as for a grocery store, and thus lost much of the valuable advertisement which this "Blue Ribbon" structure gives.

The fancy window that has no relation to the goods carried has only limited value. As an advertisement of the store they are worth something, since they attract people to the window and thus indirectly to the firm and lines carried by it; but its value as a selling window is small, and its use should be seldom, and only for variety. Neither should it be allowed to remain long.

This window, however, combines both the fancy window and the one that advertises some definite line of goods on sale in the store. No one could look at the locks without noticing "Blue Ribbon" tea and thus both purposes are served—the attractive window, and the selling window.

This idea could be carried out in any sized town, by representing some public building, such as a school, town hall or church, built up of cakes of soap or packages of tea.

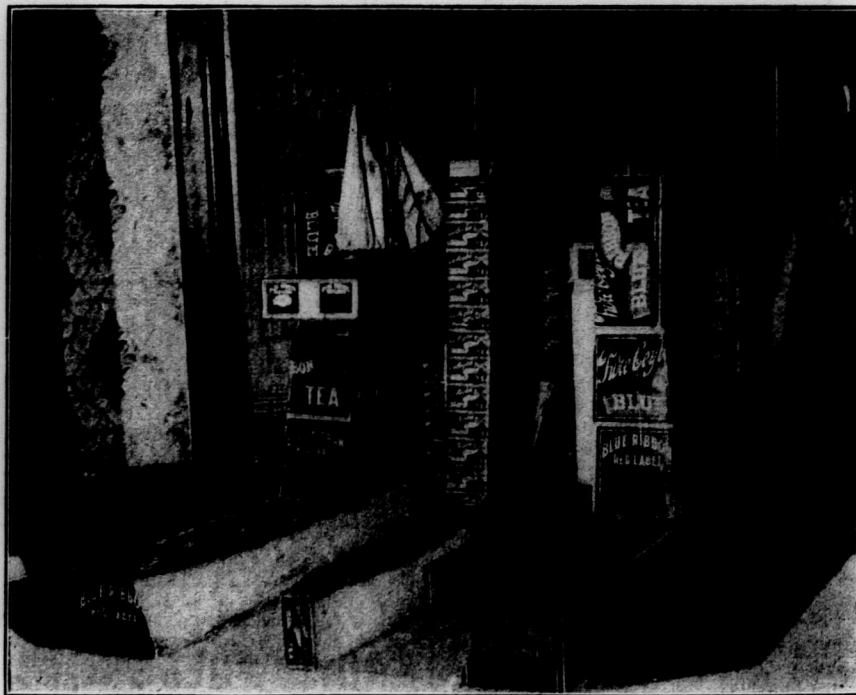


Side View of the Lock.

by Mr. Jas. A. Dawson for Mr. J. Edgcombe, grocer, Peterborough, will give a very good idea of the appearance of this great work.

The entire production, where possible, was built up of "Blue Ribbon" tea packages, shaped when necessary to simulate the slants or curves of the actual work. The large balancing locks, the steps in various places, the tunnel under the canal, the vessels in position, etc., are all represented with remarkable exactness. The idea was certainly an ingenious one and was exceptionally well worked out. It was built on a base, so that it could be placed in any position.

Something that counted against it in the eyes of the judges in the competition was the fact that neither illustration shows the window as it would appear to the passers by, and, of course, it was from their standpoint that the prizes were given. One picture shows a side view, made very distinct by blocking out the remaining parts of the picture. This was a very good scheme for displaying the outline. The other picture shows, as far as can be made out, the display turned around to face the



Front View of the Lift Lock at Peterborough.

BUY

EASTLAKE STEEL SHINGLES FOR THE ROOF

BECAUSE :

They are quicker and easier to lay.
Will give most enduring protection.
Are a safeguard against lightning
and fire.

Will never rust, and add a wonder-
fully neat appearance.

They are the favorites everywhere,
because of their economical reli-
ability.

EITHER GALVANIZED OR
PAINTED.

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

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

CHEAPER AMMONIA

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

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

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

he cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

CORRESPONDENCE.

HOW TO KILL CHICKENS.

Editor CANADIAN GROCER :

On page 31 of the October 23 number of THE CANADIAN GROCER I notice a resume of the debate in the House of Commons regarding the information contained in the bulletin "Profitable Poultry Farming" on killing chickens. I regret that the member of Parliament who wrote the article, as well as Mr. Rufus Pope, the member for Stanstead, was not aware of the great difference between killing chickens by dislocating the neck and the old-fashioned way of wringing or twisting the neck. When the chicken's neck is dislocated the head is pulled from the neck; the loose unbroken skin of the neck forms a sack in which the blood of the chicken flows. The body of the chicken is as well drained of blood as if the head of the chicken were cut off with an axe. The market appearance of the chicken is improved by dislocation; the flesh of the chicken is more juicy and edible. On the contrary, when the chickens are killed by twisting the neck, death results mainly from strangulation. The body of the chicken is not freed from blood, on account of there being no space in the neck into which the blood can flow. The appearance of the flesh of the chicken that has been killed by twisting its neck is reddish, and blood can be plainly noted in it. In several cities in Canada a law is in force prohibiting the sale of chickens that are killed by twisting the neck.

Hence the senselessness of the speech by Mr. Pope in the House of Commons regarding the detailed directions in "Profitable Poultry Farming" for dislocating the neck, and the absurdity of the statement that dislocating the neck and wringing the neck are one and the same thing.

F. C. HARE,

Chief Poultry Division.

Department of Agriculture, Ottawa,
October 29, 1903.

TEAS OF OOLONG CHARACTER.

Editor CANADIAN GROCER :

I feel quite sure that my friend Mr. Valentine Webster was misunderstood when he was reported as being of the opinion that Ceylon and India should "imitate" Formosa Oolongs. Mr. Webster and myself, when chatting the matter over, were of the same opinion as to the desirability of Ceylon and India producing a tea of Oolong character, but we both believe that the planters there would so excel the product of Formosa (just as they have the black tea of China and the green tea of Japan), that there would be no similarity; so that the word "imitate," I know, hardly expresses the views of Mr. Webster, and in his absence from town I am taking the liberty of saying so.

Yours truly,

P. C. LARKIN.

Toronto, Oct. 30, 1903.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

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

SITUATIONS VACANT.

MILLER WANTED—For custom mill—reel system; plate chopper; wages \$1.00 per day and board; steady work for honest, industrious man. Apply to Box 122, CANADIAN GROCER, Toronto. (f)

MILLER WANTED—Immediately—to take charge of a roller mill; must be thoroughly competent. Apply, stating references and salary wanted, to Box 118, CANADIAN GROCER, Toronto.

WANTED—A good miller—To run a roller and gristing mill. Apply to Box 120, CANADIAN GROCER, Toronto. (f)

WANTED—Experienced salesman for general store—speaking English and German language. Box 121, CANADIAN GROCER, Toronto. (f)

FOR SALE.

FOR SALE—A good wholesale fish and oyster business, 20 years established, good outside connection. Apply Box 123, CANADIAN GROCER, Toronto. (f)

SITUATION WANTED.

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

AGENCY WANTED.

TO MANUFACTURERS AND OTHERS—London firm of enterprising principals of which have had long experience in all branches of the grocery business and thoroughly understand the requirements of the public and the trade, with extensive wholesale and retail connections throughout the United Kingdom, wants buying and selling agency for goods suitable for the trade. They have successfully placed upon the market a number of proprietary articles, and have recently established over 10,000 agents for an article which is having an enormous sale in all parts of the United Kingdom. Splendid opportunity to place any proprietary article on the English market. Highest commercial references given. They will also obtain English goods for, and give use of their London office and staff to, Canadian and American merchants. Alfred King & Co., 38 Great Tower Street, London, E.C., England. (47 eow)

I Can Sell Your Grocery Business

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

EATS DIRT

and seems to like it, too.

The Cleveland Wall Paper Cleaner

does marvellous work. A 25c. can is sufficient for the average room. Samples sent with each order.

GEO. RIDOUT & CO.,

77 York St., Toronto.

FLOUR AND CEREAL FOODS

The Selling of Cereals.

THE impetus given to the cereal business of grocers by competition among the makers, has resulted in a very largely increased cereal trade, a trade, however, that is not entirely satisfactory to the retailer. In the old days, when bulk cereals were the rule, the public were content to take any maker's article, so long as it was good, and satisfactory. The question, "Whose make of meal is this?" was seldom asked. The grocer could sell bulk cereals without difficulty, buying from several millers of his choice without his customers knowing anything about it, and in this there was a certain convenience. This condition of affairs still obtains in some sections of the country where the potency of advertising has not made itself felt to the same extent as in those communities where daily papers flourish. The grocer is not called upon for package goods and so does not push them. There is yet a big work to be done by the makers of cereals whose goods are put up in cartons, before the rural sections are converted from the old ideas and practices.

Where the influence of advertising has abounded, and the demand for package goods is growing, the retailer finds himself called upon for a great many different brands, and then his trouble begins. He buys, we shall say, a case or two of every line asked for, and finds himself unready to urge any particular make. Soon he finds that he has a surplus of two or three lines and an ever-growing call for perhaps two or more other makes. He stocks these afresh with an increased confidence in their worth and naturally feels disgusted with those that have not sold so freely and seem destined to remain on his shelves. The best thing to do with these lag goods is to get rid of them, by quietly working them off, or by rushing them off at a cut figure the danger in both cases is that there may be created in some instances a preference for the very goods the grocer has resolved not to restock.

When so many millers and cereal makers are bringing pressure to bear upon both the public and the grocer, it is difficult to know what is best to do. However, the grocer who confines his package cereal

trade to the lines which prove their own merit will do wisely, and generally speaking, it will be best to stock those most widely and forcibly advertised. It is not a question of fighting the growing demand for package goods; few grocers are powerful enough to successfully contest the issue. Whether or not one believes in selling goods which cost more to buy, pay a smaller profit, and are more costly to the consumer, the course of prudence is to give the public what it demands. At the same time the grocer will not neglect to sell all the bulk cereals he can to those people who have not yet been persuaded that health and strength can be found only in a cardboard box containing forms of breakfast food which have these last few years taken such a strong hold on the market.

New Wheat Record for Montreal.

AT the end of the season of navigation close to 30,000,000 bushels of grain will have been shipped from the West through the port of Montreal. This will mean an increase of more than 10,000,000 bushels over last year. Had shipments not fallen so far below the average this Fall through the farmers holding their grain, shipments through this port would have passed the 40,000,000 mark, and more than doubled those of any previous season in the history of the port.

In making this announcement to a representative of The Montreal Herald, Mr. E. J. Chamberlain, manager of the Canada Atlantic Railway, pointed out how, as a result of keen competition, rates had fallen so low that notwithstanding the big increase in shipments, the profit to the different companies had not increased to any extent.

"The Canada Atlantic Railway," he continued, "has handled on its upper lake boats and thence through to Coteau Landing and Montreal this season more than 8,500,000 bushels of grain.

"The entrance into the trade of so many new lines of steamers has resulted in the creation of entirely new rates. Where last year the lowest rate at which the Canada Atlantic handled grain was 1½c. a bushel, this year the average price has been 3½c. a bushel, and in many instances we were forced to go close to a 3c. rate.

This, of course, means that the farmer has saved a great deal more money.

"The result of the farmers keeping back their grain means now that they will have to keep it right through the Winter, and this will result in very heavy shipments as soon as navigation reopens."

Canada's Field Products.

The census department issued a bulletin last week showing the field products of Canada, as shown by the census of 1880, 1890 and 1900 respectively. The totals were:

Grains, 1880, bushels, 149,461,399; 1890, bushels, 175,545,724; 1900, bushels, 282,411,911.

Seeds, 1880, bushels, 321,317; 1890, bushels, 481,880; 1900, bushels, 460,632.

Roots, 1880, bushels, 103,620,204; 1890, bushels, 103,470,493; 1900, bushels, 131,427,043.

Hay and forage, 1880, tons, 5,053,008; 1890, tons, 7,693,733; 1900, tons, 9,401,958.

Tobacco and hops, 1890, pounds, 5,401,466; 1900, pounds, 12,270,948.

Whole Wheat as a Breakfast Food.

STEAMED whole wheat as a breakfast dish has found favor in New York City, according to an American exchange, where it is said that in a certain restaurant they cook the cereal until it is something to dream of.

Only the best quality of wheat is used and the cooking is a matter of prime importance. When the wheat is to be cooked on a gas stove it is soaked overnight and at four o'clock in the morning it goes into a double boiler with four portions of water to one of wheat. It is then cooked steadily, the water boiling hard all the time, until 11 o'clock, when it is ready to serve. It is a luncheon dish at the restaurant, where only vegetable foods are used.

For cooking on an ordinary range it is put on in a double boiler overnight, the water in the lower kettle is brought to a boiling point and then the wheat is set back and allowed to stand all night. In the morning it is again brought forward and cooked steadily for seven hours.

When ready for the table the wheat is in large, round grains the size of peas, soft and tender, and yet each grain is

From Government Bulletin No. 84:

"I am of opinion that as a well-balanced material for porridge, these analytical results justify me in claiming a very high, if not the highest, place for oatmeal, and especially in the form of rolled oats.

"A. MCGILL,
"Assistant to the Chief Analyst."

This is a part of the death knell sounded for fad foods. The public are finding out the truth—they want nourishing foods, not chemically-insulted grain.

Tillson's PAN-DRIED Oats

A FOOD, NOT A FAD,

is what they want. They know they are the best oats from the best oat-growing country in the world, prepared by the best process.

The public want TILLSON'S OATS. Why not supply them?

THE TILLSON COMPANY, Limited
TILLSONBURG, ONT.



NAPOLI MACARONI

Vermicelli and Fancy Paste for soups.

Made with absolute cleanliness from a specially grown macaroni wheat.

Put up in handsome air-tight, dust-proof 1-lb. packages 24 or 48 to the case.

20-lbs. bulk, packed in odorless boxes.

Full line of samples sent free on request, to any reliable merchant.

Napoli Macaroni is free from all coloring matter.

Send for prices by the case or carload.

Napoli Macaroni Co.,
Toronto.

tains its individuality and shape like a well-cooked grain of rice. It is usually served with milk or cream, but may be eaten with butter and sugar.

Millers might be able to create a limited demand for wheat for this purpose. It would be necessary to select the grain carefully and clean it thoroughly. It could be placed on the market in five-pound packages, neat paper bags or car-

TELEPHONE { MAIN 1257
" 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

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

Caledonia Mills,
BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR FEED CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

tons being used. Printed directions for cooking should, of course, accompany each package and the price can be fixed at a figure that will allow a good profit.

Immense Warehouse.

The Canadian Northern Road is completing at Port Arthur what is to be the largest grain storage warehouse in the world. It will exceed in capacity the great concrete storage of The Peavey Co., at Duluth, by 500,000 bushels. The Peavey storage now holds the world's record for size with its 1,000,000 bushels capacity under a single roof.

The Canadian Northern elevator consists of 160 cylindrical bins, each 21 feet in diameter and 85 feet deep to a concrete foundation. There is absolutely no wood about the entire structure, for the bins are of tile, arranged in double walls with steel tie rods surrounding each roof tile. Each cylinder touches those adjoining at four points, forming smaller bins with concave sides, and these are also to be filled with grain.

Sixteen thousand tons of tile were made in Illinois and shipped here for the work, and the builders are Americans, a Minneapolis concern. This elevator is connected with a wood and steel working house and contains nothing in the way of machinery but rubber belts running in concrete tunnels.

The working house has a capacity for 1,250,000 bushels, giving the road in this group a total capacity for storing 5,750,000 bushels of wheat. One-half the tile storage was built a year ago and successfully carried grain through last Winter.

Envy Us Our Wheat.

UNITED STATES millers, as has previously been remarked, are turning envious eyes toward our Western Canadian wheat. At the great convention in Detroit this Summer, resolutions were passed calling for reciprocity and the abolition of the duty on wheat. The American Miller, in a recent editorial, comments on the persistently increasing demand for wheat, despite a 659,000,000 bushel crop.

"When northwestern millers begin to talk of wheat shortage with such a crop as this on our hands," it remarks, "even if a portion of it is unsound, it is time to take an inventory of conditions and consider if price levels and crop normals are not higher and permanently higher than they were six or seven years ago. Nowhere is there a fear of a glut of wheat. Nor did such a fear present itself when last Spring the promise was a crop so huge as almost to stagger one."

"As to the revived talk of reciprocity," it shrewdly continues, "all the talking will be done on this side; Canadians

are averse to renewing the subject. And it is idle to go at a simple matter in such a roundabout fashion as by attempting the negotiation of a reciprocity treaty. It does not need a treaty to take off our duty on Canadian wheat and let it come in. While it would benefit the Manitoba farmer, it would also benefit us.

The question of protection is not at stake. The prices for wheat and cotton are made in the world's markets. We gain nothing by compelling Manitoba wheat to find a market abroad. Every bushel of it sold in Great Britain affects the price in the United States just the same as if it were all handled in Minneapolis, Duluth and Chicago. No protectionist need fear the charge of inconsistency in voting to remove the duty on Canadian wheat. It will help Canada and will help us. Why wait for a reciprocity treaty that may never come? We don't need the consent of the Dominion to make this simple, business-like move."

A Macaroni Booklet.

The Napoli Macaroni Co. have issued a very neat little booklet describing the several points of superiority claimed for the goods of their manufacture. It is explained that by using a specially prepared flour, very rich in gluten, the basis is of the very purest quality. No coloring matter whatever is used in their preparations, the delicate creamy color of the goods being entirely due to the superior excellence of their wheat.

The machinery used in the making of Napoli macaroni is of the very latest design and the addition of some of the company's own ideas prevents the macaroni from coming into contact with the hands of their employes at any stage of its manufacture. This advantage is worthy of special mention, as many foreign brands receive very little care in this direction.

The system of filtering the air in passing from room to room; excludes all possibility of dust and dirt; the ventilating machines allowing only pure fresh air to come into contact with the goods. The finished products are very neatly packed in cartons, then wrapped in plate paper, sealed and finally wrapped in parchment paper, labelled and sealed again.

A visitor to the factory is at once struck with the clean and natty appearance of the employes. The men are supplied with white suits, and the young women in the packing department with print uniforms. Everything is suggestive of purity and cleanliness and the products of The Napoli Co. are already in good demand.

Fort William Dockage.

A deputation from Fort William, composed of Mayor John Dyke, Councillor L. L. Pelletier, J. J. Wells, president of the Board of Trade, and James Murphy, W. F. Hogarth, C. W. Jarvis and S. C. Young, waited on Sir Wilfrid Laurier last week to bring before him the question of dredging the Mission River.

Their reception was gratifying, as Sir Wilfrid said the estimates for the work had been considered and operations would be commenced at an early date. The

delegation pointed out to the Premier the importance of the work, which will increase the dockage of Fort William by miles, and will advance the opening of navigation in the Spring two full weeks, which will have a most beneficial effect on the question of wheat transportation.

Good Crops at Indian Head.

Mr. A. MacKay, the superintendent of the Experimental Farm at Indian Head, Assa., writes that just around Indian Head most of the farmers have finished threshing. The yields on stubble run from 20 to 30 bushels per acre, and on Summer fallow from 30 to 35 bushels. The former grades, as a rule, No. 1 Northern, the present price for which there is 73c., and the Summer fallow wheat, No. 2 and No. 3 Northern. There are, however, many fields north of the Qu'Appelle River where wheat from Summer fallow will grade lower than No. 3 Northern.

The returns last year were regarded as eminently satisfactory, but the probabilities are that the cash receipts this year from the 1903 crop will, owing to the higher prices, aggregate more than what was realized from the crop of 1902.

Serious Mill Fire.

On Thursday of last week quite a serious blaze broke out in the premises of The McCann Milling Co., King street east, Toronto. The fire originated in the top storey, presumably from friction in a suction fan, and having a good start, gave the fire brigade considerable trouble. There was almost an entire loss of machinery and stock, covered by insurance.

The delay in business will occasion considerable loss and inconvenience and although the McCann company are doing the best they can to get things into running shape their customers will regret to learn that it will be fully a fortnight before they will be able to resume business.

Banana Flour Dinner.

Col. J. M. Pennington, an enthusiastic banana flour promoter, of Havana, Cuba, recently gave a dinner at Marianao to some big people, all the food set before the guests being either all or in part composed of the banana in various forms. Among the items on the bill of fare were the following: Banana soup, with banana crackers; banana pancakes, with banana jelly; stewed chicken, with banana gravy; roast chicken, with banana dressing; roast beef, with banana jelly; banana butter, banana jelly cake, banana muffins, banana fruit cake, banana plain cake, banana coffee, etc.

Cereal Notes.

St. Boniface, Man., is to have a new elevator at a cost of \$150,000.

Ontario grain men complain that the railroads are not supplying sufficient cars to move the grain.

St. John and Halifax expect a large export grain trade during the coming season. The Halifax elevator will commence operations next month.

The plan to have a model mill in operation at the St. Louis Exposition has been abandoned for fear of arousing jealousy among rival makers of machinery.

I WANT you to help me get more members for the Force Society. The more members there are, the more people there are who eat Force. The more Force sold, the more you sell.

I have a button which has a pretty bad picture of me on it, but it is the picture that most people know. There is nothing else on the button but my motto:

"Be Sunny."

Whenever you sell a package of Force, give the buyer a button. Pin it on the boys and



girls who come into your store to buy packages of Force.

They will come back to your store.

It's an ad for you, it's an ad

for me, and it's a great ad for Force and sunshine.

If you want any of these buttons, say so. I have quite a lot of them. Mind you, I don't want to send them to you if you are going to put them behind the desk over there by the safe and forget all about them.

If you do, your customers won't be sunny, and you'll miss sunshine yourself.

Yours truly,

Sunny Jim

(To be continued)

Notwithstanding Short Pack

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

TOMATOES, CORN and PEAS.

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

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

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

London, Eng.

New York

Toronto

WANT THE BEST?

—A Post Card will bring it, or Phone us Main 789 at our expense—

GOLDEN EAGLE COFFEE

THE HIGHEST GRADE OF COFFEE OBTAINABLE.

MANHATTAN COFFEE

NEW YORK STANDARD OF EXCELLENCE.

AMERICAN COFFEE & SPICE CO.

109 Front Street East, TORONTO.

GOLDEN EAGLE, 28c.
MANHATTAN, 26c.
Packed in 25 and 50lb.
LITHOGRAPHED TINS FREE.

CONDENSED MILK CONCERN.

A VISITOR to Montreal this week was Mr. F. E. Gifford, manager of The St. Charles Milk Co., St. Charles, Ill. A representative of THE GROCER had the pleasure of an interview with Mr. Gifford at the Windsor Hotel.

In the course of the interview Mr. Gifford stated that the increase in his company's business was very large, in fact it exceeded all expectations. His company, as readers of THE GROCER are aware, has a branch establishment at Ingersoll, Ont., and it is learned with gratification that the output of the Canadian factory, both as regards volume and quality of the goods used, is equal to anything on the market.

The district in which the St. Charles factories are located is one of the finest dairy districts in the United States. A number of condensed milk factories have been established in that district owing to the pure quality of the milk obtainable there. His company have two large factories with a daily capacity of about 1,000 cases of condensed milk and evaporated cream, and shipments are being made to all parts of the world. Mr. Gifford stated that during the South-African war large quantities of St. Charles Condensed Milk Co.'s products were shipped and used by the British Army, in consequence of which an extensive trade is rapidly growing for their products in that country. Orders from Japan, China, Australia and India are also increasing in volume.

It is very gratifying to Canadians to know that the business of the Ingersoll factory is one of the largest of the many condensed milk factories on the continent and the future prospects are most encouraging. The Canadian trade was rather slow in taking hold of the condensed milk and evaporated cream articles as compared with the United States, but during the past few years the demand has been extending rapidly in all directions, and the Yukon trade which formerly was looked after entirely by the American factories, is now one of the best, and is done entirely from the Canadian branch. When it is considered that this branch was opened only in 1900, it speaks volumes, not only for the quality of the goods turned out, but also a tribute to the manner in which the Canadian farmers in the Ingersoll district have looked to supplying milk in proper condition.

Mr. Gifford gave our representative a very interesting account of the origin and growth of the condensed milk business in America, the salient features of which were, that in 1858 Mr. Gail Borden made the first condensed milk on this continent,

using an ordinary teakettle in the preparation of his first goods. Before Mr. Borden made his first milk all the condensed milk used in the United States was made in and imported from Sweden. There are now no less than 202 factories engaged in the manufacture of condensed milk in America, about 60 of which make evaporated cream as well as condensed milk.

Mr. Gifford stated that it was rather a difficult matter to get the trade and public to take a liking to evaporated cream on account of the number of years condensed milk had been so generally used, but now it was getting to be a most popular article.

Mr. Gifford was kind enough to state that the benefits derived from advertisements placed with THE CANADIAN GROCER were very large, and while his company were as a rule adverse to using trade journals, he was compelled, in justice, to admit that they had received more enquiries from foreign countries for information regarding their products directly traceable to their advertisement in THE GROCER than from all other advertising sources.

Mr. W. H. Dunn, Montreal, representative of The St. Charles Milk Co., was present at the interview, and reported that the increase in business in this district was very large, and the prospects for the future most encouraging.

BOXES FOR APPLES.

A recent bulletin issued by the Dominion Department of Agriculture reads as follows:

In view of the scarcity and high price of apple barrels this season, and of the fact that in some districts farmers find it impossible to secure barrels at any price, the Fruit Division recommends the general use of boxes. These can be had, knocked down, at almost any saw-mill for about eight cents each, and they should not cost more than ten cents each made up. As three boxes hold about as many apples as a barrel, they will be found much cheaper than barrels at 50 cents and upwards. The boxes should be well and strongly nailed, and should hold about 40 pounds of fruit. The dimensions of the boxes used by the Grimsby shippers are 9x12 x 18 ins., while the British Columbia standard box is 10x11 x 18 ins., these being inside measurements in both cases. The boxes should be made of strong material not less than five-eighths of an inch thick for the ends, and not less than three-eighths of an inch for the sides; the tops should have strips across the ends to prevent the weight of other packages piled on top from bearing directly on the fruit. It is also usual to leave open corners at the top and bottom for ventilation. Little or no packing material should be used, as purchasers like to find the package quite full of fruit. A sheet of

cardboard at the top and bottom will materially reduce the amount of injury from bruises. But it should be remembered that even in this year of scarcity of barrels it will not do to ship anything but first-class fruit in boxes, as the reputation of the Canadian box and of the Canadian trade in general will greatly suffer if inferior or common fruit is exported in the box or any fancy package.

FLOOR GAVE WAY.

A section of the two floors above the operating rooms at the new Burlington canning factory gave way early Friday morning and resulted in damages to the extent of \$2,000. The foundation seemed to have been unsound.

OUT OF A BOTTLE.

Last year when some gentlemen were going around Green Bay on the ss. Clyde on business and pleasure, says The St. John's, N.F., News in a recent number, they decided to throw overboard a bottle containing a slip of paper, the finder to receive a certain amount of goods by returning it to one of the city stores. The following is a copy of the note:

"If the finder of this will present it at J. J. St. John's store, Duckworth street, St. John's, N.F., he will receive a can of magic baking powder, a package of gold dust, a bar of tar soap, a bar of copco soap, a can of gillett's lye, a can of gillett's cream tartar, and a package of vim tea.— (Signed), T. T. Cartwright, H. B. Potter, D. E. Brown, D. J. Curtain, ss. Clyde. June 21, 1902."

A few days ago the note was forwarded to Mr. Curtain, at Mr. St. John's store, the bottle having been picked up by George Snow, near Lewisport, on July 8, 1903, having been 362 days beating about Green Bay. The goods mentioned were forwarded to Mr. Snow immediately.

MORE EXTENSIVE QUARTERS.

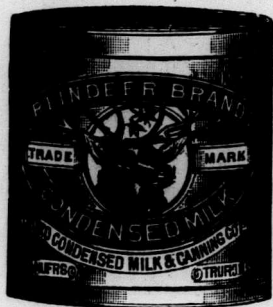
Cameron, Gordon & Co., of Winnipeg, are again compelled to seek more extensive quarters for their rapidly growing business. They have leased the large warehouse located at the corner of Princess & McDermott streets, Winnipeg, formerly occupied by Foley, Lock & Larson, which will give them over 13,000 square feet floor space. This is the third time this enterprising commission house have added to their warehousing capacity in the two years they have been in business. Among the lines handled by them are those of The N. K. Fairbank Co.: Gold Dust, cottolene, soaps, etc. They also represent some of the large English and American manufacturers, and are always alive to secure goods of merit suitable to the western trade.

BE CAREFUL

how you trifle with your customers' confidence. If you sell them a poor article, the customer may doubt you on other things.

"Reindeer" Brand

Condensed Milk is safe to bank on.



Our Wrapping Paper

is durable because the quality is good. We bear in mind, when manufacturing our brown and manilla papers, that a wrapping paper has to be reliable. You can trust your parcels in these papers.

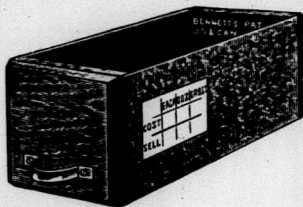
CANADA PAPER CO., Limited
Toronto, Montreal and Windsor Mills, Que.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.

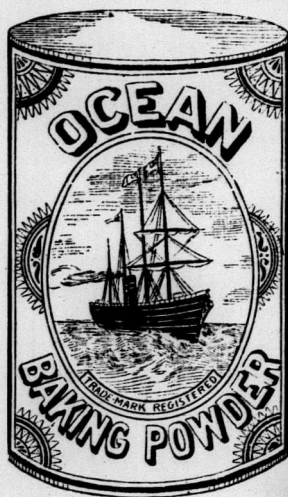


Address all communications to our New Factory:
Pickering, Ontario

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



Grocers and General Merchants

Having closed a heavy contract with the largest producers of Baking Powder ingredients in the United States, we are in a position to supply you with a first-class **BAKING POWDER** and at **LOWER PRICES** than any other firm in Canada.

We make a specialty of supplying merchants with Baking Powders under their own labels and trade marks, and of the same quality as our famous brands. We guarantee satisfaction in every case, and will be pleased to submit samples and prices. If you are open for a first-class **BAKING POWDER**, put up under your own label, we will be pleased to hear from you. **WRITE.**

MANUFACTURED BY

OCEAN MILLS, - Montreal, P. Q.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Why Not Carry Pipes?

WITH the approach of the Christmas season the wide-awake grocer will add to his tobacco and cigar department a seasonable line of pipes. The pipe is at once a popular and appropriate article for a Christmas present. The smoker, however much he becomes attached to an old favorite, is always ready to welcome a handsome new pipe to his collection. People are very often at a loss to know on what to decide for a Christmas gift. The choice from a judicious assortment of pipes solves the difficulty.

Some wholesale houses now make up assorted lines of pipes for just this sort of trade. It will not be necessary, therefore, for the grocer to invest any very considerable amount of capital in order to secure an assortment which will be at once attractive and seductively profitable.

There is a very reasonable margin of profit, from 30 to 40 per cent., on pipes, and on some more. There is no waste, little capital is required, and no extra help is needed in order to dispose of the goods. The profit therefore is clear, and so much to the good.

Grocers will consult their best interests by calling on the tobacconists when in their wholesale centre, and looking over the great range of pipes that are some places carried. Ideas in this way may also be gathered for the best ways of displaying goods, and at the same time a serviceable familiarity gained with the several pipes most in demand.

A reference to our advertising columns will put the grocer, who is contemplating stocking pipes, in touch with the firms who can fill his requirements.

A Wonderful Industry.

IT is estimated that there are not fewer than 3,000,000 persons that earn their living, in whole or in part, from the growing and the manipulation of the tobacco plant, says The Western Tobacco Journal. In the United States alone there are no fewer than 657,715 persons engaged in growing, curing and manufacturing this product, besides those engaged in its

sale, transportation and the retail trade, which must be fully as many more in the aggregate. Assuming that the crop grown one year is manufactured or exported the next, or taking a series of years as a basis of figuring, the Government ought to be able to check through its Revenue and Customs Departments so as to account very closely for the amount of tobacco which the Agricultural Department declares through its statistical agent is produced each year. But the fact of the matter is there is quite a wide discrepancy. The reported production as given by the census of 1889 was 488,256,646 pounds. The total quantity of domestic tobacco reported by the Commissioner of Internal Revenue for that year, manufactured and exported, was 555,054,048 pounds. This statement shows an excess of manufactured and exported tobacco over production of 66,797,402 or 13.6 per cent. of the whole. Since the census of 1900 the conditions have been reversed, and now the trouble is to account for the large excess in production over that of manufacture and exportation. This is another proof that it is quite a difficult matter to arrive at anything like accurate statistics regarding the tobacco crop.

\$43,000 Worth of Pipes.

A REPRESENTATIVE of THE GROCER called on W. B. Reid & Co., wholesale tobacconists, Toronto, recently, and was shown through their pipes and smokers' supplies department. The department occupies the whole of the first flat, and was such as to astonish the writer. \$43,000 worth of pipes in 800 different styles are not seen every day. Mr. Reid has samples of each pipe in stock classified and arranged in a handsome cabinet, so that there is not the least trouble in find-

The enormous sale of

OLD CHUM

Cut Plug Smoking
Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.
OF CANADA, Limited.

CURRENCY

PLUG CHEWING TOBACCO

Its Success Tells All.

Sold by all Leading Wholesale Houses.

The Empire Tobacco Co., Limited

**She
Doesn't
Smoke!**

But her husband does, and don't you fail to remember that those 10 cent "Pharaoh" Cigars you sold him are pretty well talked over in the home.

This all goes to show you that in selling my cigars you are sure of pleasing the woman as well as the man. **She buys the groceries!**

J. BRUCE PAYNE, Limited,
Cigar Mfrs., Granby, Que.

Don't Forget

to put yourself in our place. What would you do with continuous successful sellers, such as

Harold H. Kim
AND
La Fama } **Cigars ?**

There is only one answer. Do what we are constantly doing. Maintain their quality.

BRENER BROS.

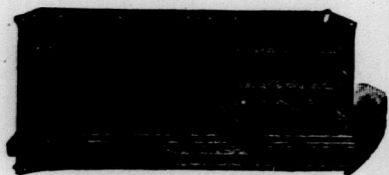
Cigar Mfrs., - - LONDON, CAN.

I. II. III.

There are three good reasons why grocers should sell **T & B** Tobacco. **I.**—It is not an upstart tobacco; it has endured time's test. **II.**—It adds dignity to a grocer's tobacco department. If **T & B** brand is omitted, there is a weakness that will soon be discovered, and loss of business results. **III.**—Tuckett's tobaccos are widely advertised. Thus they are readily sold. The more easily sold, the greater the profit.

T & B, 10-cent size, is a trade builder.

**The GEO. E. TUCKETT & SON CO., Limited,
HAMILTON.**



OUR "CORONATION."

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

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

Dominion Show Case Co.
53 Richmond St. East, TORONTO.

When you are talking up cut tobaccos, mention

QUEEN'S NAVY

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

ERIE TOBACCO CO.,
Limited
WINDSOR, ONTARIO

HORROCKS'

RONTO

5c.
Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

These Brands
ARE
Worthy.

CHEWING

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

UNION MADE

SMOKING

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

UNION MADE

Old Grocers

know it. Their trade in McAlpin Tobaccos has grown steadily year by year. The quality of the tobaccos and their excellent flavor are responsible.

New Grocers

East, West and everywhere will find McAlpin Tobaccos at once satisfactory and profitable. The guarantee of this is others' experience.

THE
McALPIN
Consumers Tobacco Co., Limited
TORONTO.

ing any style or price of pipe desired. There are all kinds calculated to delight the heart of the smoker; briars of long stems, short stems, bull dog shapes; cherry pipes of various designs; long Dutchman's hookahs, and aristocratic meerschaums, ranging in price to sell at from 25c. to \$10 each.

They come in all packages, from the sawdust packing around the plebeian clay to the morocco-bound, silk-lined work of art which encases the fragile meerschaum. In fancy pipes for Christmas trade especially there are some attractive lines, very handsome, mounted in silver and gold. These holiday goods are of course appropriately encased.

An inspection of the stock, which fills the shelves and tables of the department, raises the question of what becomes of all these pipes? The answer must be sought with the similar question, what becomes of all the pins?

Besides the pipes, the W. B. Reid Co. have a full line of cigarette and cigar cases, holders, and indeed all smokers' supplies, some of which, along with the pipes, are imported from Austria, France, Britain and the United States.

A consignment of 50 cases, valued at \$15,000, are just being taken out of the Custom House to complete the Christmas stock.

Murdered by Smugglers.

News comes from Constantinople to the effect that many of the Koldjis of The Turkish Tobacco Co. have been murdered in the everlasting strife there, says The Western Tobacco Journal. These men, it seems, are specially employed to keep down the smuggling, and are much hated by the poorer folk of the land. The selling of tobacco appears to be more or less of a foreign monopoly, and the consequent dearness of the leaf causes a great deal of smuggling to take place. Who knows whether the Christians in Macedonia murdered the Koldjis out of personal hatred or out of liking for cheaper tobacco. Probably for the latter reason, for, until the monopoly came, tobacco was cheap, but now it is so dear that well nigh an army would be required to put down smuggling.

Unique use for Cigar Boxes.

It is curious how firmly-rooted in Great Britain are the opinions of American "fakery," remarks The Tobacco and Cigar Journal. Any story, no matter how absurd, provided it relates to Yankee cunning, is apparently implicitly believed by the newspapers which publish such yarns and those that pass them on. One such,

that has recently been going the rounds is to the effect that "a Buffalo spice merchant collects old cigar boxes and reduces them to a powder which he sells for ground cinnamon." The report naively concludes that "this practice is a common one in Buffalo." It is interesting to learn even that firms purporting to be spice manufacturers are "common" in Buffalo.

British Tobacco Trade.

There are to-day 411 tobacco manufacturers in England, 46 in Scotland and 25 in Ireland. In 1897 there were 413 in England, 54 in Scotland and 27 in Ireland. In the United Kingdom there has been a total falling off of 24 manufacturers in five years.

In contrast to this condition the number of retail dealers has increased enormously. In England there has been an increase of 28,351, in Scotland 5,202 and in Ireland 1,603, making a total increase of 35,156.

There are 290,836 retail dealers in England, 32,806 in Scotland and 35,647 in Ireland, making a total of 359,289.

How the Bishop had his Smoke.

QUEEN VICTORIA had, as a matter of fact, the greatest objection to smoking, and would not allow a smoking-room in any of the royal palaces until comparatively recently. On one occasion, after being received at Windsor Castle, Bishop Phillips Brooks was shown to his room, and soon proceeded to light his accustomed cigar.

Presently the smoke reached the nostrils of a custodian somewhere not far away, who came to the door and asked the guest not to smoke, as it was forbidden. Bishop Brooks went into the corridor and continued smoking there. The custodian again begged him to desist.

The Bishop went back to his room and out upon the balcony, and resumed his cigar, thinking that he was now in the open air.

Again the custodian came, this time passing through the Bishop's room, and said:

"Smoking is not permitted, sir, in any part of Windsor Castle."

Once more he disappeared, and Brooks, who gave up a cigar with great reluctance, when he had once lighted it, returned to his room.

A happy thought occurred to him. There was an open fireplace in his room. The Bishop lay down on his back on the floor, put his head up into the chimney and began to smoke there. This time he was undisturbed. Before the smell of the smoke had betrayed him; now, the smoke went up the chimney.

The cigar was finished in peace.—Cincinnati Enquirer.



PIPE STOCK.

Our pipe stock is now in the best possible shape. Everything known to pipedom is in stock and at prices that ridicule opposition.

Write for Catalogue Containing Cuts and Quotations.

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

McDougall's Scotch Clay PIPES

are the standard of the world.

D. McDougall & Co., Glasgow. Scotland.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO KINGSVILLE, ONT.

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

Tobacco Notes.

Charles Legros, tobacconist, Peterboro', was found dead in his bed Friday morning. The deceased was a large importer of Havana cigars.

T. J. Horrocks says that his factory is taxed to supply the demand for the "Ronto" cigar, and the scarcity of good cigar makers adds to the difficulty.

The W. H. Steele Co., Scott street, Toronto, ask the attention of the trade to their stock of pipes which is now complete and ready for the holiday trade.

Abbott Blunt, in The Minneapolis Times, sagely remarks: "As to the New York man who is said to have wrecked his mind by smoking from 60 to 80 cigarettes a day, did he go crazy because he smoked so many cigarettes, or did he smoke so many cigarettes because he was crazy?"

According to the report of the English Consul at Pakhoi, the Chinese recently have been eager buyers of imported cigarette paper for rolling their own cigarettes. The custom has become very fashionable in China of late.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

The Best Advertising is "Store News"—It Should be Written in the Spirit in Which the Store is Managed.

THE same rules hold good in writing an advertisement as in news writing. First, tell what is offered for sale; second, where offered; third, by whom; fourth, give the most important essentials as to the goods, particulars as to qualities, values, usefulness, etc.; fifth, follow up with any interesting details that may be helpful and interesting to the buyer and help in any way to induce a sale.

All advertising certainly should be constructed with the idea, first, to inform, and second, to interest the reader. In the news columns of the daily papers striking headings are used to call attention to the facts contained in what follows and to the importance of the same. The headings frequently contain all, regarding certain classes of news, which many of the readers care to know.

So in advertising, the announcements which can be taken in at a glance, are all that many readers and possibly buyers wish; but these advertisements or ad. headings should convey an idea at a glance as to what the body of the advertisement has of special interest to present. The opening display line should be a key to the whole and reflect enough of what follows to awaken interest therein.

Advertising should be clear, simple and straightforward; should be neither trivial nor dull; should be dignified, but not stilted. The idea should be kept ever in mind that the advertisement is to inform. This always should be the leading thought; but it is wise, while informing, also to please and interest.

Here come in the uses of the art. The attractiveness that turns the attention to the advertisement creates the opportunity to inform. The word "advertise," while meaning to inform, comes from two latin words, "ad" to, and "verto" to turn, or literally to turn to, and what every advertiser wants is for the reader to turn to his advertisement. This might be accomplished by making it so hideous as to attract attention by its very hideousness. There may be classes of advertising in which even this might be allowable, as where the thing advertised is intended to save the purchaser and user from some-

thing horrible, and the object of the ad. is to startle and fill with terror. The lake of fire and brimstone and the burning that may never be quenched have served the purpose of advertising the means of escape therefrom, but purchasers are generally attracted rather than frightened into buying. The illustration which gives pleasure is more apt to awaken a desire for possession. "Vinegar never catches flies."

This has become an age of the gospel of the beautiful, the good and the true. Men are drawn by, instead of being compelled to, these. Truth is the first essential of the advertising art, as it is of eloquence, and it always attracts. Beauty might very properly be said to be the expression, in perfect form, symmetry and harmony, of truth itself, and hence is a prime essential in the well-constructed advertisement.

Man is a complex being, and has sentiment, heart, fancy and imagination that are just as real and active in their demands as is the body itself, or as are reason and judgment. The advertising story, while it must be truthful and, to be permanently effective, must be backed up by true, honest dealing, also must be made to appeal to the heart as well as to the understanding. It must not only appeal to the desire to satisfy actual necessities, but to the fancy, the taste and the imagination. The Indian's moccasins, blanket and leggings serve as protection to the body and keep out the cold, but they do not meet the demands of the modern well-dressed merchant. The crudest, coarsest kind of a statement, put up in Indian-blanket style, might answer for an advertisement of cornmeal and bacon in a hungry community already spurred to the buying point by the gnawings of appetite, but this would not be true as to either the necessities or luxuries of life in highly refined communities with unlimited opportunities for making choice as to character of food and with abundance of means to supply whatever refined taste or fancy might suggest or dictate.

This leads to another important thought: Advertising should be suited to

the people whom it is intended to reach and influence. One must not fire above the heads of his possible customers, but at their hearts, with words that are understood by them, and with a view to their likings, their conditions, and their financial ability.

This does not make it necessary to refrain from attacking wrongs or abuses in an advertisement, nor from showing that there are better ways of dressing or of living than the old methods—more economical, healthful and enjoyable. When this is undertaken, the advertiser is in the position of the pioneer or missionary, and must be well grounded in the facts that he presents. He must show, in a convincing manner, a knowledge above those whom he seeks to persuade from the old ways. This may, however, be said of all advertising that is to prove successful, for—as cannot be too frequently repeated, because apparently so often forgotten—advertising is to inform. One cannot inform another without superior knowledge.

No one ever knows too much about any subject on which he attempts to instruct others. Right here comes in the great trouble. The one who is most expert as to the goods, implements or machinery to be sold very frequently finds it almost impossible to put his knowledge on paper in a way forcibly and intelligently to convey that knowledge to others. If the merchant could only talk through his advertisement as he talks with his customers face to face there would be no trouble, but this seems almost impossible in most cases. Here is the place where the newspaper man must come to the aid of the dealer. He must get the story and then use his skill as a writer in putting the facts before the ad. readers as would the intelligent salesman, had he the customer before him really seeking to know.

Steinberg Bros., general merchants, Rosenfeld, have assigned to C. H. Newton, Winnipeg, and a meeting of the creditors was held on the 5th inst.

Sell Tobacco Pipes

in connection with your Tobacco Department. You will sell them if you have them. Pipes pay a good profit. Smokers are continually buying pipes. The proof of this lies all around you. Another proof is in the hundreds of thousands of pipes that are annually sold in Canada—and clay pipes are not counted.

The Holiday Trade in pipes has begun. Pipes for gifts, pipes for own use, are first-class stock. Here's a special offer to Canadian grocers, so good that it ought to bring to us some thousands of orders :



We will send prepaid to any address, on approbation, an assorted box containing three dozen pipes, valued at \$6.00, or \$2.00 per dozen, and which can be retailed at from 25 cents to 75 cents each, yielding an excellent margin of profit. If they are not the best pipe value you ever handled they can be sent back at our expense.

We have the largest, finest, most wonderful pipe stock ever shown in Canada—cheap pipes, expensive pipes, staple pipes, and pipes that are exclusive with us. We offer tobacco dealers the finest opportunity ever presented them in the matter of pipes. Anyone who sees our stock or samples has conviction of this straightway.

W. B. REID & CO.

58 Yonge
Street,

WHOLESALE
TOBACCONISTS

TORONTO,
Canada.

How is Your Coffee Trade?

Good, Eh!!—

CLUB COFFEE

Then you must sell our famous

—Put up in 1-lb. and 2-lb. Tins.—

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL.

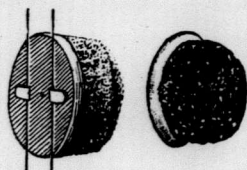
Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686

Telephone orders receive prompt attention.

A SELLING ARTICLE.



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

1. The low price at which we have been able to sell it, notwithstanding

the advance. 2. The quality, which has always been the same.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

"ACME" TABLE SALT

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

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

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.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited

TORONTO



Why not carry an assortment of

"CROWN"

Unfermented Wines!

(ALL FLAVORS)

Good Sellers.

Good Margin.

CROWN MFG. CO.

785 Yonge Street,

TORONTO

GOODWILLIE'S

FRUITS

are not only delicious in flavor,
beautiful in appearance and good
sellers,

BUT

always remind one of the glorious
Summer time in which they were
picked and put up in **GLASS.**



ROSE & LAFLAMME, Agents,
MONTREAL.

Paterson's Worcester Sauce



NEVER GETS
DUSTY ON
YOUR SHELF—

It sells too quick.



ROSE & LAFLAMME,
Agents,
MONTREAL.

F. P. SCUDDER ADOLPHE E. SMYLIE H. W. PETHERBRIDGE
President Vice-Pres't and Sec'y Treasurer

National Licorice Co.

Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

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

OFFICE—106 JOHN ST.

106-116 John St., } **Brooklyn, N.Y.**
227-237 Plymouth St., }

Illustrated Catalogue on request.

Grimble's



Pure Malt

VINEGAR

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

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

I. S. WOTHERSPOON,

204 Board of Trade Building.

MONTREAL, P. Q.

THE WALL PAPER TRADE

"FLAT PRICES" ON BORDERS.

THE retail wall paper dealers of Canada, in their own interests, should avoid the suicidal policy forced upon the retail wall paper dealers in the United States, of selling their borders at the same prices as side walls, a system now known as "Flat Prices." The retail dealers are frequently importuned to sell borders on a flat price basis by American book houses and a few Canadian book houses selling wall papers on such a plan.

This is a matter that has been thoroughly put before the retail trade of Canada in the last few years, and it is probably only necessary to draw their attention to it again for them to avoid doing that which will injure their business for the future. Some book houses tell buyers through circulars that they may figure the borders in the books they now have at the same price as the side wall they match. This is very much in the interests of these particular book houses, as last year's goods are jobs and should be bought at a large discount on the dollar, consequently, putting borders in at the same price as side walls in the old line is giving the book houses a large price for their old goods. The new lines, when they are issued, will be priced to let the book houses out, but it will play havoc with the retailer if he follows this method.

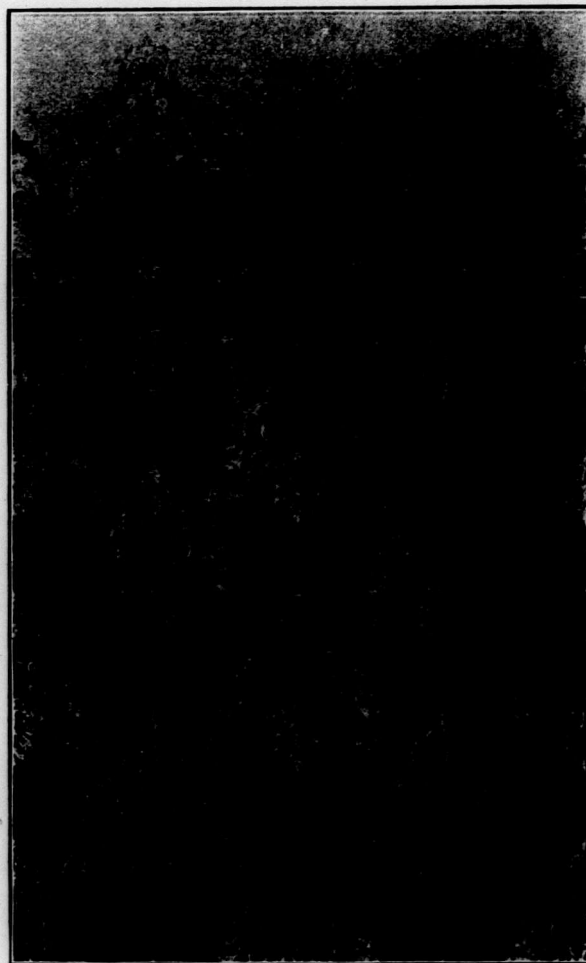
The Canadian wall paper manufacturers took a most commendable stand in declining to adopt the flat-price system, for their refusal to depart from the old and well established custom has made it possible for the retailer to continue the sale of borders by the yard, and in doing so they have had the interests of the retailer more particularly in view, for it would be quite possible for the manufacturers to sell at flat prices and be none the worse off; in fact, this course would probably result to their personal advantage; but flat prices are without doubt to the disadvantage of the retailer. Any retailer adopting the practice of selling at flat prices would require a very big advance on his side walls and ceilings to make up for the loss of profit on his borders, as may be seen by the two examples given below.

Example No. 1 shows that a paper retailing at 3c. per roll and a border at 1½c. per yard means an average selling price to the dealer of almost 4½c. per roll. Example No. 2 is a paper retailing at 4c. per roll and border at 2c. per yard; the dealer's average selling price on this is nearly 6c. per roll. Now, to make the same profit as he is now making, selling his border at a higher price than side wall and ceiling, he would require to sell the 3c. paper at 4½c. per roll, and 4c. paper for 6c. per roll; rather a difficult undertaking, and in what way would he profit by it?

Example No. 1—	
10 rolls side wall, at 3c. per roll.....	30c.
5 rolls ceiling, at 3c. per roll.....	15c.
1 roll 2 band border, 16 yards, at 1½c. per yd.	24c.
<u>16 rolls.</u>	<u>69c.</u>
Almost 4½c. per roll.	

Example No. 2—	
10 rolls side wall, at 4c. per roll.....	40c.
5 rolls ceiling, at 4c. per roll.....	20c.
1 roll 2 band border, 16 yards, at 2c. per yd.	32c.
<u>16 rolls.</u>	<u>92c.</u>
Almost 6c. per roll.	

What has been stated above to the retail dealer applies with equal force to the paper hanger and decorator who sells from sample books. Is it not clear to him that if he sells border by the roll at the same price as side wall and ceiling, he will have to hang the border by the roll at the same price he gets for the paper instead of by the yard? As the paper hanger receives from 3c. per yard and up, according to the width, he can easily figure for himself which basis is the more profitable. If he is to make the same ratio of profit on his work, in order to hang the



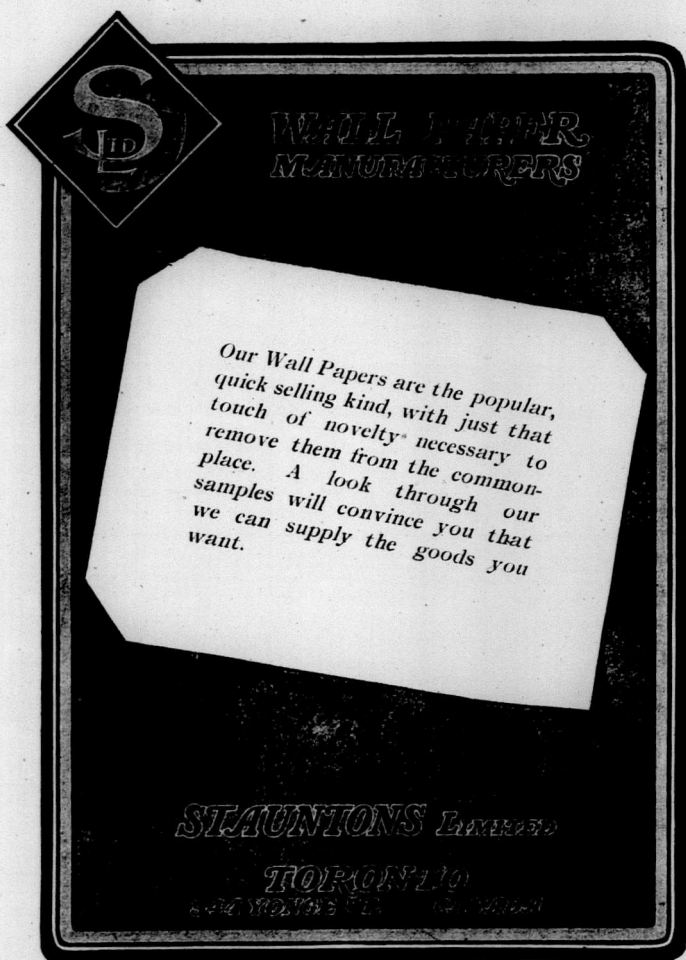
Pattern 1484—An effective wall paper manufactured by Staunton's Limited, Toronto.

border by the roll, he will have to advance his charge for the side wall and ceiling. Will his customers stand this? It is not probable.

The retail dealers, paper hangers and decorators cannot too strongly discourage the practice of buying and selling on the flat-price basis. They do not buy any cheaper, for nobody can get a gold dollar for 90c.; indeed, they may even pay higher prices, and when selling have to be satisfied with smaller profits. This should be worked out by everybody engaged in the wall paper business.

TURNED
 8 23 1914
 -Box 16
 Page 11
 [Signature]

LON
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 Ex
 Re



WALL PAPER MANUFACTURERS

Our Wall Papers are the popular, quick selling kind, with just that touch of novelty necessary to remove them from the common-place. A look through our samples will convince you that we can supply the goods you want.

ST. JONNS LIMITED
TORONTO

Lots of Grocers Could Make More Money

by doing a little better advertising.

For such as lack ideas W. Arthur Lydiatt's new book of suggestion "100 Good Ads for a Grocery Store" will prove of great value.

It contains 100 bright, newsy ads for nearly all the different articles found in a good grocery—several pages of short, catchy sayings, suitable for headlines, show cards, etc., and a chapter of common-sense talk on grocer's advertising.

The price is \$1, and, as one purchaser says, "you certainly get your money's worth." The book will be sent to any address on receipt of one dollar.

MacLean Publishing Co.,

TORONTO.



QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk
 The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.

NEW YORK.



"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
 Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

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

THE ADVANTAGES

of our Savings Department are not confined to residents of Toronto. We have every facility for taking charge of either large or small accounts of persons residing anywhere.

Our book, "SAVING MONEY BY MAIL," will be sent free on receipt of your address.

CANADA PERMANENT MORTGAGE CORPORATION

Formerly The Canada Permanent and Western Canada Mortgage Corporation. — Toronto Street, Toronto.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

ADVANTAGES

of using a Corporate Trust in preference to an individual

1. Continuity of Service.
2. Absolute Security.
3. Experienced Management.
4. Reasonable Charges.
5. In Administrations, Bond not required by Court.

THE TORONTO GENERAL TRUSTS CORPORATION

was established expressly to furnish the public with a thoroughly equipped organization to undertake Trusts of every description.

J. M. LANGMUIR, Managing Director.

Booklet on Application.

YOUR BANK ACCOUNT

Will receive every consideration if kept at

The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital
\$2,850,000.00

Reserve Fund
(larger still)
\$2,950,000.00

Total Assets (over)
\$24,000,000.00

Incorporated 1855.

BUSINESS ACCOUNTS Invited

Interest added to
SAVINGS ACCOUNTS
every six months

Drafts and Letters of Credit
issued for your business or your personal requirements.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, \$8,700,000
Rest, \$3,000,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

The offices of this Bank number 105, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager.
NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents.

99 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager.
HALIFAX, H. N. Wallace, Manager.
WINNIPEG, John Aird, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.
DAWSON, D. A. Cameron, Manager.

TORONTO, John C. Kemp, Manager.
VANCOUVER, Wm. Murray, Manager.
OTTAWA, Robert Gill, Manager.
VICTORIA, Geo. Gillespie, Manager.
HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.
SEATTLE, WASHINGTON, G. V. Holt, Manager.
PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.
Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

The Metropolitan Bank

CAPITAL PAID UP, - - \$1,000,000.
RESERVE FUND, - - 1,000,000.

DIRECTORS:

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President.
C. D. MASSEY, T. BRADSHAW, F.L.A., D. E. THOMSON, K.C.

HEAD OFFICE, - - TORONTO.

W. D. ROSS, GENERAL MANAGER.

SAVINGS BANK DEPARTMENT

at all Branches.

Interest allowed on all deposits of \$1.00 and upwards at highest current rates.

FINANCE AND INSURANCE

THE dispute over fire insurance rates in Ottawa is likely to reach a satisfactory settlement as a result of the decision of the Canadian Fire Underwriters' Association, in Montreal, October 9 and 10, when it was decided to remove the surcharge of 25c. under certain conditions. The underwriters placed this surcharge on account of the extra hazard in Ottawa from lumber yards and the defective water-works system. In consideration of certain improvements the surcharge will be reduced 10c. after December 1, the remainder to be taken off when the big conflagration hazard is entirely removed.

* * *

THE branch at Ottawa of the Toronto General Trusts Corporation is now fairly in the field, and with a strong and representative advisory board and Mr. H. W. Chamberlin as manager, a successful career is predicted for the new venture in that section. The Toronto General Trusts Corporation has now a capital and reserve of over one million and a quarter, and with upwards of \$25,000,000 under its care, will be an important factor in the money loaning business in its new field of operations.

* * *

"COTTON companies are doing well. Of course they would do better if they had protection. Canadian Colored Cotton at 40, pays 10 per cent. on the investment. Surely there should be a big chance in buying it with hardly any risk. One buying Dominion Cotton at 32 should double his money in a year or two. This may seem a long time, but it may be sooner." The above is an extract from a recent interview with Mr. Rudolph Forget, of L. J. Forget & Co., Montreal, one of the most influential brokers and best-known financiers in Canada. Mr. Forget also speaks enthusiastically of the opportunities for investment in Canadian industrial and railway stocks. While it is gratifying to hear Mr. Forget speak so encouragingly, the fact nevertheless remains that the present indications on the stock market do not point to a boom, and the squeezing to which Canadian investors have been subjected in the last few months has bred more or less distrust in "good things."

* * *

ONE of the most interesting developments of the month was the proposal for the re-organization of The Canada Cycle & Motor Co. by cancelling \$3,000,000 common stock and reducing 30,000 preference shares from \$100 to \$20 each, par value. The preference shares were then to become shares without preference or priority and 5,000 of them were to be retained in the treasury. The discussion of this proposal, which was to have taken place at the annual meeting of the company on the afternoon of October 29, was prevented by the issuance of an injunction at the instance of the executors of the estate of Henry McGill to prevent a vote being taken on the matter of reducing the capital until Thursday, November 5, and until a motion then to be made to continue the injunction be disposed of. At the meeting the situation was explained and an adjournment made for six weeks. The annual statement would have shown a net profit for the year of \$29,344.90.

CANADA PERMANENT MORTGAGE CORPORATION.

THE Canada Permanent Mortgage Corporation, one of the leading Canadian financial institutions, has a paid up capital of \$6,000,000, which is equalled only by that of three of the largest Canadian banks. It has a reserve fund of \$1,600,000, and its invested funds amount to \$23,600,000. That the management are justified in taking credit for the virtue of stability is evident from the last statement. Less than \$2,000,000 (not quite eight per cent. of its total investments) represents the corporation's entire interest in bonds and stocks, all of which are assured dividend payers. Of this \$1,505,315 represents advances on stocks and bonds. The company does not itself own any stocks or bonds, with the exception of municipal debentures to the extent of \$448,420. The remainder of its assets, amounting to more than \$21,000,000, are made up of mortgages on real estate, cash on hand, and the corporation's office premises. It also issues four per cent. debentures which are a legal investment for trust funds, authorized by act of the Legislature, (a favorite investment of both fire and life assurance companies, for deposit with the Canadian Government). The depositors and debenture holders have an equal first claim on the entire assets of the corporation, including \$7,600,000 of actual paid up capital and surplus. By the terms of its act the Canada Permanent's investments in bonds and stocks cannot at any time exceed 75 per cent of its paid up capital. It must, therefore, have the entire amount of its borrowed capital (deposits and debentures) as well as 25 per cent. of its shareholders' capital, invested in mortgages upon real estate. In the selection of the latter there is brought to bear the very best experience available in Canada.

SHRINKAGE OF INVESTMENT SECURITIES.

THE shrinkage of securities which has wrought such havoc in financial circles these recent months has been the subject of innumerable editorials, articles and explanations. Everyone is now ready to explain how it happened, although there is not the same unanimity in deciding on what is to be the outcome.

The explanation which is most popularly received and which has a large groundwork of fact, is over capitalization.

Confined to some of the new industrials little fault can be found with this explanation. At the height of the boom, enterprises were launched with a recklessness engendered of the gambling spirit. Capital stock was limited only by the receptivity of the investing or rather speculating public. Naturally the reaction came with the shrinkage which has been so much deplored, but which, under the circumstances, could not but have come.

Some other explanation, however, must be sought for the shrinkage during the Summer months of railroad securities of established credit, which have suffered, if not altogether so severely, yet almost as generally. It has been suggested that large blocks of these "gilt edged" securities were held in reserve by bankers and syndicates who were loaded up with industrials. When the slump came in the market and the investing public withdrew, the

embarrassed bankers and syndicates found themselves called upon to discharge the loans contracted to underwrite and hold the industrial shares. They were compelled, therefore, to realize either on their industrials, which were depreciated and practically unsalable, or on their investment shares, which were at least salable at a price.

That this explanation has more or less force cannot be denied, but it is not all. Quite aside from the necessities of borrowers there was a further reason for a decline in the fact pointed out in these columns a short time ago, that the returns from investments in these stocks were extremely low, 4 per cent. indeed, while, at the same time, time loans to corporations in the highest credit placed for a year or more commanded 6 per cent., while merchants and manufacturers in perfectly good standing were borrowing on their notes at an even higher rate.

Capital under these conditions was certain to flow to the quarters where the most profitable investments could be secured. To emphasize this tendency there was a further inducement in the knowledge that other large security issues were about to be offered. For instance, when the Pennsylvania Railroad offered its own shareholders a large block of new shares at 120, their old shares, which had been listed at 157, were rapidly thrown on the market, and sold down to 120 to secure the funds to buy in the new. The fate of the Pennsylvania led to the postponement of other issues that had been contemplated, but the knowledge that their issuance was impending was certainly a factor in increasing the shrinkage.

A further factor that has been given much prominence is the bear element. Bear raids, bear manipulation, pressure by the bears, are phrases constantly in use in the papers. But what is the actual position of the bear in the market? He sells stocks he thinks are going to decline that he may buy them in later at the bottom price, just as the bull buys in stocks he thinks are going to rise in hopes of selling out at a higher figure. Both are incidents rather than causes of market fluctuations, and serve more to intensify and prolong fluctuations which are primarily due to other causes. In times of panic the bear certainly has a disproportionate influence, but as he must subsequently buy in the stock he has sold short the ultimate tendency of his completed campaign is to restore the equilibrium he has helped to disturb.

CURRENT BANK NOTES.

The Sovereign Bank has opened a branch at Frelighsburg, Que.

A branch of the Bank of Hamilton has been opened at Ripley, Ont.

The Royal Bank of Canada has established a new branch at Edmundston, N.B.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$1,864,730.13.

LOSSES PAID SINCE ORGANIZATION, \$22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

The Sovereign Bank has opened another branch in Ottawa, on Clarence street.

A branch has been opened at Preston, Man., by the Bank of British North America.

The Bank of Nova Scotia will shortly open branches at Calgary, Fort Saskatchewan, Vancouver and Wetaskiwin.

On November 2 the Bank of Hamilton will open its second branch in Toronto, on the corner of Queen and Spadina.

The Bank of Montreal has opened branches at Brandon under the charge of Mr. W. Watson, and at Indian Head under Mr. R. M. Napier.

The Bank of Ottawa has opened a branch at Buckingham. J. K. Lough, of Ottawa, has been placed in charge for the present.

It is said that the Eastern Townships Bank, Bank of Toronto, and the Union Bank of Canada are to start branches at the coast. All three will start either in Vancouver or Victoria, or both, and Eastern Townships will also probably locate another branch at Nanaimo. The Dominion Bank officials have decided not to open any branches at the coast at present.

WHEN you turn the life insurance agent away with the promise of next week, next month, or next year, do you ever reflect how uncertain it is whether he can do you any good? asks Insurance Age. In the first place you may not be alive when the time comes. In that case the business is settled once for all. But if you are, and want the company, the company may not want you. Any one of a thousand things may turn up to disqualify you as a risk. That cough may return or exposure may have weakened you, or disabling accident may have come. Or, added to an already none too good record, some of your near relatives may have been carried off by a prejudicing malady. A life company is a pretty exclusive sort of club. It doesn't take much to get you blackballed there. It is a good day when the man and the company both conclude they want each other.

UP-TO-DATE

Financial and Commercial Corporations ask applicants for positions to furnish a Guarantee Bond instead of letters of recommendation. For particulars apply

DOMINION OF CANADA GUARANTEE & ACCIDENT INSURANCE CO.

Cor. King and Yonge Sts., TORONTO.
J. E. ROBERTS, - General Manager.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital	-	\$2,000,000.00
Toronto,	Assets, over	-	3,333,000.00
Ont.	Annual Income	-	3,536,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

THE CANADIAN GROCER

CUP QUALITY COUNTS—Therefore handle



Established 1845

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

High-Grade

COFFEES

S. H. & A. S. EWING

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

**THE AUER
GAS LAMP**

"Turns night-time into day-time"

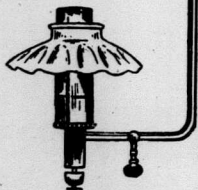
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

— THEN WRITE FOR —
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

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

Brunner, Mond & Co's

BICARBONATE OF SODA

in Kegs, Drums and Casks.

Unquestionably

**PUREST
CHEAPEST and
BEST.**

THE STANDARD OF EXCELLENCE

Winn & Holland

MONTREAL. Sole Agents for Canada.



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



LAUNDRY BLUE

The best season for Laundry Blue is now commencing . . .

See that you have a good stock of . . .

KEEN'S

OXFORD

BLUE

The delight of the laundry

KEEN'S Oxford BLUE

KEEN'S Oxford BLUE

KEEN'S Oxford BLUE



Current Market Quotations for Proprietary Articles

November 5, 1903.

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

Baking Powder.

	Per doz.
Cook's Friend	2 10
Size 1, in 2 and 4 doz. boxes	2 10
" 2, in 6 "	0 50
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4 oz.	1 20
3 doz.	6 oz.	1 75
1 doz.	12 oz.	3 50
2 doz.	12 oz.	3 45
3 doz.	12 oz.	3 40
2 doz.	16 oz.	4 45
3 doz.	16 oz.	4 35
1 doz.	2 1/2 lb.	10 40
1 doz.	5 lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	3c.	\$9 40
4 "	4 oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
2 "	12 "	1 40
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2 1/2 lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

	Per doz.
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Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1/2 lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

ROYAL BAKING POWDER CO.

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

CLEVELAND'S

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

Blacking.

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

Blue.

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

Black Lead.

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

Borax.

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

Brooms.

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

CANADIAN BROOM CO.

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

Canned Goods.

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

Per case, 100 tins.

French Peas, Delory's -	
Moyen's No. 2	\$9 00
1 Fins	10 50
2 Fins	12 50
3 Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines -	
1 Holland	9 50
1 Delory	10 50
1 Club Alps	2 50

Cereals.

Wheat OS, 2 lb. pkgs., per pkg.	0 08
" " 7 lb. cotton bags, per bag.	0 18 1/2
Quaker Oats, 2 lb. pkgs., per case.	3 00
Tilson's Oats, 2 lb. pkgs., per case.	3 00

Chocolates and Cocos.

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

Chocolate -

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

FRY'S.

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

Cocoa -

Concentrated, 1/2's, 1 doz. in box	Per doz. 2 40
" " 1/2's, " "	4 50
" " 1/2's, " "	8 25
Homeopathic, 1/2's, 14-lb. boxes	0 23
" " 1/2's, 12-lb. boxes	0 23
Egg's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Mott's Broma	Per lb. \$0 30
Mott's Prepared Cocoa, 1/2's and 1/4's boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 65
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate 0 21	0 32
Mott's Sweet Chocolate Liquors 0 20	0 36

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's,	
per box	3 00
Soluble chocolate (hot or cold soda)	
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box,	
per box	1 56

—cheap, dark **MOLASSES**



versus
bright, clear, pure and healthy

SYRUP

“Comparisons are odious”

—Of all syrups in Canada,
—CROWN brand stands
—uniquely alone, and
—ahead of all others

Put up in 2-lb., 5-lb., 10-lb. and 20-lb. tins.
Also barrels, ½-barrels and kegs.

Look for the CROWN on the
Package.

MANUFACTURED ONLY BY
The EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

63 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

Cocoanut.
L. SCHEPP & CO. Per lb.

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

Condensed Milk.

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



Borden's Condensed Milk Co.

Single brand	\$1 65
Gold Seal brand	1 30
Peerless brand evaporated cream	1 02



Coffee.

See brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

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

Nectar	0 30
Empress	0 28
Duchessa	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—

Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO. Per lb.

Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 22½
Mocha	0 22½
"Condor" Java	0 27½
Mocha	0 27½

15-year-old Mandehing Java and hand-picked Mocha

1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 11
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Cheese.

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

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	
Un-covered and num. Coupons	bered. numbered.
In lots of less than 100 books, 1 kind assorted.	4c. 4½c.
100 to 500 books	3½c. 4c.
100 to 1,000 books	3c. 3½c.
Allison's Coupon Pass Book.	
\$1 00 to 3 00 books	3 cents each

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

Cane's Clothes Pins.
UNITED FACTORIES, LIMITED.

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

Cleaner.

BRUNSWICK'S EASYBRIGHT
WESTMINSTER CLEANER
CLEANS EVERYTHING.

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

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

Extracts.
HENRI JONAS & CO. Per gross.

2-oz. London extracts	\$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. Spruce essence	9 00
2-oz. " "	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle	21 00
4-oz. " (corked)	36 00
8-oz. " "	72 00
8-oz. " glass stop extracts	\$3 50
8-oz. " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. Jockey decanters	3 50

Food.

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

Jams and Jellies.
SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50

Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55. 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
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate	per lb. 0 06
7, 14 and 30 lb. wood pails,	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06

BRAND & CO.

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

Licorice.
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
"Purity" licorice 20 5-lb. cans	1 50
" " 100 sticks	1 45
Dulce large cent sticks, 100 in box	0 73

Lye (Concentrated).
GILLET'S PERFUMED.

Per case	
1 case of 4 doz.	\$3 80
3 cases	3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.
COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00

RECKITT'S BLUE and BLACK LEAD (Always give your Customers Satisfaction.)

Durham 4-lb. jar.....	per jar	0 75
" 1-lb. jar.....		0 25
F. D. 4-lb. tins.....	per doz.	0 85
" 1-lb. tins.....		1 45

HENRI JONAS & CO.

	Per gross	
Pony size.....		\$ 7 50
Imperial, medium.....		9 00
Imperial, large.....		12 00
Tumblers.....		12 00
Mugs.....		13 20
Pint jars.....		18 00
Quart jars.....		4

E. D. MARCEAU, Montreal.

"Condor," 12 lb. boxes		
1-lb. tins.....	per lb.	\$ 0 35
1-lb. tins.....		0 32 1/2
4-lb. jars.....	per jar	1 20
1-lb. jars.....		0 35
"Old Crow," 12 lb. boxes		
1-lb. tins.....	per lb.	0 25
1-lb. tins.....		0 23
1-lb. tins.....		0 22
4-lb. jars.....	per jar	0 70
1-lb. jars.....		0 25

Olive Oil.

Barton & Guestier's quarts.....	Per case	\$ 5 00
" pints.....		4 00

Orange Marmalade.

THE LEVY, BLAIN CO., LIMITED

Anchor brand, 1-lb. glass.....	\$1 50
quart gem jars.....	3 40

L. LIPTON & CO.

1 lb. glass jars, 2 doz. case.....	per doz	\$ 0 95
Home-made, in 1 lb. glass jars.....		1 50
In 5 and 7 lb. tins and 7-lb. pails, per lb.....		0 06

CLEMES BROS.

Pure fruit stock.....		
10 oz. glass jars, 2 doz. case.....	per doz	\$1 00
16 oz. glass jars, 2 doz. case.....		1 50
Quart gems, 1 doz. case.....		3 35
In 5-lb. tins.....	per lb.	09

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.		
Cement stoppers (pints).....	per doz	\$ 2 30
Corked.....		1 90


Sauces.

BRAND & CO.

Worcester.....	\$1 85
Tomato catsup.....	2 00
Mayfair relish.....	2 60
Indian chutney.....	1 75
Mango.....	2 25
A 1.....	1 70 2 60 3 15

Soda.

COW BRAND.

	Case of 1 lb. containing 60 pkgs., per box, \$3 00.
	Case of 1/2 lb. (containing 120 pkgs. per box, \$3 00).
	Case of 1 lb. and 1/2 lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.
	Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 1/2-lb. pkts. (60 lb.), per case, \$2 70.
Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages.....	\$ 2 75
No. 2, " 120 1/2-lb. ".....	2 75
No. 3, " 30 1-lb. ".....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case.....	2 85
" cases.....	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.) Per case
" 10 oz., cases, 96 pkgs.) case
" 16 oz., cases, 60 pkgs.) \$2 75

Soap.

A. P. TIPPET & CO., Agents.

Maple soap, colors.....	per gross	\$10 20
" black.....		15 30
Oricle soap.....		10 20
Florida soap.....		12 00
Stray hat polish.....		10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.	
No. 1 White or blue, 4-lb. cartor.....	\$ 0 06	
No. 1 " 3-lb. ".....	0 06	
Canada laundry.....	0 05	
Silver gloss, 6-lb. draw lid boxes.....	0 07 1/2	
Silver gloss, 6-lb. tin canisters.....	0 07 1/2	
Edward's silver gloss, 1-lb. pkg.....	0 07 1/2	
Kegs silver gloss, large crystal.....	0 06 1/2	
Benson's satin, 1-lb. cartons.....	0 07 1/2	
No. 1 white, bids. and kegs.....	0 05 1/2	
Benson's enamel.....	per box 1 25 to 2 59	

Culinary Starch

Benson & Co.'s Prepared Corn.....	0 06 1/2
Canada Pure Corn.....	0 05 1/2

Rice Starch

Edwardsburg No. 1 white, 1-lb. car.....	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08 1/2

"Bee" brand, cases, 64 packages..... 5 00

BEAUFORT STARCH WORKS, LIMITED Ontario and Quebec

Laundry Star hes

Canada Laundry, boxes of 40 lb.....	\$0 05
Acme Gloss Starch.....	
1-lb. cartons, boxes of 40 lb.....	0 05 1/2
Finest Quality White Laundry.....	
3-lb. Canisters, cases of 48 lb.....	0 06
Barrels, 200 lb.....	0 05 1/2
Kegs, 100 lb.....	0 05 1/2
Lily White Gloss.....	
1-lb. fancy cartons, cases 30 lb.....	0 07 1/2
6-lb. toy trunks, 8 in case.....	0 07 1/2
6-lb. enameled tin canisters, 8 in case.....	0 07 1/2
Kegs, ex crystals, 100 lb.....	0 06 1/2

Brantford Gloss

1-lb. fancy boxes, cases 36 lb.....	\$0 07 1/2
Canadian Electric Starch.....	
Boxes of 40 fancy pkgs., per case.....	2 50
Celluloid Starch.....	
Boxes of 45 cartons, per case.....	3 40

Culinary Starches

Challenge Prepared Corn.....	0 05 1/2
1-lb. packages, boxes 40 lb.....	
No. 1 Brantford Prepared Corn.....	0 06 1/2
1-lb. packages, boxes 40 lb.....	
Crystal Maise Corn Starch.....	0 07 1/2
1-lb. packages, boxes 40 lb.....	0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED Ontario and Quebec.

Culinary Starches

St. Lawrence corn starch, 40 lb.....	0 06 1/2
Durham corn starch, 40 lb.....	0 05 1/2

Laundry Starches

No. 1 White, 4-lb. cartons, 48 lb.....	0 06
" 3-lb. cartons, 36 lb.....	0 06
" 200-lb. bbl.....	0 05 1/2
" 100-lb. kegs.....	0 05 1/2
Canada Laundry, 40 to 46 lb.....	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb.....	0 07 1/2
" 1-lb. fancy, 30 lb.....	0 07 1/2
" large lumps, 100 lb kegs.....	0 06 1/2
Patent starch, 1-lb. fancy, 28 lb.....	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.....	0 05 1/2

OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4. less 5 per cent.

Stove Polish.

Syrup.

"Crown" Brand Perfection Syrup.....	
Enamelled tins, 2 doz. in case.....	\$2 40

Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	1 90
5 " 1 " ".....	2 35
10 " " ".....	2 25
20 " " ".....	2 10

(10 and 20 lb. tins have wire handles.)



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1s.....	\$0 20	\$0 25
" 1/2s.....	0 21	0 26
Green Label, 1s and 1/2s.....	0 22	0 30
Blue Label, 1s, 1/2s, 1/4s and 1/8s.....	0 30	0 40
Red Label, 1s and 1/2s.....	0 36	0 50
Gold Label, 1/2s.....	0 44	0 60

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.



Black Label, 1-lb., retail at 25c.....	\$0 19
" 1/2-lb. ".....	0 20
Blue Label, retail at 30c.....	0 22
Green Label.....	0 28
Red Label.....	0 35
Orange Label.....	0 42
Gold Label.....	0 55

RAM LAL'S PURE INDIAN TEA



Cases, each 60 1-lb.....	\$0 35
" 60 1/2-lb.....	0 35
" 30 1-lb.....	0 36

LUDELLA CEYLON, 1'S AND 1/2'S PKGS.

Blue Label, 1s.....	\$0 18 1/2	\$0 25
Blue Label, 1/2s.....	0 19	0 25
Orange Label, 1s and 1/2s.....	0 21	0 30
Brown Label, 1s and 1/2s.....	0 28	0 40
Brown Label, 1/2s.....	0 30	0 40
Green Label, 1s.....	0 35	0 50
Red Label, 1/2s.....	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.	
Blacks—	Wholesale. Retail.
Tetley's Extra quality.....	\$0 65 \$1 00
" No. 1.....	0 50 0 70
" Special.....	0 42 0 60
" No. 2.....	0 35 0 50
" No. 3.....	0 30 0 40
" 30c.....	0 22 0 30
" No. 4.....	0 20 0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

Ceylon Greens

No. 1.....	\$0 35 \$0 50
No. 2.....	0 30 0 40
No. 3.....	0 20 0 25

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and 1/2s.....	\$0 35 \$0 50	
Blue Label, 1-lb. and 1/2s.....	0 28 0 40	
Green Label, 1-lb.....	0 19 0 25	
Green Label, 1/2s.....	0 20 0 25	
Japan. 1s.....	0 19 0 25	

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes.....	\$0 42
" II 40-lb. boxes.....	0 40
" III 80-lb. ".....	0 37
EMD AAA Japan, 40 lb " at.....	0 35
" AA 40 " ".....	0 32 1/2
Blue Jay, basket fired Japan, 70 lbs., 0 30	

"Condor" IV 80-lb. ".....	04 3
" V 80-lb. ".....	0 30
" XXXX 80-lb. boxes.....	0 25
" XXXX 30-lb. ".....	0 26
" XXX 80-lb. ".....	0 22
" XXX 30-lb. ".....	0 23
" XX 80-lb. ".....	0 20
" XX 30-lb. ".....	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 30	

Black Teas—"Nectar" in lead packets—

Green Label.....	retails 0 25 at 0 20
Chocolate Label.....	0 35 at 0 25
Blue Label.....	0 50 at 0 36
Maroon Label.....	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.....	0 32 1/2
" Blue, 1-lb.....	0 42 1/2
" Maroon, 1-lb.....	0 50
" Maroon, 1-lb.....	1 50

"Condor" Ceylon black tea in lead packets

Green Label, 1s, 1/2s and 1s, 60-lb. cases.....	retail 0 25 at 0 20
Grey Label, 1s, 1/2s and 1s, 60-lb. cases.....	0 30 at 0 23
Yellow Label, 1s and 1s, 60-lb. cases.....	0 35 at 0 26
Blue Label, 1s, 1/2s and 1s, 50-lb. cases.....	0 40 at 0 30
Red Label, 1s, 1/2s and 1s, 50-lb. cases.....	0 50 at 0 34
White Label, 1s, 1/2s and 1s, 50-lb. cases.....	0 60 at 0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1.....	per lb. 0 35
No. 2.....	0 30
No. 3.....	0 25
No. 4.....	0 20
No. 5.....	0 17 1/2

L. LIPTON'S TEA (in packages). Per lb.

No. 1, cases 50 lb., (50 1/2-lb. packages) \$0 35	
" 25 1-lb. ".....	0 34
No. 1, cases 50 lb., in 5-lb. tins.....	0 35
No. 2, cases 50 lb., (50 1/2-lb. packages) 0 29	
" 25 1-lb. ".....	0 28
No. 1, cases 50 lb., in 5-lb. tins.....	0 23
" 25 1-lb. ".....	0 23
No. 3, cases 50 lb., (50 1/2-lb. packages) 0 23	
" 25 1-lb. ".....	0 22
No. 3, cases 50 lb., in 5-lb. tins.....	0 23
Green Ceylon, No. 1, (25 1-lb.).....	0 35
Green Ceylon, No. 2, (25 1-lb.).....	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking Empire, 3 1/2s, 5s and 10s.....	\$0 39
" Amber 3s and 3s.....	0 36
Chewing "Star" bars, 10oz.....	0 43
" Bobs, 5 1/2s and 11s.....	0 44
" 10 1/2 oz. bars, 6s.....	0 44
" Currency, 12 oz. bars, 12s.....	0 47
" 6s and 12s.....	0 47
" Old Fox, narrow, 12s.....	0 47
" Snowflake, 14oz b's, sp'd 6 1/2.....	0 51
" Pay Roll, 7s and 6 1/2s.....	0 52
" Fair Play, 8s and 13s.....	0 53

Vinegars.

E. D. MARCEAU,