

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

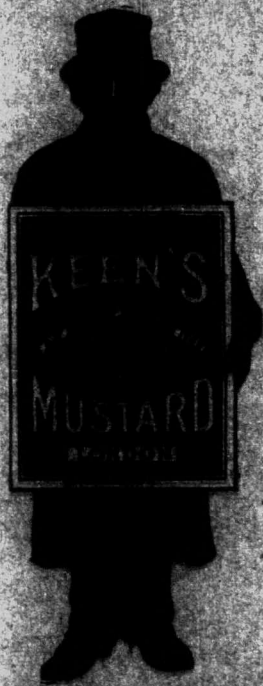
THE CANADIAN GROCER

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

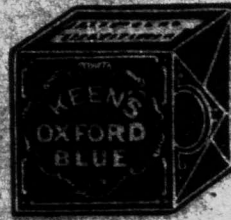
VOL. XVIII.

MONTREAL AND TORONTO, OCTOBER 14, 1904.

NO. 42.



Keen's



Oxford Blue

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

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

Note---When ordering Laundry Blue---

Keen's Oxford Blue and no other.

Quality is Everything

— IN A —

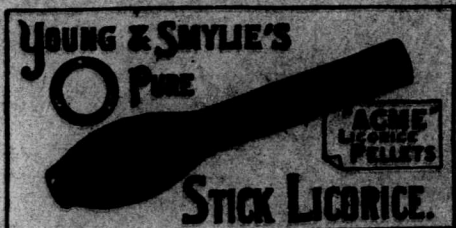
SODA BISCUIT

CHRISTIE'S SODAS have this essential. None but the best ingredients are used, and none but the best methods in manufacture are employed. Hence the best biscuit is obtained; and Christie's Sodas are the best. When merchants handle the best their trade is naturally of the same character.

Christie, Brown & Co., Limited, Toronto and Montreal.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

National Licorice Co.



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

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

ENGLISH STANDARDS

—the highest in the world, govern the makers of

Southwell's

Jams and Marmalades

For grocers doing a fine trade there is satisfaction and safety in handling Southwell's goods.

Frank Magor & Co.

Canadian Agents,
403 St. Paul St., MONTREAL



GOLD DUST

to the rescue. It will shorten the work and lighten the load. Clean the kitchen, wash the attic—dishes and clothes, pots and pans, floors and doors.

Housework is hard work without GOLD DUST. — the modern housewife's best friend.

THE N. K. FAIRBANKS CO.

You want the best

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—*the highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it*.

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

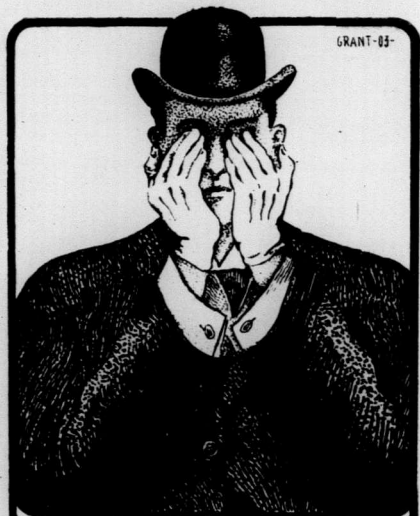
Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. Insist on having the "Griffin" Brands. *They satisfy.*

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
8 Place Royale, Montreal.

MANUFACTURERS' AGENTS AND BROKERS.



DEPARTMENT OF ADVERTISING SERVICE

**None so Blind
As Those Who
Won't See.**

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

TORONTO.

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

Established 1885

W. H. Millman & Sons

Grocery Brokers

27 Front St. E., Toronto, Canada

Ask us for prices on

**Evaporated Apples,
Green Apples, etc.**

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

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

Consign your cars to us.

Goods reshipped.

Excellent storage.

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

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

Manufacturers'
Representative

CHAS. MILNE
Commission Merchant

WRITE ME.

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

Sell Flower Pots.

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

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

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

WINNIPEG.

Dingle & Stewart

WINNIPEG, CANADA.
COMMISSION BROKERS.

Excellent Storage Accommodation.
Consign Your Cars to Us.

**EASTERN MANUFACTURERS
—AND—
SHIPPERS.**

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

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

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

Commission Brokers,
Storage.

Correspondence Solicited.

If you have any snaps let us hear from you.

GENUINE

**PRATTS ASTRAL
LAMP OIL**

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

WHOLESALE ONLY.

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

To Manufacturers' Agents

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

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

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

At Its Height Now is the PICKLING SEASON

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

Samples and Prices at Your Immediate Service.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.
 96-104 KING ST., MONTREAL
 Telephone Bell Main 65.
 Merchants 522.

Telephone orders receive prompt attention.



CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP

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

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

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

The Capstan Mfg. Company

TORONTO, ONT., CAN.

THE AUER GAS LAMP

Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. **SATISFACTION GUARANTEED.** Catalog on Request.

AUER LIGHT CO., MONTREAL.

Deservedly

Lytle's Mince Meat has the quality — one reason why it sells so well.

Popular

The grocer knows this mince meat is always the same. Only best quality meat and choice fruits are used.

The best there is in Mince Meats

Put up in convenient sized fibre and wooden pails.

The T. A. LYTLE COMPANY, Limited

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

TEAS

We are showing the best value in Canada in
JAPANS, CEYLON GREENS and BLACK TEAS.

We have an exceptional fine line of **Japans** in thirty pound caddies, low price. Send for samples

Our "OO" Blend of Ceylon, Black and Green, put up in handsome pound and half pound packages, to retail at **25, 30 and 40c**, are well worth a trial order. Your own NAME AND ADDRESS PUT ON EACH PACKAGE WITH ANY QUANTITY.

The F. J. Castle Co., Limited, WHOLESALE GROCERS,
 OTTAWA, CANADA.

Here and there

some people will be induced to buy imitations of Japan Teas, but it is only for a short time, then they will turn back to

JAPAN TEAS

whose **purity, cleanliness, fragrance, aroma,** satisfies as no other teas can.

Grocers,—Don't experiment with imitations, buy the genuine **Japan Teas.**

“Enterprise” RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and
Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

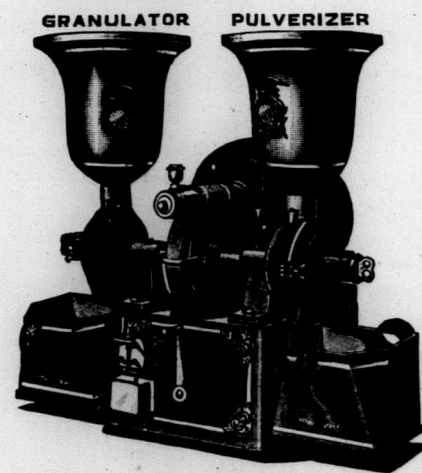
25 to 50 lbs. of Coffee can be ground
FOR ONE CENT

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

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.



No. 08712

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

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

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October 14, 1904

THE CANADIAN GROCER

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

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

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



IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS WILL KNOW

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

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

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

They Cost Less Than Nothing

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



IF A MAN WANTS CREDIT

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

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

TEA.

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

COX'S

SPARKLING GELATINE

FAMED for SIXTY YEARS

Gives a bright Transparent Solution and is

Always Uniformly Strong, and always trustworthy.

Sold in shredded form in well-known checkerboard boxes.

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

BURLINGTON CANNING CO., Limited,

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

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

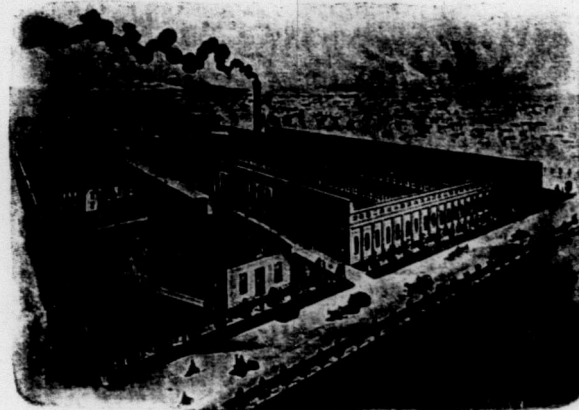
The best are the cheapest.
Why not have the best?

WRITE FOR QUOTATIONS.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.



Plant of S. F. BOWSER & CO., Inc.

ALL BOWSER SELF-MEASURING OIL TANKS

are sold under our positive guarantee that they will prove durable and exactly as claimed for them.

YOU HAVE A RIGHT

to ask before you buy what that guarantee amounts to. You will readily see by looking at the above cut or by referring to Dun or Bradstreet, that WE are in position to make good our guarantee. We are not experimenting, but are putting out the best goods possible to make and behind which we put our entire plant. You take no chances in ordering a

BOWSER OUTFIT

It is the only economical, convenient, clean and satisfactory method of storing and handling your oil.
It will save you oil, time, labor and money.

Write now for Catalog "B"—it will cost you nothing.

S. F. Bowser & Co., 530 Front St. West, Toronto, Ont.

North America

received in 1893, 2,000,000 lbs. of Ceylon Tea; ten years later, in 1903, the shipments amounted to 33,000,000 lbs. Will the teas of other countries show figures to compare with these?

In 1875 there were barely 1,000 acres planted with tea in the island of Ceylon. To-day there are upwards of 400,000 acres devoted to this industry. What other tea-growing country can quote a history such as this?

The conclusion of the whole matter is that the public reject other teas in favor of

Ceylon Teas.

Do not resist the public.

**Two
Lines
That
Lead.**

A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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



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

MATCHES

BEST and CHEAPEST on the market.

The Walkerville Match Co.
LIMITED

WALKERVILLE, ONT.

VALENCIAS

ASK YOUR WHOLESALER FOR

REIRA'S BRAND

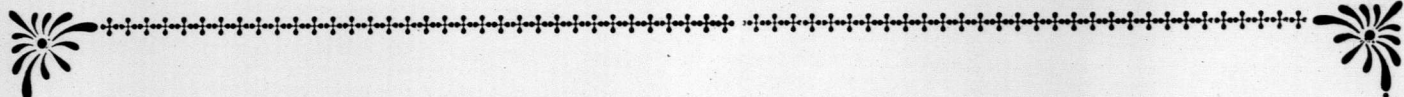


D. RATTRAY & SONS

Canadian Agents

110 Coristine Bldg.
MONTREAL

110 Dalhousie St.
QUEBEC



We hammer away

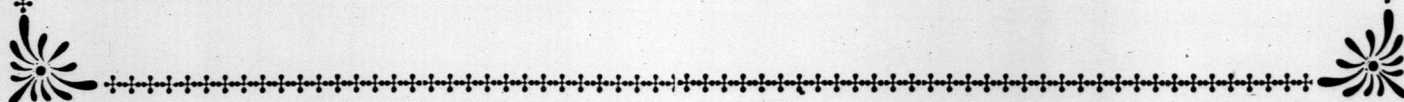
on this one idea—namely, that OLD HOMESTEAD CANNED GOODS are the very best line made to-day. This is not mere “Josh”—it is hard fact. We know the canning business from A to Z, and we know what we are talking about when we declare to the grocery trade of Canada that

The Old Homestead Brand of Canned Fruits and Vegetables

is superlative for worth and attractiveness. We invite the retailers of the country to give an order for our goods—small or large ; we shall be pleased to know that OLD HOMESTEAD is being tested.

The Old Homestead Canning Co. Picton, Ont.

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



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MADAM HUOT'S COFFEE

Pure, Rich, Delicious.

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

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

I am wide awake to your interests, which, naturally, are mine, and I am always looking for bargains profitable to both of us. See what I have to offer to-day, and ask for samples ; it will pay you !

JUST IN STOCK

- 24 Chests Ceylon green natural leaf, **Hyson No. 1** choice liquor at - - - - - **14½c.**
- 30 Chests fancy finished leaf, **Yg. Hyson** Indian green tea ; a beauty at - - - - - **18½c.**
- 21 Chests Ceylon Black Tea, **Pekoe**, fine flavory liquor at - - - - - **16½c.**
- 25 Chests Indian Black Tea, **Pekoe**, fine heavy liquor at - - - - - **15c.**

TO ARRIVE SHORTLY

- 19 Chests Ceylon Black Tea, **Orange Pekoe**, selected leaf, rich, flavory liquor at - - - - - **20c.**

All the Ceylon Teas on this list I have bought from a bank to close out a consignment ; they are fresh teas, just landed, and a bargain.

IN SPITE OF THE ADVANCE, I QUOTE

- 30 Bags whole white **Singapore Pepper**, the best quality at - - - - - **23c.**

TO ARRIVE IN 10 DAYS

- 10 Bales fine Zanzibar cloves at - - - - - **18½c.**

Have you my Condor Japan Teas in stock ? If not, I want you to give them a trial.

Condor XX at 18½c. Condor XXX at 21c. Condor XXXX at 23½c.
are the finest and best values out ; both on account of their stylish leaf and beautiful liquor. **They will please you like they please others.**

Specialty of High-Class Goods in
Teas, Coffees, Spices and Vinegars.

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

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

"G.M.E."
Baking Powder, Vinegar,
Spices, Coffee

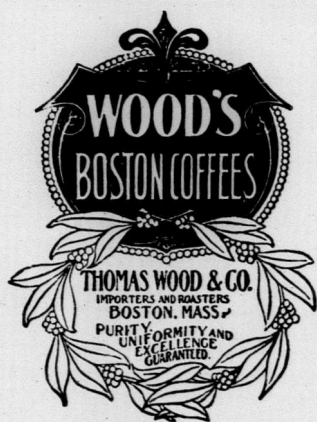


FINEST GROWN IN GREECE

Approved by the Greek Government as being of superior quality and handsome appearance.

Packed solely for

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



Keep it Moving

You suffer, your trade suffers, your bank balance suffers, when your stock of coffee lingers in your store.

Dealers (and they are many) who have the confirmed habit of using "Wood's Coffees" will tell you there is no need of a lagging stock.

Our plan offers you a life and a snap in this department well worth your thought.

Let us put this to proof.

CANADIAN FACTORY AND SALESROOM

No. 428 St. Paul St.

MONTREAL

BATGER'S

NEW SEASON JAMS

EXTRA FINE QUALITY
NEW STYLE SQUARE
JAR WITH METAL AND
CORK SCREW TOP.

ORDER NOW.

ROSE & LAFLAMME, AGENTS,
MONTREAL.

GOODWILLIE'S FRUITS

IN GLASS

JUST AT PRESENT

The housewife has many kinds of fresh fruits to put on her table. But the time is not far distant when she will not be able to obtain these.

GOODWILLIE'S will please her and will be

A SPOKE IN YOUR WHEEL OF FORTUNE

ROSE & LAFLAMME,
MONTREAL.

ANNUAL ELECTION OF OFFICERS, MONTREAL RETAIL GROCERS' ASSOCIATION

THE annual meeting of the Montreal Retail Grocers' Association was held Thursday evening, October 6, at Monument National, when members to the number of about fifty turned out. It is to be regretted that a larger number of Montreal grocers do not regularly avail themselves of the opportunity of participating in the duties of an association devoted to their entire interests. With a membership of over 300 the hall should have been packed.

After the minutes of the last meeting had been read by Secretary J. A. Beaudry and the treasurer's statement read and adopted, the election of officers for the ensuing year was proceeded with.

For the presidency N. Chartrand, P. Daoust and Ald. Lariviere had been nominated at the September meeting. Letters of resignation having been received in the meantime from President Chartrand declining to stand for re-election, and also from Ald. Lariviere, P. Daoust becomes president for 1904-05. The result of election of the other officials is as follows: 1st vice-president, E. Upton; 2nd vice-president, N. Sequin; treasurer, A. Laurendeau; secretary (pro tem.), J. A. Beaudry.

A motion to increase the number of directors from seven to ten was constitutionally made and carried. The following were elected: A. D. Fraser (of Fraser, Viger & Co.), A. O. Galarneau, J. A. Archambault, J. B. Deschamps, E. P. Beaudoin, N. Raby, P. Filion, J. A. Labonte, E. P. Guillemette, M. De Repentigny.

Owing to the resignation of the present secretary, J. A. Beaudry, whose other business interests prevent him from devoting his time to the arduous duties of the office, it will be necessary to elect his successor at the November meeting. Mr. Beaudry, who was desirous of giving up the office at once, was persuaded by the meeting to continue the duties until next meeting.

N. Chartrand, the retiring president, in leaving the chair to his successor, Mr. Daoust, expressed his thanks to the members for the manner in which they had supported him in his work. He felt that there were men more capable of filling the office than he, but he had done his duty to the best of his ability and spared neither time, labor nor personal expense to further the association's interests. He was much indebted to Secretary Beaudry and the officers for the

very generous help accorded him in his work. He assured the members that though withdrawing from direct contact with the inner work of the association, he would in every way maintain a close communion with whatever was for the good and welfare of all.

Mr. Beaudry, secretary, took occasion to express to the members his firm resolution not to continue in office during the current year, his business interests requiring his entire time. The office was one that entailed a vast amount of work, as it was constitutionally necessary that the clerical work be done in both English and French. There were so many members to interview and new



MR. PLACIDE DAoust,
President 1904-5 Montreal Retail Grocers' Association.

ones to interest towards membership and a host of other matters requiring much time, that he felt he could not afford to spare so much time from his business. He appreciated with gratitude the many kind words and compliments expressed for the work he had done and the wishes of the association for a further term of office, but regretted that he could not acquiesce. He affirmed his intention of remaining a loyal member of the association and doing all he could to strengthen the hands of the officers in their work, and said that any experience he had would be at the service of his successor.

The newly elected president, P. Daoust, then took the chair amid applause testifying to his popularity. He

thanked the members for the honor they had conferred upon him in electing him to their most honorable office and promised to do his utmost to continue the good work of his predecessor. He asked and felt satisfied that his fellow officers would do all they could to help in the work of making the association stronger and its influences for good greater. After the other officers had taken their places on the platform a few matters were discussed, such as the trading stamp issue and the question of peddlars. The next meeting will be held on November 10 instead of November 3 on account of the federal elections falling upon the latter date.

The Grocer takes pleasure in presenting in this issue to its readers the portraits of the newly elected president and vice-president with sketches of their careers.

Mr. Placide Daoust started work at the age of thirteen when he came to Montreal from Isle Perrot and entered the dry goods business as junior clerk. After a short engagement he started in the grocery line at the corner of Chatham and Notre Dame streets, where he remained for nearly four years. He then removed to his present stand at the corner of St. Catherine street and City Hall avenue, in the heart of the city and in the midst of a never-ceasing traffic and transient trade. Here he has conducted a general grocery and wine and spirit business for over sixteen years. Mr. Daoust runs another grocery at corner of St. Charles Borromeo and Lagauchautiere streets. He is president of the Club Liberal de Quartier St. Louis, and a member of the A.O.U.W. and I.O.F. Mr. Daoust is in the prime of life, speaks English well and is a bright, genial and keen business man. The Montreal retail grocers will find in him a worthy president.

Mr. E. Upton, as his name indicates, is an Irishman, born in the village of Ashford, County Limerick. He came to Canada in 1875 and obtained a position as locomotive fireman with the Grand Trunk Railway Co. Being a hard-working, energetic, painstaking and active employe he was speedily promoted to an engineer's position, securing the throttle of the Fast Express. This responsible position he filled until the ambition seized him to embark on a mercantile career on his own account. That his judgment in his ability was a true one his very prosperous grocery, wine and

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN
CAKES **IN TINS**
 WELL KNOWN AND RELIABLE. **3000 TONS SOLD YEARLY**
DUSTLESS, LABOR SAVING, BEST IN THE WORLD. **GUARANTEED TO THE TRADE**

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

spirit house at 358 Bourgeoise street, Point St. Charles, clearly shows. He has only been in business twelve years, but to-day, it is claimed by those conversant with the trade of the Point, that his is one of the largest, if not the largest, business in that section of the city. Judging by the busy time Mr. Upton and his large staff had when The Grocer's representative called, there was certainly a good deal of business doing. On inquiry Mr. Upton stated that his daily cash sales over the counter average over \$100, while his monthly pass book business (which was largely a railway trade) was very heavy. Mr. Upton has all the characteristics of a progressive and long-headed Irishman. He has with these good attributes the proverbial Irishman's ready reply. That he is popular goes without saying. As an officer of the Retail Grocers' Association he will do his duty.

NOTES.

Some little protest has of late been observed on part of the members of the association on account of the proceedings being entirely in French. This is constitutionally wrong, and, as a matter of diplomatic progress, decidedly not in the interest of the association. The French-speaking members, who are strongly in the majority, should, as everyone of them speak and understand English, at least magnanimously use both languages. This was evidenced at the annual meeting, where a French member arose and addressed the chair with a view of having the discussion in both French and English, as there were a number of good English members present who did not understand what was going on, and were consequently deprived of the benefit and privilege of sharing in any questions.

J. A. Beaudry, the retiring secretary, deserved the many flattering encomiums passed upon him during the evening, and it is to be regretted that he cannot continue to hold the position.

Retiring President Chartrand has dur-

ing his tenure of office unselfishly given his time and labor for the best interests of the association. Sincere regret was expressed that he could not see his way clear to filling the office for the customary two years.

A. D. Fraser, of Fraser, Viger & Co., heads the list of directors elected. He and Mr. Upton, 1st vice-president, are the only two English grocers on the board. Still they are both heavy workers and experienced men and their work will no doubt be good and strong.



MR. E. UPTON,
 1st Vice-President Montreal Retail Grocers' Association.

CANADIAN STARCH MANUFACTURER AT ST. LOUIS.

Mr. O. Lefebvre (of Chinese starch fame) has returned from a two weeks trip to the St. Louis Fair. While there he naturally was interested in products similar to his own, and especially the starch lines. It was a pleasant surprise to him to learn from an exhibitor there that his well known brand "Chinese Starch" was known and recognized in Uncle Sam's country. Of the fair Mr. Lefebvre speaks in glowing terms, the

very immensity of the exposition struck him as being one of its principal features. He and his party were much pleased with the treatment accorded them by the officials in charge of the Canadian section. "It was home to us," said Mr. Lefebvre, "and we were proud as Canadians of the show made by Canada. Through the courtesy shown us by Canada's representatives we were saved much worry and time in hunting up the most interesting features of the exhibition." Mr. Lefebvre regretted that business prevented him from making a longer stay.

INDIA AND CEYLON TEA FIGURES.

FOLLOWING is the comparative statement submitted by the Salada Tea Co., showing the imports into Great Britain and North America of India and Ceylon grown teas during the eleven years following their importation, in appreciable quantity, into each country. The period for the comparison is taken as starting from 1866 in Great Britain, and 1892 in North America:

Great Britain.		North America.	
Year.	Lbs.	Year.	Lbs.
1866.....	4,584,000	1874.....	18,528,000
1867.....	6,360,000	1875.....	23,220,000
1868.....	7,746,000	1876.....	25,740,000
1869.....	10,716,000	1877.....	27,814,000
1870.....	13,500,000	1882.....	54,496,000
1871.....	13,956,000	1887.....	93,053,000
1872.....	16,656,000	1892.....	172,630,296
1873.....	20,216,000	1903.....	229,273,614

Increase in 11 years 506 per cent.

Great Britain.		North America.	
Year.	Lbs.	Year.	Lbs.
1892.....	3,097,624	1898.....	13,608,696
1893.....	4,022,922	1899.....	16,680,275
1894.....	4,652,101	1900.....	15,453,658
1895.....	7,708,800	1901.....	17,475,742
1896.....	9,681,040	1902.....	26,709,334
1897.....	11,361,840	1903.....	33,009,665

Increase in 11 years 965 per cent.

The course of trade in North America may be predicted from the figures given for Great Britain. History repeats itself. The year corresponding to 1882 in Great Britain is, for North America, 1908. At that time some 70,000,000 pounds will be used here on the basis of the above calculation.

PEELS EMPIRE and PUNCH

Right up to Last Year's Standard

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

IN STORE

New Apricots

New Peaches

New Peels

New Raisins

James Turner & Co., - Hamilton

WHOLESALE GROCERS.

Do You Like Good Coffee?

GIVE US A TRIAL ORDER FOR OUR THREE BLENDS:

Royal Stuart, retails at	-	40c.
Gordon, retails at	-	35c.
Rob Roy, retails at	-	25c.

BALFOUR & CO., Branch Canada Grocers Limited **HAMILTON**
Wholesale Grocers

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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



You are losing money if you don't carry a full line of our goods. They are the easiest sellers on a grocer's shelves.

**MacLaren's Imperial
MacLaren's Roquefort
Canada Cream Cheese**

"Nothing Better"

A. F. MACLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents,
51 Colborne St., TORONTO, ONT.



MR. WILSON IN MONTREAL.

MR. A. WILSON, of A. Wilson & Son, wholesale fish dealers, Halifax, N.S., a keen and successful Scotchman, and head of a firm known for its high standing during the last quarter of a century, when in Montreal recently gave The Grocer a few interesting facts on the Scotch method of herring curing which has been introduced in Nova Scotia this season by Mr. John Cowie. Mr. Wilson at one time worked with Mr. Cowie's father in Scotland in the fishing business, hence they should know each other well.

The great success of the Scotch curing system is not all based upon the difference in the curing. Great credit must be given to the excellent quality of the barrels. The Scotch barrels are made absolutely air tight. They were coopered differently, being much stronger and preserving the original pickle. Mr. Wilson detailed briefly a test which the Scotch cooper always gives to his herring barrel. In addition to the four bands of wood hoops which are at the bottom and near the top, there is a four-inch iron band put on the top, where the barrels are headed. When a barrel is ready for use one and all are submitted to severe tests. A little peg might be noticed, like a plug, running through a tiny hole in the iron band at the top of the barrel. At some previous hour each barrel has been blown full of air and this little plug inserted. As the inspector passes round, he withdraws the little peg and if the air hisses out as if from an air-tight compartment, the test of the barrel is complete. This is final and so it is with all Mr. Cowie's barrels, which are coopered especially for him. Herring curing depends to a very large extent upon the excellence of the barrel. What injured the herring trade in the Maritime Provinces in its

early in the stock deter Mr Inter for l tion to M for b the t was tenti said time east.

Septu res so st exhib sion both show abou a re duce Depa his a Brod the l by t made repre ducts bags Lake Cam lines McIn Gold Ther "Pa were baco

SEEDED RAISINS

Prices are advancing at the Coast.

Place your order now.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto

early days, was the trade with the blacks in the West Indies, from whom inferior stock was shipped, the general product deteriorating thereby.

Mr. Wilson was glad to hear that the Intercolonial was making arrangements for better facilities for the transportation of fish from the Maritime Provinces to Montreal. It would be a good thing for both consumer and producer to keep the trade distinctly within Canada. He was glad to see The Grocer paying attention to the Maritime Provinces, and said the special reference to the Maritime fisheries was highly praised in the east.

THE GROCERS' EXHIBITION IN LONDON.

THE Grocers' Exhibition, which took place in the Agricultural Hall, London, England, the week of September 19, lacked none of the features that made the former exhibitions so successful. There was at least one exhibit of great interest on this occasion which was entirely new to those of both trade and public who attended the show. In the Minor Hall, occupying about one half of the total space, was a remarkable exhibit of Canadian produce arranged by Mr. W. H. Hay, of the Department of Agriculture, who had for his assistants Mr. J. H. Moore and Mr. Brodie. While the exhibit was made by the Department of Agriculture, and not by the individual firms whose products made up the exhibit, there was a fair representation of Canadian food products. There were huge pyramids of bags of flour from the Ogilvie Mills, the Lake of the Woods Milling Co., and A. Campbell of Toronto Junction. Full lines of cereals bearing the names of P. McIntosh & Son, Frontenac Cereal Co., Goldie of Galt, and the Tillson Co. There were no dairy cheeses shown, but "Paragon" and "MacLaren" cheese were tastefully exhibited. Sides of bacon, with the familiar names of

Matthews, Davies and Lang, commanded instant attention, and the show of canned goods and fruits in tin and glass was specially noticeable. Goodwillie's fruits in bottles were particularly admired. Canadian confectionery was represented by exhibits of chocolates, creams and maple sugar tablets from the Harry Webb Co., candies from Robertson Bros., and biscuits from Christie Brown & Co. The exhibit of Clarks' meats was also very attractive. There were also exhibits of "Radnor" water and "Canadian Club" whisky.

The English people have not yet learned to appreciate the delicate flavor of maple syrup and maple sugar, but a great many visitors invested in sample penny tablets of the latter and seemed to enjoy the toothsome sweetmeat. Splendid specimens of Canadian apples were also sold at a penny apiece.

Those in charge of the exhibit are confident that good results will follow this kind of advertising. The innumerable inquiries regarding Canadian produce show that the British merchants are taking more interest in Canada as a source of supply, and there can be no doubt that good business in many lines will result from these exhibits throughout the Mother Land. The Canadian exhibit will occupy the same stand at the dairy show early in October. The chief features of the exhibit will be changed, and goods allied closely to dairying will be shown.

SUGAR MAKING BEGUN.

The factory of the Ontario Sugar Co., of Berlin, Ont., began its campaign for 1904-05 Saturday last. It is expected that the output this season will be about 50 per cent. larger than that of last year. The outlook is much more favorable than it was a year ago, as not only has the company been guaranteed a larger supply of beets, but of last year's output practically every pound has gone into consumption.



Upton's

Jams,
Jellies
and
Orange
Marmalade

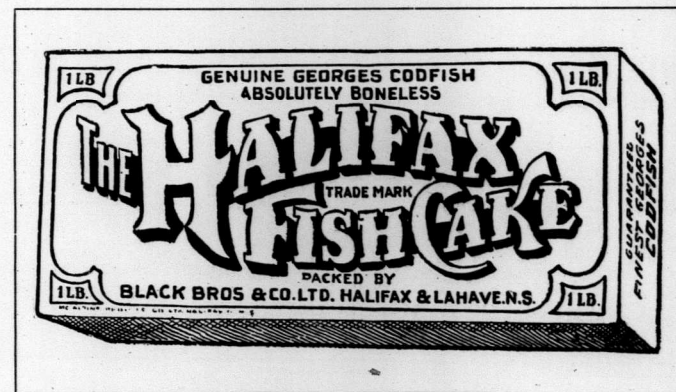
are the product of a clean,
up-to-date factory. This
is **one** of the reasons why
they sell so well.



LOTS of wide-awake merchants think it's good business to handle "ACADIA BONELESS CODFISH" and "HALIFAX FISH CAKES" because they don't need pushing, but sell readily on account of their tastiness, cleanliness, and convenience. They are good-selling and profitable lines. How about yourself? If you are not selling them,

Don't you think it would be good business to do what so many successful business men find it pays them to do? To make leaders of "ACADIA BONELESS COD" and "HALIFAX FISH CAKES?" ♣ ♣

YOU have lots of grounds of appeal when you offer them, especially if you have once tried them yourself. They make good, healthful, nourishing food; and, what is quite important, they are about the tastiest thing possible. Your customer's appetite can be satisfied if it's good, and coaxed if it's poor by "ACADIA CODFISH" or "HALIFAX FISH CAKES," and, you may depend, such nice things are bound to "go." If you don't know about them, communicate with us. We will be only too glad to correspond.



BLACK BROS & CO., LIMITED, Halifax.

A. H. BRITAIN & CO., Agents, Board of Trade Building, MONTREAL.

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Fresh and Cured Fish

The Magdalen Lobster Fisheries.

IN the Winter of 1903 the fishermen of the Magdalen Islands, thinking that they would fare better if the regulations governing the lobster industry were a little different, sent a representative to Ottawa to interview the Minister of Marine and Fisheries on the subject. At this time a commission had just been appointed to look into the herring fishery of the Bay of Fundy and decide whether a sardine packing industry could be developed with the kind of fish the bay affords. So the duty was added to the work of this commission to go down to the Magdalens and investigate the lobster fishery there.

After visiting the islands they decided to end the season this year on June 25 and to visit the islands later to decide whether the prosecution of the fishery in September would be advisable. Meantime, the people being in a state of uncertainty about the matter, were not prepared to go ahead when the commission decided to declare September open for this year, and only four or five factories operated during the month, instead of all the thirty which are licensed. This was equivalent to a loss of 35 days for nearly all the factories, and as a result, the Magdalen pack is considerably short of what it might have been.

With regard to the results of the fisheries this year in the Magdalens, Spring herring were good, Spring mackerel a total failure, Summer mackerel only fair, lobsters a good catch during the Spring months, and cod about an average catch. Taking it as a whole, the situation is not nearly so good as it was last year, there having been quite a falling off in the volume of the fisheries. Still, the people do not seem to suffer hard times. Prices, particularly in cod, have been good enough to largely atone for shortages.

The lobster market is in an unsatisfactory state, having gone back considerably since the opening of the season, without any apparent reason. If it can be accounted for at all, it must be due to the unwillingness of consumers in Europe to buy, which may be traceable in turn to hard times in Europe. It is certainly not due to quantity or quality, for the pack this year is probably short of what it was last year, and it was a short pack then, and as for the general quality, it is probably quite as good as ever it was. The lobster is

more of a luxury than any other canned fish stuff. Salmon, for instance, does not cost the consumer more than half what lobster does, and many other canned fish stuffs are cheaper than salmon. When people have to pull the purse strings together, they pull first on the luxuries, of which lobster is one. The result is that falling demand, holders have had to cut prices, until they are selling at \$2 below the figure ruling at this time last year. Stocks are still quite large and do not seem to move even at the reduced figures.

French Sardine Catch.

THE sardine catch of this year is much the best France has enjoyed for five years. In 1902-03 there was almost no catch at all, and as a consequence French exporters were unable to supply even a reasonably small percentage of the demand. This led to the practice of importing inferior Spanish and Portuguese sardines into France, which were subsequently exported and sold under French marks and labels as of French production. The prompt action taken by the U. S. Department of State and the Treasury Department, however, have served as a salient warning, so effectively, that the practice was at once stopped in French markets, in so far as the United States is concerned. This year, in view of the large catch, there will be no necessity to import any sardines into France from the Iberian Peninsula further than to supply the local demand for those cheaper products.

It is estimated that the catch this year, along the coast from Brest to Bordeaux, will amount to considerably more than 2,300,000 cases, which is above that of an average season. As a consequence, all the packers are working hard to lay in as much excess stock as they can, in view of the possible failure of next year's catch.

It is believed that the good catch this year is due to the early Spring and fine warm Summer. In 1902-03 the Spring was late and the Summer cold and wet. To this was attributed the failure of the sardine to appear off the French coast.

An idea of the importance of the sardine industry may be had when the exports to the United States alone are considered. During the fiscal year ending June 30, 1902, which was a good year, the declared value of these exports from Bordeaux was \$437,225; from Nantes and its agencies, \$541,168. This

year these exports will probably be exceeded.—From U. S. Consul Ridgely, Nantes, France.

Preserving Fresh Fish.

At the recent congress at Marstrand, Sweden, Dr. Barclay, of Bergen, described a new method of preserving fish fresh, says the English Fish Trades Gazette. The fish, after being washed and immediately on being caught and killed, are placed in a tinned case, which is then hermetically closed. This is then placed inside a box containing a mixture of ice and salt, which can be renewed daily if necessary. This method is said to preserve the fish well, and they do not lose their flavor as they do when preserved directly in ice.

Fish Skins as Clothing.

The United States Fish Commission has recently been giving considerable attention to utilizing the skins of water animals for clothing. They have already proved that several kinds of fish skins make excellent leather for some purposes. Salmon hide is found not only serviceable for boots but among the Esquimaux it has been used for generations in making waterproof clothes. The people of the far north also use codfish skins for jackets. The skins which the Fish Commission people have found practicable and durable are whale skins and seal leather which dye in beautiful colors.

Fish Notes.

The first dog fish reduction works to be erected by the Canadian Government will be at Canso, N. S.

According to official returns the season just closed in Ontario has been one of the best fishing seasons on record.

Two new salmon hatcheries for Northern British Columbia have been promised by the Liberal Government at Ottawa, one on the Skeena River and the other at Rivers' Inlet.

According to the St. John Sun sardines have been more plentiful this year than last, as a result of which prices have dropped from \$5 and \$10 per hoghead to an average of \$2 per hoghead.

The staff of men and girls from the Highlands of Scotland brought over to Canada to initiate the Canadian fishermen into the mysteries of herring curing by the Scotch method, have concluded their operations for the season, and most of them left for home. A number of the fishermen are remaining over to give demonstrations during the Winter on the Scotch method of fishing for cod.

Business Changes

ONTARIO.

G. Miller, general merchant, Cromarty, has sold out.

Joseph W. Remy, general merchant, Dorset, is selling out.

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

Wm. Sutcliffe, general merchant, Aberarder, has sold out.

J. Phillips, general merchant, Fargo, has removed to Port Alma.

Henry Foreman, miller, Breslau, has advertised his business for sale.

W. H. Cameron, general merchant, Emo, has sold out to Wm. Pickie.

Bowman & McKay, general merchants, Dorset, have sold out to McKay & Co.

T. S. Stafford, general merchant, New Liskeard, is retiring from business.

The assets of M. Greenspoon, general merchant, Hawkesbury, have been sold.

Robinson & Co., general merchants, West Lorne, have sold out to L. Weleh.

H. V. Thomas, general merchant, Camlachie, has sold out to Thomas Carrick.

J. B. Billings, grocer and crockery dealer, St. Mary's, has closed up business.

The stock of A. & B. Sweezy, general merchants, Massey, was to have been sold on October 12.

A bailiff's sale of the stock of Joseph Brurre, cigar dealer, etc., Ottawa, was advertised for October 11.

W. Walker, general merchant, Wa Wa City, has assigned to A. Floekhart; meeting of creditors October 29.

A meeting of the creditors of Joseph Varey, grocer and tobacconist, Port Dover, was to have been held on October 8.

QUEBEC.

Arthur Gagnon, general merchant, St. Romuald, has assigned.

Cardinal & Bedard, grocers, Quebec, have dissolved partnership.

F. E. Lea, grocer, Montreal West, has sold out to D. J. Munro.

Thomas Latour, fruiter and grocer, Gracefield, has been burned out.

F. J. Morin, general merchant, Montmagny, is offering to compromise.

A. Charlebois, general merchant, Boucherville, has made an assignment.

J. A. Lafrance, general merchant, Grand Mere, is offering to compromise.

The assets of F. M. Labrecque, Lambton, grocer are to be sold on October 18.

Telesphore Perrault, general merchant, St. Sophie De Levrery, has assigned.

Nelson, Mitchell & Co., general merchants, Granby, have dissolved partnership.

Gaudiere Dubec has registered as proprietor of Au Bon Marche, general store, Pont Rouge.

A. M. Wovenden, has registered under style of the American Fluid Beef Co., Montreal.

The assets of G. Audet & Co., general merchants, Les Eboulements, have been sold to N. Genois.

The assets of Ignace Marquis, general merchant, Sayabec, were advertised to be sold October 13.

The assets of Alex. Allaire, general merchant, Tremblay, were advertised to be sold October 13.

The assets of A. E. Begin, general merchant, St. Charles, were to have been sold on October 13.

Alex. Desmarteau, has been appointed curator to Daoust & Freres, grocers and liquor dealers, Montreal.

The assets of J. H. Therrien, general merchant, St. Gregorie, were to have been sold on October 10.

The assets of M. S. Oullet & Cie, general merchants, Beaucejour, were to have been sold on October 13.

Arthur Desrouches, grocer and liquor dealer, Montreal (St. Henry), has sold out to Robt. Champagne.

A. N. Laurin, grocer, St. James street, Montreal, has assigned to Alex. Desmarteau; his assets are to be sold.

Bode's Gum Co., manufacturers of gum and confectionery, Montreal, have suffered loss by fire and smoke; partially insured.

Wilbrod Cote, Wilfrid Cote and Alpha Cote, have registered under the style of Cote Freres, general merchants, St. Cyrille De Wendover.

PRINCE EDWARD ISLAND.

A meeting of creditors of W. E. Sullivan, general merchant, Northam, was to have been held on October 10.

NOVA SCOTIA.

Michael A. Holland, grocer, liquor dealer, etc., Louisburg, has been burned out; insurance \$1,400.

MANITOBA AND N.W.T.

J. Wright, grocer, Winnipeg, has gone out of business.

A. E. Rouse, general merchant, Laurier, has sold out.

Frank Valle, grocer, Winnipeg, has gone out of business.

J. S. Greig, grocer, Winnipeg, is offering to compromise.

Edward Beeler, general merchant, Bon Accord, has been burned out.

J. G. Pollock, flour and feed merchant, Plumus, has sold to W. D. Lamb.

George Moffatt, tobacconist, Portage La Prairie, has sold out to F. Hemming.

W. Janzen, general merchant, Yorkton, has sold out to Krushen & Perilmutter.

M. Krushen, general merchant, Yorkton, has admitted L. Perilmutter as partner.

Nixon & Sprado, grocers, Winnipeg, have dissolved partnership. E. B. Nixon continues in business.

Knight & Cook, general merchants, Cowley, have dissolved partnership. A. H. Knight continues in business.

Brunelle & Studebaker, grocers, Edmonton, have dissolved partnership. W. F. Studebaker continues in business.

BRITISH COLUMBIA.

H. W. Butler, grocer, Dawson, has suffered loss by fire.

Michael Foley, general merchant, Atlin, has been succeeded by C. Wheeling.

TO OPERATE SALT WELLS.

Arrangements, which have been pending for a long time, have at last been concluded with English capitalists for the working of the salt wells at Winnipegosis. Experienced men are now on their way out from England and are bringing with them modern machinery.

CORRECTION.

In the announcement of A. J. Stewart, Toronto, last week, an error was made in describing one of their lines of confectionery. "Ground meat centres" should have read "ground nut centres." The Grocer regrets this error, and trusts that the correction will make clear what otherwise is obscure.

KING OSCAR SARDINES

The Success of the Season



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

Pure Olive Oil.
Handsome Package.
Good Profit.

FINEST VALUE IN SARDINES

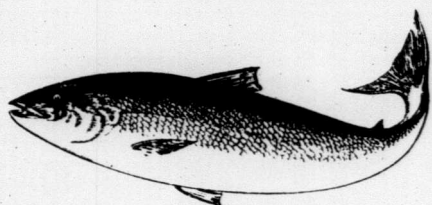
New Pack arriving to:

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

CAPE BRETON WHOLESALE GROCERY CO., SYDNEY, C.B.

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

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

OYSTERS.

New Malpecque Shell Oysters
arriving daily direct from the
beds in P. E. Island.

Bulk Oysters in 2 and 5
gallon tubs. Prices right—
Give us a trial order.

LEONARD BROS.

Youville Square, - MONTREAL.

MONTREAL, ST. JOHN, N.B.,
GRAND RIVER, GASPE.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

No Filled Cheese Made in Canada.

CANADA'S good reputation for cheese is being weighed in the balance. A recent despatch from England with reference to a grocer, accused of selling "Margerine" cheese as Canadian cheese, has excited considerable interest.

J. A. Ruddick, chief of the Dairy Division of the Department of Agriculture, speaking on the subject says: "I am not clear as to what is meant by 'mar-

Canada, having already started seventeen in Ontario and two in Manitoba. The work of these stations is divided into three branches—chickening, poultry rearing and breeding.

Lard Statistics.

The following comparative estimates of stocks of lard held in Europe and afloat on Oct. 1, 1904, have been supplied by the N. K. Fairbank Co., Chicago:

	1904. Oct. 1.	1904. Sept. 1.	1903. Oct. 1.	1902. Oct. 1.	1901. Oct. 1.	1900. Oct. 1.
Liverpool and Manchester	17,000	25,000	11,000	12,500	12,500	11,000
Other British ports	11,000	15,500	2,000	1,200	5,000	6,000
Hamburg	20,000	23,000	30,000	5,000	6,000	5,000
Bremen	1,000	1,000	500	500	1,000	1,500
Berlin	4,000	1,000	2,000	1,500	500	2,000
Baltic ports	11,000	9,000	11,500	8,000	8,000	8,000
Amsterdam }	3,000	2,000	100	2,500	1,000	2,000
Rotterdam }						
Mannheim }						
Antwerp	2,500	2,500	1,000	1,500	4,000	3,000
French ports	1,100	1,400	2,000	950	2,000	4,500
Italian and Spanish ports	750	250	500	500	1,000	1,000
Total in Europe	71,350	80,650	60,600	30,150	41,000	44,000
Afloat for Europe	70,000	37,500	45,000	35,000	57,000	75,000
Total in Europe and Afloat	141,350	118,150	105,600	65,150	98,000	119,000

gerine' cheese unless it is the product generally known as filled cheese. Filled cheese, so called, is made from skim milk to which some inferior fat has been added as a substitute for butter fat. The manufacture of such cheese is prohibited in Canada by the Dairy Products Act, 1893. I have never heard of any infraction of the law. Any tampering with the cheese in this way would have to be done at the ordinary cheese factory, and as these places are very public and the process of filling cheese would require considerable machinery and material in the ordinary cheese factory, it would be impossible to carry it on without a great many people being aware of it. I do not believe that any filled cheeses have been made in Canada. In any case if an attempt is being made to carry on the manufacture of such cheese it will be a very easy matter to stop it."

Poultry Station for B. C.

A chicken-fattening station, with resident manager, staff and buildings, to cost about \$2,000, is to be erected at once in British Columbia.

With a view to the betterment of the poultry industry the Government is establishing poultry stations throughout

Russia As a Meat Exporter.

A British Consul, in a recent report on the foreign commerce of Russia, says:

"Considerable efforts have been and are being made by persons of influence in the United Kingdom and Russia to create a trade in meat from the Baltic ports of Russia to supply the London market. Among other difficulties to be encountered in the realization of such a scheme, the chief would seem to be those connected with the quality and price of the local article and the general sanitary state of animals in Russia. If the project be carried out, the chief source of supply would be Rostov-on-Don, Samara and Siberia, with Libau and St. Petersburg as the ports of shipment. On the other hand, just before the outbreak of hostilities in Asia there was a proposal on foot for supplying Siberia with meat, tallow and butter from Australia by a fast line of steamers from Port Darwin to Port Arthur.

Poultry is chiefly produced in the southwest; the governments of Archangel, Vologda, Viatka, Olonetz, Perm,

Ufa and Siberia supply the market with game. The local dealer's profit is estimated at from 30 to 40 per cent. There has been a great rise in prices during the last ten years due partly to improved means of transport, but chiefly to the destruction of game.

Butter and Cheese Shipments.

The following table, showing individual and through shipments up to the 1st of October as entered at the Custom House, Montreal, will be interesting:

Shipper.	Cheese.	Butter.
1. Hodgson Bros.....	199,131	55,880
2. A. W. Grant	154,905	20,668
3. A. A. Ayer & Co.	153,744	62,310
4. Lovel & Christmas.	145,040	33,999
5. Jas. Alexander.....	99,871	5,057
6. Co-operative W.S.	67,777	6,902
7. F. Fowler	47,655
8. W. Ware & Sons	45,823	12,690
9. D. A. McPherson	36,492	9,994
10. G. D. Warrington	31,873	519
11. Mills & Sparrow.....	24,147	8,316
12. Miller & Riley	22,005	10,065
13. Wm. Niven & Son	16,043	6,639
14. Geo. Hodge & Co	13,117	53
15. A. J. Brice	10,238	12,504
16. Hugh Allan.	10,043	659
17. Gunn Langlois	9,775	17,960
18. E. A. Brice	9,708	3,064
19. A. C. H. Froemcke	9,416	60
20. A. D. McGillis	9,401	892
21. J. J. Kirkpatrick	6,721	211
22. A. R. Johnston	6,184
23. A. McCullough	5,615	10,146
24. J. M. Ruthford	5,379	1,057
25. Fortier & Monette.....	5,000	1,452
26. P. F. McLagan	4,221	6,822
27. A. L. Hibbard.....	3,375	7,311
28. Jas. Dalrymple	2,393	858
29. W. J. Sparrow	1,923
30. T. S. Williamson	1,508	124
31. F. Duckett	708
32. John Orpe	226	29,912
33. Sundries	11,623	8,485
34. G. T. R.	170,951	34,333
35. C. P. R.	67,795	6,537
Total	1,409,856	374,569

Provision Notes.

Word has been received of the death of Mr. S. B. Williams, one of the pioneers of the dairy industry of Canada when cheese factories were first inaugurated in Ontario.

The Canadian Government for the first time sends a collection of dairy produce and dressed poultry to the Dairy Show at Islington, London, Eng., the excellence of which is admitted, but one gathers that the British dairy farmer does not view it with favor. Lord Crewe says one cannot fail to see that to some extent it competes with English produce.

The Dominion Packing Company

LIMITED.

Telegraphic Address,
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork Compound Lard Smoked Meats

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

The Dominion Packing Co., Limited, - Charlottetown, P.E.I.

BEECHNUT



BRAND

Mincemeat

We are now booking orders for Mincemeat. Last year we had a very large sale of our New England Mincemeat and many complimentary letters from our customers regarding the quality of it. This year we will, if possible, make it better than ever. We use nothing but best fresh fruits and spices; put it up with great care and cleanliness, and quote it to you at low prices.

Packages are 70-lb., 27-lb.,
12-lb. and 5-lb. pails

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited.

HAMILTON, ONT.

Just the line for cool weather.

Delicious and appetizing

Our Fresh Pork Sausage

Are good sellers.

Are always in good demand.

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

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co.,

PORK AND BEEF PACKERS,

TORONTO, ONT.

LIMITED

ROSE BRANDS LARD

The high-class Lard of Canada—is made from "Leaf" only. No other ingredient, no bleaching or other process, simply the pure leaf, rendered in open kettles, for best family trade.

Fresh every day at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

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 powder.

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 consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Stocks in many lines are getting very low and the result is a stiffening of prices. This is most noticeable in long clear bacon and lard. In the former there is a brisk demand to be supplied as the lumbering camps will soon be going back to their Winter operations. Many dealers are out of bacon. Lard has advanced a quarter to half a cent. In the fresh meat markets the weather has deadened business temporarily. The only change worthy of mention is the fact that hind quarters have eased off while front quarters are a little higher. Although as high as \$7.50 was received for Spring lamb within the past few days, \$7.25 is likely to be the high limit by the time this report is published. We quote:

Long clear bacon, per lb.	0 08½	0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 09½	0 10
Small hams, per lb.	0 13	0 13½
Medium hams, per lb.	0 13	0 13½
Large hams, per lb.	0 11½	0 12½
Shoulder hams, per lb.	0 09	0 09½
Bacon, per lb.	0 15	0 16
Heavy mess pork, per bbl.	15 00	15 50
Short cut, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 08	0 08½
" tubs	0 08½	0 09
" pails	0 08½	0 09
" compounds, per lb.	0 07	0 07½
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	7 50	9 25
" front quarters	4 50	5 75
" choice carcasses	7 00	7 25
" medium	5 00	6 00
" common	5 50	6 50
Mutton	6 50	7 25
Lamb, spring	6 00	8 50
Veal	7 50	7 75
Hogs, light		

Butter—Receipts of butter are fairly large, with a quantity of held over tubs coming forward at a loss to the merchant. Prices are considered high for this time of the year, and while the local demand is good the sale abroad is small. There has been no change in price. While 13c is quoted as the low limit for tubs this held-over inferior quality sells for less than that, although it is for restricted purposes only.

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

Cheese—Nothing of importance has happened to change conditions in the cheese market. Eight and three-quarters cents seems about the limit offered on board although it is seldom accepted. It is certain now that almost all the cheese is selling off the board at 8 7-8c. Foreign demand is small. Board reports for the week ending October 10 are as follows:

Board.	Boxes.	Price.
Campbellford	1,220	(520 sold) 0 08 13-16
Peterboro	5,500	(570 sold) 0 09
Pictou	1,517	(862 sold) 0 08½
Barrie	446	(300 sold) 0 08½
Woodstock	5,000	(no sales) 0 08½
Tweed	520	(160 sold) 0 08 13-16
Kingston	442	(*80 sold) 0 08½ 0 08½

Brockville	2,861	(no sales) 0 08½
Vanleek Hill	1,435	(no sales) 0 08½
Madoc	960	(700 sold) 0 08½
Winchester	1,091	(no sales) 0 08½
Perth	2,300	0 08½ *0 08½
Kemptville	1,405	(few sold) 0 08½
Ottawa	1,159	(881 sold) 0 08 13-16 0 08½
Brantford	2,280	(1,550 sold) 0 08½ 0 08 13-16
Napanee	874	(180 sold) 0 08½

*Colored Cheeses.

At the Napanee board a resolution was passed to close the factories November 1 and to remain closed until May 1. We quote the following prices:

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

Montreal.

Provisions—The provision market is active. Prices are easier than they were last week at the same time. The activity in pure lard was noticeable, inasmuch as an advance took place of a quarter of a cent. Early in the week the supply of live hogs was large and considerably in excess of requirements, hence the easy market. No actual change in prices took place. Sales of choice lots were made at 5 1-2c, mixed lots at 5 1-4 and heavy fat at 4 3-4 to 5c per lb. Cured meats were selling well for the season and prices generally are considered steady. We quote:

Canadian short cut mess pork	\$17 00	\$18 00
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.	0 07½	
" tierces, per lb.	0 07½	
" 60-lb. fancy tubs	0 07½	
Cases, 20 3-lb. tins, per lb.	0 08½	
" 12 5-lb. tins	0 08	
" 6 10-lb. tins	0 07½	
20-lb. wood pails, each	1 52½	
20-lb. tin pails, each	1 42½	
Wood net, tin gross weight—		
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Cheese—The cheese condition has improved and prices averaged on Tuesday an 1-8 of a cent per lb. higher than on Saturday. It was, however, not caused by the demand from importers in the Old Country, but from local competition. There is a general belief that the Fall make may turn out considerably lighter than last year, and hence Fall cheese at current prices should bring considerable profit to holders in the near future. There are two or three reasons for a lighter make this Fall, the chief ones being the heavy advance in the price of feed, and on the other hand the extremely low price of cheese. These observations are based largely upon the immense shortage of arrivals since the September make began to be marketable. Another fact of considerable interest is that a large quantity of earlier make, carried on this side in cold storage, is

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.



The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd. Established 1780.

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

Flies Everywhere
in your food—in your bedroom—
making life miserable.

Wilson's Fly Pads
will clear your house of flies in a few hours.

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

Egg Cases

—AND—

Woodboard Fillers
BOTTOM PRICES.

WALTER WOODS & CO.
Hamilton and Winnipeg.

Macaroni

**Genova Brand
Bulk Goods**

Macaroni,
Cut Macaroni,
Fancy Pastes for Soups
In 5, 10 and 25 lb. Boxes
Pay a handsome profit.
Order direct or through
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COMMON SENSE

KILLS Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.
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Dealers find Common Sense a very good seller for
the reason that it gives general satisfaction and each
customer tells others about same.
Write for prices.

**CLEAN FRUIT
IN
Peacock Brand
of
MINCE MEAT**



—No poor or
inferior fruit
used.

Order Peacock
Brand of Con-
densed Meat
from your
wholesaler.

The Bates, Peacock Co.
HAMILTON, ONT.

owned by English houses. It is believed that these goods on the average stand the owners a cost of 81-4c to 81-2c on eastern and 83-4 to 9c on western goods, thus during the coming Winter, it is fair to assume that first class Fall goods at present prices would advantageously compete for the British consumptive demand. Shippers on Tuesday reported some favorable cable requests for Fall make, and expanded business with new customers is probable. Certain shippers who have headquarters in Ontario have been buying freely on a figure of 87-8c at the factory for September cheese. This has had a tendency to make the Quebec holders firmer and higher prices were asked than at the same time last week. At the wharf early in the week, over 4,000 boxes were disposed of at 83-4c which is an eighth of a cent in advance of last week's ruling. Spot prices were as follows: Ontario colored, 91-8c to 91-4c; Ontario white, 9c to 91-8c; Townships, 87-8 to 9c; Quebecs, 83-4 to 87-8c, and Summer makes from any quarter, 83-8 to 85-8c.

Butter—An unusual dullness has overtaken the butter market, and little signs of betterment are in sight. Some business may be done with importers in the Old Country at a range of 191-4c to 191-2c, but local holders are not ambitious to yield to those prices. On Monday and Tuesday it was impossible to get finest Townships under 191-2c to 20c for boxes, while on the other hand there was considerable inquiry for unsalted Townships at 201-4c. It will be remembered that The Grocer warned butter shippers regarding the complaint of mold by English importers, and this has been accentuated by buyers demanding a guarantee of the absence of mold. On this basis little business was done. Offerings of butter were very light this week and about 500 boxes sold at 19c. Our quotations are: Townships, unsalted creamery, 201-4c; Townships, salted, 191-2c to 20c in boxes, and in tubs, 191-4c to 191-2c. Undergrades, 19c to 191-2c.

Winnipeg.

Lard—The market continues firm and fairly active. Our quotations are as follows:

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

Cheese—There is at present very little cheese moving and the stock is rather

light for the demand, but the market continues firm.

Cheese, per lb..... 0 10 1/2

Butter—The market continues active and demand is rather heavy for the amounts of stock on hand. There is practically little or no dairy coming in from the country and our quotations are now in advance of last week's price lists and are as follows:

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

C. P. R. Iced Cars to be Stopped.

The Canadian Pacific Railway have issued the following circular of interest to butter shippers: Iced car service for the transportation of butter will be discontinued after the week ending October 22. The last iced cars of the season will therefore run as follows:

From Bedford, Tuesday, Oct. 18; West Shefford, Monday, Oct. 17; Mannonville, Tuesday, Oct. 18; Quebec, Wednesday, Oct. 19; St. Gabriel, Wednesday, Oct. 19; Pembroke, Wednesday, Oct. 19; Grande Piles, Tuesday, Oct. 18; St. Guillaume, Wednesday, October 19; Lennoxville, Tuesday, Oct. 18; Cookshire (ex-N.C.R.R.), Tuesday, Oct. 18; South Roxton, (via Sutton Junction), Monday, Oct. 17; L'Annonciation, Wednesday, Oct. 19; St. Lin, Thursday, Oct. 20; St. Eustache, Thursday, Oct. 20; Three Rivers, Wednesday, Oct. 19; Waltham, Tuesday, Oct. 18; North Wakefield, Wednesday, Oct. 19.

Provision Notes.

Weisse & Donnelly have started in the produce business in Wetaskiwin.

At a meeting of the shareholders of the Harriston Pork Packing Co. held on Wednesday of last week it was decided to offer the plant and business for sale.

COMMENDABLE ENTERPRISE.

All readers of The Grocer are familiar with the fact that E. W. Gillett Co., Toronto, whose former fine factory and offices were destroyed in the big conflagration last April, purchased the elegant premises on corner King and Duncan streets erected by the Pure Gold Co. a couple of years ago. During the last week or ten days the Gillett company has been busily engaged in installing a complete new set of machinery and moving from their temporary premises in three other buildings to their new location. The Grocer extends congratulations to the Gillett company for the commendable enterprise displayed in connection with the disaster which overtook them a few months ago and in getting their business straightened out and running smoothly again in such a short time.

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Our first shipment
of NEW SEASON'S

PEELS

LEMON,
ORANGE,
CITRON.

"ANCHOR" BRAND—

The finest quality dropped caps.

"STERLING" BRAND—

Exceptional value at a low price.

Fancy Assorted Tins
to retail at \$1.00.

RAISINS

Valencia—

Selected and Fine off Stalk.
Special quotations for
November shipment.

Malaga—

Boxes, Qr-Flats and 1lb. Cartons.
All grades of Fruit.
Quotations low.

Sultana—

A snap for bakers
and confectioners.
Cleaned or uncleaned.
Get samples and prices.

Calif. Seeded—

12 oz. and 16 oz. packages.
We have some interesting
quotations for November
shipment.

FIGS

Fancy Eleme—

Very fine quality—Boxes 10, 20, 30 and 50 lbs.

Washed and Stuffed—

We are showing some very attractive lines for
high-class trade—Our travelers have samples.

OUR QUOTATIONS ARE LOW — Quality — The Finest.

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

HOW TO JUDGE TEAS.

EVERY dealer in teas should have an apparatus to draw his tea. The importers, jobbers and wholesale grocers have copper kettles in which the water is boiled with the use of gas ; also small tea scales and teacups made for the express purpose ; these cups are rather expensive. Some of the country dealers who have not the benefit of gas use alcohol for boiling, using the ordinary teacup. By drawing teas in this way the buyer can soon become expert enough to recognize the flavor that pleases his customers. In drawing teas one should be careful that the kettle is clean and the water fresh. Before putting the water on the leaf the water should come to a good boil. If put on when the water just commences to bubble the leaves will float on the surface. Really choice tea leaves will sink to the bottom of the cup as soon as boiling water is poured on them. Many merchants who have not the facilities for drawing teas judge of them by chewing the leaves. After chewing the tea should be of a very bright, light green color, and in chewing the leaf it will, if choicest, be found to be very tender. After the leaf of the choicest kinds has been drawn it will be of a uniform green color, except the edge, which is apt to be of a light brown color. This brown edge is caused by the fermentation through which the leaf goes in course of curing.—American Grocer.

BANANA CROP DAMAGED.

Cable despatches received from Puerto Cortez, Honduras, tell of a disastrous storm within the past week, followed by a cloudburst which has visited the Puerto Cortez banana district, damaging banana plantations to a great extent. Advices to banana importers are that the banana crop is damaged to such an extent that there is no possibility of obtaining fruit for months.

THE "National" COUNTER COFFEE MILL

has RETURNED
all OCT 14 1904
the good Cut Bar
points of
the larger
mills
—and
is
just
the size
for the
average
GROCER.



For Full Particulars Write

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SOLE AGENTS
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Ammonia. Gorman, Eckert & Co., London, Ont.
Baking Powder. Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Maiden, J. H., Montreal.
Baskets. Oakville Basket Co., Oakville, Ont.
Bird Seed. Nicholson & Brock, Toronto.
Biscuits, Confectionery, Etc. Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mackintosh, John, Halifax, Eng.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.
Blue and Black Lead. James Dome-W. G. A. Lambe & Co., Toronto.
Oakley, John, & Sons, London, Eng.
Reckitt's-Gilmour Bros. & Co., Montreal.
Brooms, Brushes, Etc. Turner, James, & Co., Hamilton.
Canned Goods. Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Chaput, L., Fils & Cie, Montreal.
Old Homestead Canning Co., Picton, Ont.
Chewing Gum. Row & Co., Brockville, Ont.
Cigars, Tobaccos, Etc. American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.
Cocoanut. Greig, Robt., Co., Toronto.
Cocoas and Chocolates. Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Todhunter, Mitchell & Co., Toronto.
VanHouten's-J. L. Watt & Scott, Toronto.
Commission Merchants & Brokers. Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Computing Scales. Wilson, C., & Son, Toronto.
Concentrated Lye. Gillett, E. W., Co., Toronto.
Condensed Milk and Cream. Borden's-Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
Corks. Ewing, S. H., & Sons, Montreal.
Crochery, Glassware and Pottery. Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.
Dairy Produce and Provisions. Canadian Cannery's Hamilton.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Fish. Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.
Fly Paper. Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.
Fruits-Dried, Green, and Nuts. Adamson, J. T., & Co., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Husband Bros. & Co., Toronto.
James, Eben, Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Tippet, A. F., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.
Fruit Wines. Turner & Co., Toronto.
Gelatine. Cox, G. & J.
Grain, Flours and Cereals. Frontenac Cereal Co., Toronto.
Gorman, Eckert & Co., London.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Natural Food Co., Toronto.
Ogilvie Milling Co., Montreal.
Grocers-Wholesale. Balfour & Co., Hamilton.
Castle, F. J., Co., Ottawa.
Chaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.

Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Simpson, R. & J. H., Co., Guelph.
Warren Bros. & Co., Toronto.
Grocers' Grinding and Packing Machinery. Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Hides. Page, C. S., Hyde Park, Vt.
House Insect Destroyer. Common Sense Mfg. Co., Toronto.
Infants' Foods. Keen, Robinson & Co., London, Eng.
Interior Store Fixtures, Trucks, Etc. Auer Light Co., Montreal.
Jams, Jellies, Etc. Colson, C. E., & Son, Montreal.
Creed, J. S., & Co., Halifax.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Southwell's-Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Macaroni. Napoli Macaroni Co., Toronto.
Tippet, A. F., & Co., Montreal.
Matches. Walkerville Match Co., Walkerville, Ont.
Mince Meat. Bates, Peacock Co., Hamilton.
Fearman, F. W. Co., Hamilton, Ont.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.
Oils. Queen City Oil Co., Toronto.
Oil Tanks. Bowser, S. F., & Co., Fort Wayne, Ind.
Pass Books, Etc. Allison Coupon Co., Indianapolis, Ind.
Patent Solicitor. Cullen, Orlan Clyde, Washington, D.C.
Peels. Colson, C. E., & Son, Montreal.
Pickles, Sauces, Relishes, Etc. Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Flett's-Rose & Lafamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, & Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's-Rose & Lafamme, Montreal.
Turner & Co., Toronto.
Polishes-Metal. Oakley, John, & Sons, Montreal.

Polishes-Stove. Morse Bros., Canton, Mass.
Pottery. Foster Pottery Co., Hamilton, Ont.
Poultry and Cattle Food. Greig, Robert, Co., Toronto.
Salt. Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.
Soda-Baking. Dwight, John, & Co., Toronto.
Starch. Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
St. Lawrence Starch Co., Port Credit.
Steel Shingles. Metallic Roofing Co., Toronto.
Store Lighting. Auer Light Co., Montreal.
Sugars, Syrups and Molasses. Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.
Tea Rose Drips-Rose & Lafamme, Montreal.
Summer Beverages. Batger-Rose & Lafamme, Montreal.
Teas, Coffees, and Spices. Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Castle, F. J., Co., Ottawa.
Ceylon Tea Traders' Ass'n. Chaput, L., Fils & Cie., Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.
Vinegars. Hill, Evans & Co., Worcester, Eng.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.
Washing Compound. Douglas, J. M., & Co., Montreal.
Fairbank, N. K., Co., Montreal.
Keen's-Frank Magor & Co., Montreal.
Woodenware. Woods, Walter, & Co., Hamilton.
Wrapping Paper, Etc. Canada Paper Co., Toronto.
Yeast. Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Table listing advertisers and their page numbers. Columns include advertiser names and corresponding page numbers, such as Adamson, J. T., & Co. on page 55, and Queen City Oil Co. on page 2.

The Oldest Crockery House in Canada

Under Up-to-Date Management

You will serve your interests by keeping close track of our new lines as they arrive.

Always wait for our representative and you will not be disappointed.

If in a hurry write us. We make a rule of giving mail-orders special attention.

DINNER WARE
TOILET WARE
TEA WARE
SILVERWARE

HOTEL WARE
BAR GOODS
LAMP GOODS
CUTLERY

THE JOHN L. CASSIDY CO.
LIMITED

339-43 St. Paul St. MONTREAL

"Tak' a cup o' Tea;
it's unco refreshin'."—

SEND FOR A \$25.00 ASSORTMENT

OF
SCOTCH MOTTO WARE

It is most Quaint
Artistic and
Attractive

BARNARD & HOLLAND CO.

HAVE YOU
EVER
HANDLED
ELECTRIC SHADES?
WE SUPPLY THEM
IN FANCY STYLES

English Pottery
Representatives
and Importers of
Foreign China
and Glassware

MONTREAL

Trade Persuaders

A really fine line of Pickles is about as tempting a thing as a grocer can display in his store. We show three lines, **Bengal** and **Lion** Mixed Pickles and **Priscilla** Sweet Pickles, that are the acme of salability. The **Bengal** is a large package of selected vegetables extra carefully cut; the **Lion** is a smaller package of the same grade. The **Priscilla**

Sweet Pickle is about as nice a Pickle both in appearance and taste as it is possible to obtain—it is a great seller. Bengal, 3 doz. to case, \$2.40; Lion, 3 doz. to case, \$2.00; Priscilla (sweet), 3 doz. to case, \$2.40.



The OZO CO., Limited

Do you get our quarterly Price Current?

MONTREAL.



President:

JOHN BAYNE MACLEAN,
Montreal.

**The MacLean Publishing Co.
Limited**

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

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MONTREAL	- - -	232 McGill Street. Telephone Main 1255.
TORONTO	- - -	10 Front Street East. Telephone Main 2701.
WINNIPEG, MAN.	- Room	515, McIntyre Block. Telephone 1846. L. P. Luxton.
LONDON, ENG.	- - -	88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
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ST. JOHN, N.B.	- - -	No. 3, Market Wharf. J. Hunter White.
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VANCOUVER, B.C.	- - -	Geo. S. B. Perry.
ADELAIDE, AUSTRALIA.	- - -	Steamships Building, W. H. Sharland, Jr.

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Published every Friday.

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NEW ADVERTISEMENTS.

John L. Cassidy Co., Montreal.
F. T. James Co., Toronto.
O. E. Robinson & Co., Ingersoll.
Dr. MacKay, Montreal.

SPECIAL FALL GROCER.

ON October 21 The Canadian Grocer will issue its Annual Fall Special for the benefit of thousands of readers throughout Canada, the United Kingdom, the British colonies and foreign countries of Europe and Asia.

In general outline the editorial columns will reflect the industrial and commercial progress of Canada during the past year, particular attention being paid to the newest phases of the home and export trade in groceries and natural products. A large number of special articles have been contributed by authorities on the fish, fruit, canned goods, tobacco, confectionery and crockery trades. Special attention has also been paid to the department of fancy goods and novelties in view of the fact that the holiday season is fast ap-

proaching, and patrons of The Grocer throughout the country must needs know what to buy and the most effective way to sell.

In addition to special features the regular reading columns have been materially enlarged with the object of making the Fall Special an epitome of all that is of interest to the grocery trade. The charge is often brought against the grocer that his trade is at best a mechanical, uninteresting sort of thing. Next week's issue of The Grocer is offered as a refutation of this unjustifiable charge.

OVERCHARGING THE GOVERNMENT.

A correspondent of The Canadian Grocer makes a serious charge against some of the manufacturers whose goods were exhibited at the Grocers' Fair, London, Eng. The Government, with commendable enterprise, assembled an exhibit of Canadian-manufactured goods, which won the general approval of visitors to the "Fair." This was done at no cost to the manufacturers, yet, according to our informant, the manufacturers charged the Government from 30 to 40 per cent. more than the regular trade prices.

For a section of maple tree 4½ feet long and 24 inches girth, used to show how sap is taken from the tree, the Government was charged \$5. Such a charge was exorbitant, but this does not compare with the action of manufacturers who charged \$4 for cases of goods which sell in the ordinary way at \$2.75.

Our correspondent concludes with the comment that the Canadian manufacturers should be willing to give away their goods for the sake of having them introduced over "there instead of charging fancy prices where the Government buys the goods outright," a comment with which The Canadian Grocer is in hearty accord. If Canadian produce is to become popular in England, the greatest market in the world, the Canadian producer should encourage rather than discourage the good work done by the Government agents, and at least be fair and honest in sharing with the Government in its efforts to extend Canadian trade.

AN APPRECIATION.

THE GROCER learns with regret that Mr. W. R. Brock, of The W. R. Brock Co., wholesale dry goods merchants, Toronto, has decided not to allow his name to stand for re-election in the riding of Centre Toronto.

Mr. Brock proved a worthy representative of his constituency in the last Dominion Parliament, but, apart from this fact, he represents one of the most extensive business interests in Canada, and The Grocer has always taken the stand that the legislation of a country should be in the hands of those most immediately affected thereby, namely, its business men. The last Dominion Parliament was an improvement in this respect, although the representation of business men was altogether too small to be as effective as might be desired.

USE YOUR LARGE COMPETITORS.

SMALL retailers are continually commenting on the inroads of the city departmental stores upon their legitimate trade. Some retailers have not faced the problem, but have gone on in the old rut, carefully watching the fellow across the street, ignoring the neighboring town or village, sitting quietly by and watching express parcels come down the street, sometimes emitting a futile howl, but not taking the initiative to prevent it.

Undoubtedly the consumer is the person to be got at, and it must be clearly proven to him that his own best interests are served by spending his ready cash at home. Many and varied are the means devised, and there is undoubtedly some virtue in each. We do not propose to solve the problem, but we wish to call attention to a phase of the situation which is only too apparent.

We refer to the diffidence expressed by retailers, when in large centres, to visiting and studying the methods of the large departmental stores. Many are the excuses offered. Some ignore these stores through petty jealousy and foolish rivalry; others consider it useless to spend their valuable time, owing to a limited stay, in seeing what they consider is altogether beyond their sphere, and utterly useless as applied to them. In this connection we take issue with the retailer. While agreeing with him that the multiplicity of departments and in-

tricacies of store management are entirely out of his scope, yet there are many and valuable lessons to be learned by a walk through one of these stores.

Moreover, the visiting retailer must not think himself unwelcome. He should mention the fact that he is in the grocery or general mercantile business, and that generally insures him a cordial welcome, supplemented sometimes by a personal tour through the premises. This is certain to make him a better and wiser merchant. If he labors under the impression that his particular trade does not want a neat, up-to-date store, let him be sure to be the first to inaugurate these things or perhaps he may regret it too late. It is generally a hard problem to get a store too good for a town. In most cases such an one usually takes the legitimate business of some neighboring town or village as well as the best part of its own.

It is easily apparent that the system, order and neatness displayed by large concerns will wake up the retailer to many weak spots, which were formerly ignored. Perhaps he will return with the impression that his windows might be used for display purposes, and with the realization that they are his best and cheapest advertisements. Or he may be imbued with the idea that a more careful supervision of his stock would not be amiss, not counting the many little improvements at a slight cost which mean wonders in the general appearance of his store. He may even realize that a few fixtures are perhaps a sound investment. Old methods cannot help but be revolutionized.

By all means the local paper should be informed as to what is being done. The dealer will find the paper quite ready to co-operate in giving him a place in its news columns. All this tends to discourage foreign dealing. It will soon be found that the catalogue will be used as a last resort—the local merchant will get the preference.

A COOL SUGGESTION.

ON another page of this week's issue of The Grocer direct reference is made to a suggestion of Mr. Bryson, Canadian Commercial Agent in Antigua, Montserrat and Dominica, as to proper ways and means of overcom-

ing the existing prejudice against Canadian flour in the West Indies. According to Mr. Bryson the Canadian trade should export via New York without the word "Canadian" appearing on the brands.

The above suggestions may not have been altogether groundless. At the same time we cannot help regretting that one in charge of a foreign department of Canadian trade and commerce should find it necessary to take such an unsympathetic view of the possibilities of the export trade. If Canadian flour is ever to become established in foreign markets it will be on its merits and not by parading under an assumed name or no name at all. What is more, the millers of Canada are not afraid of foreign competition; on the other hand they have every assurance that their products are holding their own and are being acceptably received in West Indian markets.

There is more or less truth in the statement that some years ago a prejudice did exist against Canadian flour in certain West Indian markets because it failed to answer the requirements of the trade and sufficient care was not exercised in packing. This, however, has become a matter of ancient history. Probably Mr. Bryson had been ruminating over something of the sort when he volunteered to tell the Canadians something they didn't and couldn't know.

At the present time Canadian flour is in big demand in the West Indies, although with one or two exceptions the trade has not been systematically and persistently exploited. In these few cases the results have been more than gratifying. In the majority of instances where Canadian millers have gone to the length of sending consignments of flour to the West Indies sufficient care has not been taken in catering to the West Indian trade. There has been a lack of perseverance and patience shown in following up the opportunity once it was created through immediate contact with the market. Evidently there have been those who thought all that was necessary was to send down a trial consignment of flour, and immediately a demand would spring up for it. That is not the way trade works; a lot of hard labor is entailed in permanently

placing an article in a foreign market. Where the situation has been squarely faced and honestly grappled with—not however as Mr. Bryson suggests—the results have exceeded the most sanguine expectations.

DEBASING THE BENCH.

APPROPOS of our recent article disapproving of the connection of Judge Britton with the Alberta Central Loan Corporation, Limited, the attention of our readers may be drawn to a case which illustrates the dangers which arise from judges being connected with similar concerns.

The case in point is this: A member of the Ontario judiciary was induced to allow his name to be connected with the directorate of a new financial company. As an honorarium for this he was given shares to the value of \$5,000. Bye-and-bye the company failed. The assets in evidence not being sufficient to liquidate the liabilities the creditors naturally investigated, the result of which was the discovery that the judge in question had not paid a dollar for his shares. Being of opinion that he should have paid for them, they brought suit to recover the \$5,000 they represented at the formation of the company.

And here is where the interesting phase of the case comes in. The presiding judge should have been the defendant himself. But while he could not try his own case, he did the next best thing he could; he argued his own case.

Someone has said that an independent judiciary is the firmest bulwark of freedom. If judges are to become part and parcel of public corporations they can scarcely be expected to be independent and single for the public interest in the hour of temptation.

Undoubtedly the low salaries which judges in Canada receive cause some of them to turn aside from the strict path in which they should walk in order to supplement a revenue which is not in keeping with the dignity and importance of their high office. The duty of the State is to remove the cause.

THE PREMIUM QUESTION.

IN a recent issue of The Grocer was outlined the attitude of the Retail Merchants' Association of Canada and the Retail Grocers' Association, of Toronto, in regard to "premium exchange" which is alleged to be nothing more or less than a revival of the trading stamp system.

The charge was brought against the company controlling the sale of such premiums in Toronto that they were violating the trading stamp by-law and a nominal fine was inflicted by the magistrate. A retailer was also brought into the police court for using premium exchange coupons, and convicted likewise. During the past week an appeal from the latter decision was made with the result that the judge in chambers reaffirmed the decision of the magistrate to the effect that it is contrary to the existing by-law for a retailer to traffic in trading coupons.

The Grocer is opposed to trading stamps in any form whatever, and congratulates the Retail Merchants' Association on the signal success its cause has met at the hands of the law. By way of further endorsement it can offer nothing better than the following pertinent criticism of trading stamps by an esteemed contemporary:

"It is one of the most delusive and pernicious schemes for making money that has ever found favor with the public. It is more objectionable than a lottery or gambling device, because it lives upon an assumption that something is obtainable for nothing. The deception is transparent to anyone; a dollar that is paid to a purchaser of goods in trading stamps or coupons comes out of the price or profit of what is purchased. It is an insidious method of deception that has a serious effect upon legitimate trade, since it obliges one merchant to use the stamps if his competitor does, and in the end the trading stamp company gets the margin which the buyer and seller would otherwise have.

"The trading stamp agent claims that articles may be secured without cost by a purchaser who has collected a certain number of dollars' worth of stamps. Such a claim is, of course, misleading and false and contrary to the standards of legitimate business. The buyer and seller, in paying tribute to the trading stamp companies, maintain a system that is obviously detrimental to fair and honorable dealing. The stamp companies make excessive profits on stuff that is 'given' in return for stamps presented for redemption, which stamps are sold only for cash, while their gains, by rea-

son of the stamps that are never presented, are said to be enormous.

"The reputable retail merchants, in their own interests and that of their patrons, are united in condemning the system and in opposing its growth."

LETTER OF THANKS.

To Editor Canadian Grocer:

We beg to tender our sincere thanks to all who have shown us their sympathy either personally or by letter, telephone, despatch, or cable, on the occasion of the recent fire which destroyed the stores we occupied on De Bresoles street. The number is so great that under the circumstances, in order to reach every one, we are compelled to use the press.

(Signed)

L. CHAPUT, FILS & CIE.,

Office and warehouse

21 St. Antoine St.,

Montreal.

COMPANIES INCORPORATED, ETC.

THE firm of A. J. Young, North Bay, Ont., with share capital of \$100,000, has been incorporated to carry on a wholesale and retail grocery and general mercantile business. The provisional directors are A. J. Young, Cache Bay; J. W. Hennessy, Fort Coulonge; G. Gordon, Sturgeon Falls; R. W. Gordon, R. Booth and A. Foster, all of Pembroke.

The Hamilton Biscuit and Confectionery Co., Limited, Hamilton, with share capital of \$100,000, has been incorporated to take over the business of W. H. Schneider, manufacturer of biscuits, confectionery, etc., heretofore carried on under the firm name of the Hamilton Biscuit and Confectionery Co. The new firm will carry on a general confectionery manufacturing business and manufacture and deal in pickles, jams, jellies, etc. The provisional directors are W. H. Schneider, T. W. Hand, R. A. Ptolemy and W. H. M. Williams, all of Hamilton, and F. Chalcraft, of Brantford.

S. Downing, grocer, of Fort William, Ontario, has sold out to Fisher & Co. J. J. Fisher, of Fisher & Campbell, will be the head of the new firm. The firm of Fisher & Campbell will be dissolved. J. D. Campbell continuing the business.

The grocery business of Graham & Co., Gerrish Station, Windsor, N.S., has been sold to E. Shaw.

Association News

Toronto Retail Grocers Meet.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, October 10, in St. George's Hall, with President Johnson in the chair.

E. P. Nettlefield, secretary of the association, was present in his official capacity for the last time. Four applications were read for the position rendered vacant by Mr. Nettlefield's resignation. A motion was passed accepting the application of B. Panter, provided he can fulfill certain requirements of the position, otherwise it will fall to J. Irving, formerly traveler for the Walkerville Match Co.

A decided stand was taken by the association on the "Premium" question, the majority of the members being of the opinion that any firm giving away premiums with goods cannot carry on a legitimate business, since the retailer not the manufacturer has indirectly to stand the cost of the coupons as well as the profit cut off by the use of coupons. A suggestion was made by the president that measures be taken immediately to investigate the tea trade and that the members of the association give a special amount of business to firms selling the best brand of tea without premiums.

Regarding the funds left over from the annual excursion, it was decided to set aside one hundred dollars for the general fund, one hundred dollars for the special fund, the balance to be paid to the members of the executive for their services in connection with running the excursion.

It was decided to secure more suitable quarters for the meetings of the association, and a committee was nominated to look into the matter.

The question of lard boxes, left over from last meeting, was allowed to stand for the present until the New York representative of the firm which sold the boxes to the Toronto retail trade arrived to adjust matters.

Note.

It is rumored that B. Panter, formerly in the retail grocery business at the corner of King street and Cowan avenue, Toronto, will shortly resume operations at the corner of Davenport and Bedford roads, North Toronto.

It is no longer open to doubt

That fewer dealers are stocking Japan Teas than ever before in the history of the trade.

It is no longer open to doubt

That "SALADA" Natural Green Teas are responsible for this.

It is no longer open to doubt

That it pays a grocer infinitely better to purchase "SALADA" Natural Green Teas in case lots rather than be loaded up with a lot of questionable bulk stock eating its head off in interest, and daily depreciating in value.

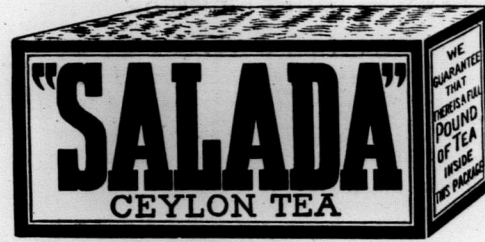
It is no longer open to doubt

That "SALADA" Ceylon Green Teas are the finest Natural Greens in the wide, wide world, and great trade builders. "Japans are Doomed."

"SALADA" Natural Green Teas are sold in sealed packets only—same form, style and prices as the celebrated Black Teas of "SALADA" Brand.

CORRESPONDENCE SOLICITED

Address "SALADA" Toronto and Montreal.



COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

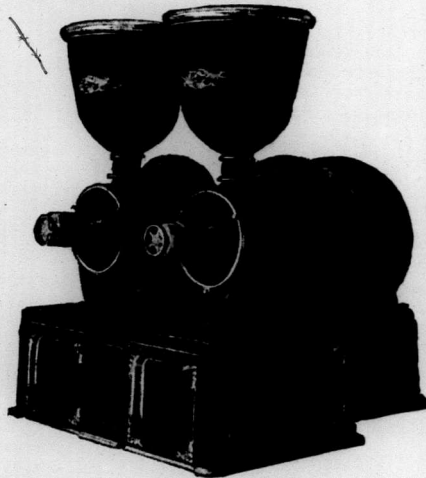
The Labor Savers

Pulverizing and Granulating

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

Our Grinders

Wear Longest



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.



This is another of the dainty packages in which we put up

LILY WHITE GLOSS STARCH

Good starch in attractive packages makes good business.

Trunks—6 lbs. starch, 8 trunks in a case.

Drums—6 lbs. starch, 8 drums in a case.

A pair of drum sticks with each drum.

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS

Toronto, Oct. 13, 1904.

Groceries.

THE grocery trade for the week is reported satisfactory as compared with the same week last year, whereas the volume of Fall business is steadily increasing some wholesale firms have about completed their orders for the close of navigation. A considerable trade usually begins about this season of the year in foreign dried fruit. Direct shipments, however, have not arrived and until then comparatively little will be doing in dried fruits. In canned goods considerable interest has been evinced in opening prices of corn and tomatoes, namely \$1.10 and \$1.15 as compared with 90c and \$1.05 last year at the opening of the season. The shortage in corn and tomatoes is estimated at 25 and 30 per cent. respectively. Sockeye salmon continues very firm. Coffee prices are still soaring above the heads of the wholesale trade. Stocks of spot tapioca are very low. The spice, foreign dried fruit, foreign nut, syrup and molasses markets continue practically unchanged from last week. Teas are quiet, particularly Japans, notwithstanding the fact that offerings are exceptionally low in price.

CANNED GOODS.

The item of principal interest in canned goods circles this week is undoubtedly the announcement of opening prices on 1904 pack of canned corn and tomatoes, viz., tomatoes, 3's per dozen \$1.15, and corn, 2's per dozen, \$1.10. The trade has been anxiously awaiting this announcement which will facilitate business in no small measure. Sales are increasing gradually, as retailers are now stocking up for the requirements of the coming year. Considerable diversity of opinion prevails as to the extent of the season's pack in corn and tomatoes which is still going on although the bulk of it is completed. A shortage there will be beyond a doubt, conservatively estimated at 30 per cent. in tomatoes and 25 per cent. in corn. One authority estimates that there will be sufficient to go around, but that the consumption will be curtailed on account of the relatively high price ruling at the

opening of the season. Whereas retailers formerly sold 3 cans for 25c (generally one can each of corn, tomatoes and peaches) they will in future be compelled to cut down the allowance to 2 cans for 25c. Another prominent wholesale grocer is of the opinion that this will not affect sales appreciably since consumers throughout the country were never in as prosperous state financially as they are this year and if the working man wants corn or tomatoes he will not hesitate to buy whether they are selling at 2 or 3 cans for 25c.

The market in fish continues firm generally, particularly in Sockeye salmon which seems to be practically cleaned up at the coast. There will be sufficient salmon, however, to meet the requirements of regular trade.

This week's quotations have been thoroughly revised in view of the arrival and delivery of new pack vegetables, fruits, etc. We quote the following prices:

Tomatoes, 3s.....	1 15
Corn, 2s.....	1 10
Peas, 2s.....	0 82½
Sliced beets, 2s.....	0 85
" 3s.....	0 95
" whole.....	0 95
Pumpkin, 3s.....	0 75
gal.....	2 50
Squash.....	1 00
Asparagus tips, 2s.....	2 50
Golden waxed beans, 2s.....	0 80
Refugee or Valentine beans, 2s.....	0 85
Crystal waxed beans, 2s.....	0 92½
Spinach, 2s.....	1 40
" 3s.....	1 80
Baked beans, plain, 1s.....	0 45
" 2s.....	0 72
" 3s.....	0 90
Tomato sauce, 1s.....	0 50
" 2s.....	0 78
" 3s.....	1 00
Chili sauce, same as tomato sauce.....	0 78
Cactups, tins, 2s.....	4 50
" jugs.....	7 70
Apples, standard, 3s.....	0 90
" preserved, 3s.....	1 47½
" standard, gal.....	2 20
Pears, Flemish Beauty, 2s.....	1 52½
" 3s.....	2 00
" Bartlett, 2s.....	1 87½
" 3s.....	2 82½
" whites, 2s.....	1 72½
" 3s.....	2 67½
Peaches, pie, 3s.....	1 25
Cherries, red, pitted, 2s.....	2 20
" not pitted, 2s.....	1 75
" English black, pitted, 2s.....	2 20
" not pitted, 2s.....	1 75
" white wax, pitted, 2s.....	2 42
" not pitted, 2s.....	2 00
Lawtonberries, heavy syrup, 2s.....	1 57½
" preserved, 2s.....	1 75
" standard gal.....	4 97½
Plums, Damson, light syrup, 2s.....	1 00
" heavy syrup, 2s.....	1 30
" 3s.....	1 85
" Lombards, light syrup, 2s.....	1 05
" heavy syrup, 2s.....	1 35
" 3s.....	1 90
" green gage, light syrup, 2s.....	1 15
" heavy syrup, 2s.....	1 47½
" 3s.....	2 00
" egg, heavy syrup, 2s.....	1 52½
" 3s.....	2 10
Pineapple, sliced, standard, 2s.....	2 35
" extra " 2s.....	2 47½
" grated, " 2s.....	2 62½
Raspberries, red, heavy syrup, 2s.....	1 40
" preserved, 2s.....	1 60
" black, heavy syrup, 2s.....	1 35
" preserved, 2s.....	1 50
Rhubarb, preserved, 2s.....	1 15
" 3s.....	1 90
" gal.....	2 62½
Strawberries, heavy, syrup, 2s.....	1 60
" preserved, 2s.....	1 75

Lobster, tails.....	3 50
" 1-lb. flats.....	3 75
" ½-lb. flats.....	2 00
Mackerel.....	1 00
Salmon, Fraser River, "Horseshoe" and "Maple Leaf".....	1 25
" 1-lb. tails, 5 cases and over.....	1 77½
" 1-lb. tails, less than 5 cases.....	1 80
" 1-lb. flats, 5 cases and over.....	1 90
" 1-lb. flats, less than 5 cases.....	1 92
" ½-lb. flats, 5 cases and over.....	1 17
" ½-lb. flats, less than 5 cases.....	1 20
Salmon, "Clover Leaf".....	1 72½
" 1-lb. tails, 1 to 4 cases.....	1 87½
" 1-lb. flats, 1 to 4 cases.....	1 70
" 1-lb. tails, 5 to 9 cases.....	1 85
" 1-lb. flats, 5 to 9 cases.....	1 67
" 1-lb. tails, 10 to 25 cases.....	1 82½
" 1-lb. flats, 10 to 25 cases.....	0 95
Chums.....	1 00
Sardines, Sportsman ½s.....	0 14
" Portuguese ½s.....	0 22
" P. & C. ½s.....	0 10
" P. & C. ½s.....	0 25
" Domestic, ½s.....	0 35
" Domestic, ½s.....	0 03
" Mustard, ½ size, cases 50 tins, per 100.....	0 09
" Mustard, ½ size, cases 50 tins, per 100.....	8 00
Haddies, per doz.....	1 00
Haddies, per case.....	4 00
Kipper haddies, domestic.....	1 00
" imported.....	1 40
Herrings in tomato sauce, domestic.....	1 45
" imported.....	1 40
California ripe olives, tins, per doz.....	1 45
Corned beef, 1s, per doz.....	4 75
" 2s.....	1 50
" 3s.....	2 70
" 4s.....	8 00
" 14s.....	10 00
Lunch tongues, per doz.....	13 00
Potted meats, ½s.....	3 00
" 1s.....	0 50
" ½s.....	1 00

SUGAR.

A rather easier tone to the sugar market developed during the past week and raws are quotably 1-16 lower while in refined no further change has taken place following the reduction made by U. S. refiners just prior to going to press last week. Since last issue, sales have transpired of large quantities Java sugars afloat and loading, totalling about 22,000 tons; one cargo afloat selling at 11s 10 1-2d c.i.f., which is equivalent to 4.29c duty paid; the remainder at 11s 9d c.i.f., equal to 4.25c duty paid. There have also been sales of new crop Demerara centrifugals, totalling 4,000 tons, as well as a small parcel of Porto Rico; the former at 25-8c c. and f. New York, which equals 4.31c duty paid; the latter at 4.25c duty paid ex store. At the moment the market remains steady on the lower basis with buyers and sellers both indifferent. It now transpires that recent sales of Demerara centrifugals for shipment amount to 12,000 tons, and further lots are offering on the same terms, but buyers have withdrawn from the market pending further developments in Europe. The course of the market has been downward, declining from 11s 33-4d to 11s 3-4d, reacting to 11s 11-2d and at the close is nominal at 11s 3-4d, which is equivalent to duty paid parity of 4.35c for 96 test centrifugals.

Latest weather reports are favorable to growing crops and harvesting; it

vance. One cargo sold in New York at 11s 9d c.i.f., equal to 4½c duty paid. Refiners are very positive that present prices will be maintained and they verified their belief by purchasing Java sugars to arrive in December, at figures equal to 4.23c duty paid, for 96 degrees test. New crop Cuban sugars will not be on hand before January or February, and some planters have announced that they would make contracts for delivery in this position on the parity of 4½c duty paid, basis 96 degrees. We quote:

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

SYRUPS AND MOLASSES.

Dullness marks the molasses market, although considerable demand has been noted from day to day and a good distribution has taken place. The steady demand for all grades has made considerable inroads on the supply and heavy stocks which were on hand. Increased demand is expected, especially before the close of navigation, and dealers expect a general cleaning up before the new crop arrives. We quote:

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

COFFEE.

Renewed interest has set in for coffee, although large importers declare that the market is dull for the time of year. Rio, for instance, will have less than 2,500,000 bags this year, and one large roaster is said to have secured the bulk of the low grades. According to Mr. Frederick J. West, an expert on coffee, the balance of Rio coffee is held by three or four strong interests, who are believers in a small crop next year, and much higher prices in the near future. The early part of the Santos crop resulted in a few low grades, owing to unfavorable weather conditions. Late in August the arrivals at Santos were much improved in quality, low grades being in very small quantities. The same large roasting interest, quoted previously on the last of August, owned 95 per cent. of these low grades, and had contracts with responsible houses in

Santos for future deliveries of low grades to be delivered in September, October and November. This authority states that more than one seller of such contracts to this interest could not deliver the goods and had to liquidate his contracts as best he could on August 30. Of the 1,600,000 odd bags of coffee in Rio and Santos, it is conservative to say that more than 600,000 bags are owned by two American roasting interests and the balance is held by some 250 commissaries, dealers and exporters. The bulk of distressed coffee in the countries of production has been moved and growers and dealers who are able to hold coffees for higher prices are doing so. Europe so far this year has taken very little coffee. In America generally demand from the interior points has been quite small and principally for low grade coffee, which indicates that general trade has decreased. There is every probability of prices going much higher in the early future. Locally the demand is steady, and the market firm. We quote:

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

SPICES.

The advance in pepper and other spices noted previously has been maintained and the demand generally is good. The scarcity of pepper stock on spot and due to arrive has occasioned a decided firmness. From the east it is learned that higher prices are being asked on pepper for shipment. Singapore black is ruling strong and was being held last week in large quantities at 13c ex store. In cloves decidedly bullish cables have been received from both London and Zanzibar, and the spot market has advanced to 16c per lb. on large lots. It is reported that this year's crop is smaller than was expected. As this is the second year of short crop, considerable difference in price is looked for. Nutmegs are also reported a short crop. The market is higher. Cassia has been consumed in large quantities this year, presumably owing to the fruit crop being so good.

Supplies are limited and stocks generally are reported small, so that higher prices may be looked for. We quote:

Peppers, black	0 20	0 22
" white	0 25	0 31
Ginger	0 17	0 24
Cloves, whole	0 25	0 35
Cream of tartar	0 25	0 30
Allspice	0 16	0 19

TEA.

Locally the tea market remains about the same. There has been a slight improvement in the demand and considerable business has been done in lower grade teas of all descriptions. Japans are receiving considerable attention, having advanced 1c in low grades. Bet-

ter grades of all kinds of tea are reported firmer. An advance in medium grades is expected. Choice teas are not so plentiful. Some business has been reported in China greens and the market is firmer. India and Ceylon greens are very quiet and lower in price, apparently at home and abroad, offerings being neglected. Two blocks of fannings, siftings, nibs and dust offered on this market during past few days, being held at Yokohama for shipment, were readily picked up by the trade. We quote:

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

CANNED GOODS.

Considerable interest has been noticed in canned goods by the announcement of new pack prices for corn and tomatoes. The canners announce that in corn they will be able to deliver only 75 per cent. of their contracts, and in tomatoes only 55 per cent. New prices for corn, which opened at \$1.10 for two pound tins, and tomatoes at \$1.15 for three pound tins, have been advanced to \$1.20 and \$1.25 respectively by the Quebec Provincial Grocers' Guild for western pack, and \$1.22½ for Quebec pack. New crop peas have been fixed at 85 and 95c; 82½c for common; best pack running at \$1.30 for French brands. One concern that packed 9,000 cases of tomatoes last year, only turned 3,822 cases this year, and is holding for \$1.25 a doz. The cost of American tomatoes laid down here from Baltimore is \$1.22 to \$1.30. We quote:

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

The following is the new price list issued by the canners for 1904 pack vege-

week and the market undertone in first-hand stock fresh at per doz.

The good d Early F at 56c, 66c. S high as inquiry plies in sold in a bag.

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week and this has a tendency to make the market slightly easier. The firm undertone still exists and fresh eggs are in first-class demand. Straight gathered stock was sold at 20c to 20½c, No. 1 fresh at 19c to 20c, and selected at 23c per doz.

POTATOES.

The market is much easier with good demand. Sales took place of Early Rose at 54c per bag, another car at 56c, one at 59½c, and another at 66c. Silver Dollar stock has brought as high as 52c per bag. There is a fair inquiry from Ontario buyers for supplies in this market. Choice stock has sold in a jobbing way from 75c to 80c a bag.

BEANS.

The bean market is a little firmer and has stiffened considerably. The new crop is on the market and five cars were sold for November shipment at \$1.10. Good primes are hard to get in car lots except at prices ranging around \$1.10. From the west it is learned that old crop is pretty well sold out and that the new crop is hardly fit to send to market, owing to its not being dry enough to thresh. Large quantities are expected, however, for shipment in a couple of weeks time. The demand for export has occasioned the hardening of the market, trade with France being extensive. We quote :

Table with 2 columns: Choice primes, Less than car lots, Primes. Prices listed in dollars and cents.

HONEY.

There is little demand for honey and the market is dull. We quote :

Table with 2 columns: White clover, extracted, tins, kegs, comb, Buckwheat. Prices listed in dollars and cents.

MAPLE PRODUCTS.

There is nothing doing in maple products and prices are unchanged. We quote :

Table with 2 columns: Maple syrup, in wood, per lb., in large tins, Pure sugar, per lb., Pure Beauce, county, per lb. Prices listed in dollars and cents.

HOPS.

Business in hops is very quiet. Prices remain steady at 33 to 35c for choice Canadians and 28 to 31c for fair to good. We quote :

Table with 2 columns: Choice, Fair to good. Prices listed in dollars and cents.

Flour and Feed.

FLOUR.

Flour market remains firm and the high prices have been steadily maintained. Receipts have not been so large locally and the complaint of the big millers is that they are oversold for home consumption and are unable to attend to the export trade. Considerable declines have been noticed in wheat in

the west, but prices have kept up the flour. The continuation of inquiry from foreign sources for Manitoba Spring wheat grades is unusual, and some bids were received on low grades which were higher than millers have realized on spot. Local and country buyers have been active. Large numbers of car lot orders have been placed for both patents and strong bakers' at full prices. We quote :

Table with 2 columns: Manitoba spring wheat patents, strong bakers, Winter wheat patents, Straight rollers, Extra, Straight rollers, bags, 30 per cent. Prices listed in dollars and cents.

ROLLED OATS.

The decline in rolled oats which took place last week has been steadily maintained and prices have been firmly held. We quote :

Table with 2 columns: Fine oatmeal, bags, Standard oatmeal, bags, Granulated, Rolled oats, bris. Prices listed in dollars and cents.

FEED.

Mill feed is generally considered scarce. There is a good inquiry and prices are firmly held. We quote :

Table with 2 columns: Mouline, Ontario bran, in bulk, shorts, Manitoba bran, in bags, shorts. Prices listed in dollars and cents.

HAY.

Hay has been going forward for export to England in large quantities, and as a result prices have eased off. Locally business is active and prices remain about the same. We quote :

Table with 2 columns: No. 1 timothy, choice, ordinary, Clover and clover mixed. Prices listed in dollars and cents.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Oct. 6, 1904.

THE annual exhibition of the Royal Agricultural and Industrial Society, which is being held this week at New Westminster, is attaining such proportions that it is rapidly becoming what the Toronto fair is to Ontario, and the Winnipeg fair to Manitoba and the Territories. This year there are over 2,000 more entries at New Westminster, and in horses alone there are over 200, while last year there were only 86. One of the features of the show is the exhibits from the municipalities, eight being represented, and all kinds of grain, fruit and field produce are shown. Over the exhibit from Salmon Arm is the reminder: "In 1894 a wilderness, to-day a paradise." This would apply to nearly all of the districts represented.

The display of fruit would be impossible to surpass, and this year, owing to the warm weather, there is better color-

ing to the apples of the lower mainland. In the competition for the best collection of apples, five of a variety, there were nine entries, the prize being won by Middleton, of Vernon, while Mr. Thomas Earl, of Lytton, came but one point behind. Notwithstanding the bad year for plums and prunes, there are some excellent samples shown, and in blackberries, never have they appeared so good. It perhaps, is usual to say that a show is always better than the last, and on no occasion could this be said more conscientiously. One of the interesting displays is that of several boxes of strawberries, the second crop, which many of the growers are obtaining this year. They are as excellent in flavor and appearance as the first.

The whole exhibition indicates greater development in agricultural lines, which British Columbia requires so much at the present time. Every horse and stock shed is occupied, and the animals are of such a high grade as to call for favorable comment from the judges, one of whom is Dr. Black, of Winnipeg.

Local markets are unaffected by features, unless it be in eggs. They are a surprise, especially to the householder. The reliable fresh article is selling at retail this week for 50 cents per dozen, though there is some talk of them being more plentiful. The reason for the supply being short is hard to find, although it is very well known it is. The Fall has been very mild and fine, and it was expected that fresh eggs would be easy to obtain. What keeps the price stiff is the further fact, mentioned previously, that ranch eggs are of poor quality. Last Fall and Winter it was not an unusual thing for many people to buy these eggs in preference to the high-priced article, but this season half of them are so bad they cannot be used.

Cured meats show a firmer tendency, and an advance is considered not improbable. Creamery butter keeps firm. Flour is still very firm, and there has been an advance in all the other brands in sympathy with Manitobas. Retail milk dealers have advanced the price of milk for the Winter. Last week it sold fourteen quarts for a dollar, to-day it is eleven quarts.

In fruits, local dealers are arranging for the Japanese orange shipments, or tangerines, which are a welcome fruit on the Pacific coast in Winter time. Summer fruits are about over, and the second crop strawberries, which are on the market, are held at a fancy price. Most

of them were shipped to the Territories. Watermelons are over for this season. It has been remarkable how many of these were brought to this market this year, the demand always having been very good.

What might be classed a feature importation was two carloads of lard brought from Prince Edward Island by J. W. Clarke, the commission merchant, who handles Nasco, the liquid soap. He placed the whole lot with one man, and with such a demand there should be an opportunity for parts of Canada not so far away.

• • •

Dawson prices are beginning to climb with the approach of Winter, and the usual heavy trade with roadhouses in the Fall.

The invasion of the western Canadian market by American firms is gradual but sure. At the New Westminster Exhibition, J. A. Folger & Co., San Francisco, have a large booth and are demonstrating their Golden Gate brand of coffees and such like, and this week Mr. George Bech, representing the T. A. Snider Preserving Co., of Seattle, is in the city on an initial trip. This latter firm makes a specialty of catsup, and it is a lamentable fact that it is difficult to get a Canadian brand that is really nice. The "Blue Label" is the most sought after, and the Snider Company is making efforts to push its make.

Mr. L. W. Shatford, M.P.P., is interesting capital in the promotion of a scheme which should make good returns, and which should be a factor in the development of the interior of British Columbia. He has acquired an option on from 25,000 to 30,000 acres of land in the southern portion of the Okanagan Valley, 15,000 of which is well adapted for fruit raising. This is all in the dry belt, and with the wonderful influx of immigrants into that portion of the province, there is every probability that this large tract will be soon let to small holders, as is the intention of Mr. Shatford.

J. F. Pringle, for eight years connected with the Enderby Flour Mills, has accepted the position of wheat buyer and elevator manager for the Columbia Flouring Mills Co., with headquarters at Lethbridge, N.W.T.

George Galt, of G. F. & J. Galt, who was on a trip to the west a week or two ago, has announced that the firm will withdraw their Edmonton business and locate it at Calgary, where a thousand-pound tea mixer will be established.

George W. Dunlop, of this city, has disposed of his commission business to Steacey & Cavanagh. Mr. Dunlop accepts the position of manager of the B. C. Broom Factory.

A branch of the United Commercial Travelers is being established in Vancouver, and an enthusiastic meeting was held last Saturday. Mr. James Beveridge being appointed chairman, and Mr. R. Phelps, secretary. It is expected that a charter will be here shortly, and a grand organization meeting held in Christmas week, when the boys will all be home. Much interest is being taken in the order here.

Mr. Oscar Brown, one of the most successful fruit commission merchants in the city, left this week on a two months' tour. He will visit Toronto, Montreal and other places, before returning via St. Louis.

NEW GRAIN EXCHANGE FOR WEST

The new grain exchange, of which there have been rumors in Winnipeg from time to time, has at last been formed and will be called "The Western Grain Exchange." There is no intention on the part of these forming the new exchange to be in any way antagonistic to the present Winnipeg Grain and Produce Exchange; they merely wish an association to protect those dealers who are not members of the present exchange, and who do not feel justified in investing so large a sum of money as the seats on the Winnipeg exchange now demand. Officers elected are: President, W. Gibbins; Vice-President, D. N. McLean; Secretary-Treas., Orville Glenn; Arbitration Board, N. T. McMillan, C. Robinson, Jacob Friesen, T. J. Noble, M. E. Collin; Board of Appeals, J. K. McLennan, Frank Parker, J. Dyck, D. N. McMillan and W. Gibbins. The membership has already reached 50; the number is limited to 100, the first 75 seats to be sold at \$50 and the remaining 25 at \$100 each.

TRADE WITH SOUTH AFRICA.

Trade returns received at the Department of Trade and Commerce denote that Canadian trade with Cape Colony is growing. For the calendar year of 1902 the importations from Canada amounted to but \$218,469. In 1903 they grew to \$1,198,902. This increase was undoubtedly due to the Canadian Government's action in subsidizing a direct line of steamers. During the same

period imports into the Cape from the United States increased by about \$7,000,000. Imports from Germany also increased, while those from Great Britain diminished by about \$3,000,000.

NEW CHOCOLATE INDUSTRY IN MONTREAL.

A new chocolate industry has been started in Montreal during the past week. Mr. T. J. Leary, "The Chocolate Man," sold out his business in Winnipeg and removed to Montreal, opening a factory at 85-87 Place D'Youville. Coming from Chicago, where he was engaged in the manufacture of chocolate creams, bon bons, etc., he started a factory in Winnipeg and established a large sale for his products during the year and a half of his stay in that city. Being desirous of entering the larger eastern market, he selected Montreal, and the most encouraging prospects are evident here. Mr. Leary's specialty is high-grade "Colonial" chocolate creams and bon bons, bitter sweet chocolate, etc.

EXPORTING MORE GOODS.

The September statement of the London, Eng., Board of Trade shows a decrease of \$11,886,000 in imports and an increase of \$13,064,500 in exports.

Imports from Canada for the month of September were as follows:

	Amount.	Value.
Cattle.....	16,850	£290,135
Sheep.....	5,941	10,397
Wheat, cwt.....	337,400	127,292
Wheat, meal, flour, cwt.....	139,100	70,979
Peas, cwt.....	11,020	4,111
Bacon, ".....	104,787	249,163
Hams, ".....	26,110	65,767
Butter, ".....	59,937	267,752
Cheese, ".....	226,214	485,656
Eggs, gt. hundreds.....	8,686	3,242

HINTS TO BUYERS.

Buyers of Japan rice will do well to communicate with H. P. Eckardt & Co., Toronto, who are selling a fancy line at a low price.

H. P. Eckardt & Co., Toronto, received this week some fancy quality Oolong teas.

Cupid and Hermes apricots may be had from H. P. Eckardt & Co., Toronto.

The large warehouse formerly occupied by V. S. White & Co., St. John, N.B., is being thoroughly overhauled and remodelled for G. E. Barbour, wholesale grocer.

McKenzie & Martin, Vernon, B.C., have started a cash grocery business.

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If you will display the same judgment in your selection of other goods that you do in purchasing coffees of **CHASE & SANBORN**, your store will get a reputation that will be worth while.

CHASE & SANBORN

The Importers, Montreal

Try a barrel of

**WILSON'S
PURE REFINED CIDER**

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA



POPULAR LINES

FOR YOUR

Coffee Trade.

Surpassing Milk Pail

AND

Presentation Tumbler

A Handsome Tumbler in each Package.

THESE ARE GREAT SELLERS.

The Robert Greig Co.,
LIMITED

Coffee Roasters,
TORONTO.

Our complete catalogue for the asking.



1842

WE ARE STILL LEADERS.

1904

IMPORTANT NOTICE!

All goods remaining in our stores, De Bresoles Street, after the fire, have been transferred to the **Insurance Companies.**

Our stock, which we are sorting up every day, is nearly **Complete** and is all **New and Fresh**

Our numerous Customers and the Trade in general, are invited to entrust us with their orders, which will be promptly attended to and filled with **fresh goods.**

WE HAVE A STAFF OF COMPETENT MEN.

We expect shortly a large shipment of

WE ARE PROMPT SHIPPERS.

— TEAS —

1500 Half Chests and Caddies.

JAPAN TEA (including "OWL CHOP" and "BEAVER"),

PACKLING CONGOU,

YOUNG HYSON,

Also "Owl" Ceylon Teas in Packages.

(Ping Suez.)

What About Canned Goods?

We have made some large purchases.

We are quoting interesting prices.

WE ARE SELLERS.

All New Goods.

Let us hear from you.

L. Chaput, Fils & Cie.

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors.

21 and 23 St. Antoine St., MONTREAL

SOLE AGENTS FOR SAINT LOUIS VICHY WATER.

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MANITOBA MARKETS.

Winnipeg, Oct. 8, 1904.

THE Hon. Clifford Sifton, Minister of the Interior, has great expectations of the yield of the 1904 crop, and he cabled Lord Stratheona, Canada's High Commissioner in London, respecting the crop conditions in the following terms:

"I am now able to state definitely that under conditions of unusual difficulty in the Northwest a fair average crop of wheat of good quality has been reaped, and is now secure from substantial damage. The reports of injury by frost and rust were grossly exaggerated. The wheat of Manitoba and the Northwest Territories will aggregate from 55 to 60 million bushels. Quality is good and the price is ranging around \$1 per bushel."

All markets continue bright, active and fairly firm.

Sugar.

The market is now quite firm and very active, quoting Montreal granulated in barrels at \$5.30; in sacks \$5.20, and yellows at \$4.70. The market still quotes Wallaceburgh at \$5.20 in barrels and \$5.10 in sacks.

Evaporated and Dried Fruit.

The market still continues quite firm. The first shipment of Valencia raisins, Treynor brand, is now available, the market quoting the price at \$2.10 per box. Evaporated apples will be in the market about the first week in November.

Canned Fruits.

The market at present is firm but very active, the market quoting strawberries at \$3.25 per case, raspberries \$3 per case of 2 dozen, and peaches (1904 crop) 2-lb. yellow \$3.75 per case, and 3-lb. yellow \$5.75 per case. Pears are now available, 2-lb. F. B. at \$3.25 per case, and 3-lb. F. B. at \$4.25 per case.

Canned Vegetables.

The market continues firm in all lines, still quoting canned beans at \$1.80 to \$1.90 per case, and canned peas at \$1.90 per case. A short crop in corn is reported owing to the effect of an untimely frost which will make this line of canned goods rather scarce. We will follow up with the corn quotations about the 15th of October.

Beans.

The market still continues to stiffen, but white beans are as yet still quoted at \$1.07 per bushel.

Rolled Oats.

The market is now holding rolled oats at the slight advance of last week, and a general firmness is now reported

No Competition . .

There are two ways to get away from competition.

One is to turn out poor goods and undersell everybody.

The other, to make the **Best Goods.**

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

Clark's Sliced Smoked Beef



EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

LATEST ARRIVALS

Trenor's Blue Eagle Selected Raisins now in store.

Finest Filiatra Recleaned Currants.

Finest Amalia " "

Choice Vostizzas, large, fat, blue fruit.

Also new pack Corn, Peas and Tomatoes.

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

See our travellers for prices or
send for quotations direct to

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

WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.



Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building. We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles. They give a very handsome effect, and enduring, practical satisfaction. We give estimates if you send measurements and outline of the building. Think it over.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, Canada.

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

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

Brock's Bird Seed
Contains
BIRD TREAT
A bird medicine of highest value.
Always sell Brock's
NICHOLSON & BROCK, - TORONTO

quoting 80-lb. sacks at \$3.25 and the usual list price on the smaller sizes.

Cornmeal.

The market is now quite firm, quoting cornmeal per sack at \$1.75 and 90c per ½ sack.

Coffee.

The market is still holding green Rio at the old advance price of 10½c to 11c per lb.

Flour.

The market is now firm, quoting No. 1 patent at \$2.90, No. 2 at \$2.70, No. 3 at \$2.10, and No. 4 at \$1.55.

Syrups.

The market is still quoting Edwardsburg syrups at the advance of 2-lb. tins \$2.40 per case, 5-lb. tins \$2.70 per case, 10-lb. tins \$5.50 per case, and 20-lb. tins at \$2.40 per case. The Imperial brand of maple syrup is now quoted at \$6 per 12 in a case for ½ gallon tins.

Cured Meats.

The market has now advanced and our quotations are as follows: Hams per lb., 11½c; breakfast bellies per lb., 14c; breakfast backs per lb., 10½c; picnic hams per lb., 8½c; shoulders per lb., 8½c; long spice rolls per lb., 10½c; short spice rolls per lb., 10c; long clear rolls per lb., 8½c; dry salt backs per lb., 9½c.

Eggs.

The market is active and slightly in advance of last week's quotation. The supplies from the country continue to run very light and eggs are now jobbing to the trade at 22c per doz.

Green Fruit.

The market is bright and firm, quoting late Valencia oranges at \$5.50 per crate; California lemons at \$5.50 per crate; fancy Montana crabs \$1.90 per case; Washington Italian plums \$1.25 per crate; Washington peaches \$1.25 per crate; Washington pears \$2.25 per crate; Ontario Fall apples \$3 per barrel; Quebec fineuse and Ontario snow apples \$4.50 per barrel; Ontario basket pears, tomatoes and crab apples 65c per basket; grapes, blue and green, 30c per basket; California grapes (Tokays) \$3 per case; cranberries, Cape Cod, \$10 per barrel; celery, per doz. bunches, 50c; green tomatoes per lb., 3c; Spanish onions \$1.50 per case, and Jersey sweet potatoes \$5 per barrel.

W. Stoneman, grocer, confectioner, etc., Mitchell, Ont., has moved into his new premises, which easily rank among the most handsomely appointed groceries of Ontario.

IRISH.

BUYERS are not yet over-stocked with Canadian lines. Shippers wanting quick markets should communicate with J. SHERIDAN, Commission Agent, 6 D Olier street, Dublin. (46)

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

YEARLY CONTRACT RATES.

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

SITUATIONS WANTED.

TRAVELLER with good connection in Eastern Ontario seeks engagement. First-class recommendations. Box 176 CANADIAN GROCER, Toronto. (42)

WANTED—English Canadian would like to represent some good Canadian produce and provision houses in England on commission basis. Thoroughly reliable and best of references. Address J. H. W., CANADIAN GROCER, Montreal.

WANTED—Position as city traveller for wines, liquors, cigars and tobaccos by a young man well connected. Would take them on commission. Address Box 180, CANADIAN GROCER, Montreal. (42)

FOR SALE

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

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

FISH and OYSTERS WHOLESALE.

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

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.
INGERSOLL

Established - - 1886

ALCOHOLISM The best treatment for all persons afflicted with the disease of drunkenness, is known only to

Dr. MacKAY
Address CITY HALL, MONTREAL, QUE.
Absolutely private treatment.

ADULTERATION OF FOOD PRODUCTS

THE question of adulteration of food products has, during the past few months, received close attention at the hands of the Inland Revenue Department, Ottawa, and in some instances fines have been levied on manufacturers whose goods have been found, on analysis, to have been adulterated. The Grocer, as the organ of all manner of food product manufacturers, has at all times given close attention to the matter of pure food, etc., and at various times instances have been given where gross violations of the Act have been punished. It is regrettable that the Act, while in intention good, does not produce the effect contemplated by its promoters. Some of the provisions, notably the impositions of fines, are practically without effect as a deterrent. As is known some of the parties who have been fined were only unfortunate grocers, while the manufacturers escaped.

The Manufacturing Grocers section of the Canadian Manufacturers' Association, at its last meeting in Montreal in March, discussed the adulteration question freely and action was brought to bear upon the Hon. Mr. Brodeur, Minister of Inland Revenue, in the direction of a stricter enforcement of the Act where flagrant cases were found, and it is to the credit of the Minister and his department, that action is being generally taken to see that the adulteration of food products is stopped. The Manufacturing Grocers' section of the Canadian Manufacturers' Association has repeatedly urged the Minister of Inland Revenue to enforce the Act in accordance with the strict letter of the law, and this evidences the desire of the manufacturers that they are ready at all times to co-operate with the department in providing Canadian people with pure food. The late report of the department showed that out of 74 samples of jams and jellies gathered by inspectors in various parts of the country, only four were found genuine by the Government analyst in a sense of the definition claimed by the department. That "jam is fruit, cane sugar and water." This shows a rather unsatisfactory condition of affairs, and though

in many cases such innocuous articles as turnips and glucose were employed, harmful adulterants such as coal tar dyes and salicylic acid were discovered freely. Regarding the adulteration of peppers, cloves, ginger, cinnamon, all-spice and mixed spices, out of 189 samples collected only 88 were pure, and it was found in the case of the latter class of goods that stone, husks, shells, sweepings, charcoal, hair, chips and dirt, were found by the analyst as component parts of the goods. Such a condition of affairs is apt to make one shudder and suspect almost anything except nature's own products.

Adulteration Owing to Demand for Cheap Food.

Mr. Milton L. Hersey, the chief analyst of the City of Montreal, in submitting his annual report to the aldermen, drew attention to the fact that much food that is dangerous to health is being consumed in the city. This statement is open to doubt; because an analyst, not being a business man, naturally looks only to the scientific construction of the goods placed before him for analysis. Mr. Hersey's examinations covered such articles as cream, maple syrup, maple sugar, candy, sugar, honey, essence of lemon, coffee, canned salmon, canned tomatoes, pickles, cake, bread and flour. In reference to these articles he reported that many of them were often harmlessly adulterated. The main object of such adulteration seems to have been the desire to cheapen the quality of food in a way to effect their taste and appearance as little as possible and yet enable the goods to be sold at practically the price of pure goods. It would seem that as a general rule the cheapening of foods by the use of harmless adulterants is not entirely for the financial benefit of the manufacturers, but is done to a great extent owing to the demand of the majority of the consumers for as cheap a line of goods as possible, provided they are wholesome. As specific instances of adulteration, Mr. Hersey mentioned olive oil as being adulterated with cotton seed oil; maple sugar replaced in whole or part by brown sugar; maple syrup adulterated with glucose cane

sugar and water; pepper with stones and pulverized nut shells; jellies and jams adulterated with apple jelly and artificially colored. He reported that there was a considerable adulteration of maple syrup, the principal adulterants being glucose and ordinary sugar cane. Mr. Hersey stated that these adulterants (that is glucose and cane) only cheapen the syrup for the manufacturer, but did not lessen its nutritive value. Maple sugar, he further stated, was also frequently harmlessly adulterated, the principal adulterant on the Canadian market at the present time being ordinary brown sugar and white granulated sugar.

To go into the question freely and completely would be a matter involving much time and detailed labor. The feature that strikes The Grocer is how far it would be consistent to endorse the placing on the market of goods in consumption, and as the field is rather large it has been thought well to take the case of maple sugar and maple syrup, which article, it may be stated, is essentially a Canadian product and one that has come under the Inland Revenue Act. Maple syrup is sold through Canada and enters into consumption freely, it is also an article that has received the attention of the department, as only last month a fine was imposed upon a syrup manufacturer in Sutton, Que. The Grocer has interviewed a number of leading maple syrup manufacturers and dealers in the east, and the question of adulteration has been found, in the case of maple syrup manufacturers, to be one of great elasticity.

Syrups Not Adulterated.

Col. Fred Welker, president of the Imperial Syrup Co., was interviewed and went into the question closely with The Grocer representative. Col. Welker stated that he was aware of the action of the Department of Inland Revenue, and while not desiring in any way to be considered as not in favor of enforcement of the Act, he thought that the question of what constituted an adulterant was one that should receive careful consideration by the department. An adulterant is something that is deleter-

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ious or foreign to the natural elements of the article to be adulterated.

The addition of ground cocoanut shells to pure Singapore pepper can be considered nothing more or less than an adulteration, as there is no affinity whatever between cocoanut shells and pepper. The same thing may be said as regards the addition of terra alba to baking powders. In the manufacture of syrups the addition of glucose should not be considered an adulteration, a certain percentage is only added by the manufacturer of syrups to preserve the proper consistency and to keep the syrup free from granulating or congealing.

Glucose being the purest kind of corn reduced to a predigested state is not an adulterant, and there should be no objection to its employment. As far as the products of the Imperial Syrup Co. are concerned, the colonel stated the discovery of any harmful adulterants would bring the finder a reward of \$7,000. Maple sugar, as is well known, is made by the Canadian farmers, and there is no doubt that the use of granulated sugar has been resorted to by the farmer to increase his profit, granulated sugar being about half the price of maple sugar. The question is, can the addition of pure granulated sugar to the product of the maple be considered an adulteration by the Inland Revenue Department? Strictly speaking, granulated sugar is not an adulterant and is as pure and healthful as the maple product itself. It appears, however, that the judge, in the case referred to at Sweetsburg in August, considered the addition of granulated sugar as adulterating the maple sugar.

This is a question that should receive careful consideration at the hands of the department, and The Grocer cannot help but take the view that the Act is not intended to cover such cases too closely. Of course it must be admitted that when a person enters a store and asks for pure maple sugar or maple syrup, and pays the price for same, he should receive what he calls and pays for. The remedy it seems would be in branding the packages as mixed, blended or compound syrup and sugar, as the case may be. Maple syrup that has been scientifically mixed with a percentage of pure granulated sugar is no less maple syrup in its blended form, than it would be in its pure form, as the elements are practically and identically the same. It is of course a well known fact that

there are many impositions of maple syrup on the market which have never been near a maple sugar bush or have none of the elements of pure maple sap. These, of course, it is absolutely necessary to have taken off the market.

It is felt that if a strict interpretation of the Act as regards the use of granulated sugar with maple is carried out, it will result in the closing up of several large factories now engaged, and honestly so, in the manufacture of healthful food products. The closing of such factories in Canada would not prevent the sale of the goods on this market, as undoubtedly they would be manufactured in the United States and be imported into Canada.

PERSONAL MENTION.

Mr. Bernard Gallagher, Sr., wholesale meat merchant, of Moncton, N.B., died on October 8.

Mr. W. Moody, Berlin, Ont (Moody's Royal Blue) is a visitor to the Montreal and Quebec trade this week.

Mr. A. M. Piper, of Todhunter, Mitchell & Co., Toronto, was a visitor to the Montreal trade during the past week.

Mr. Jason S. Creed, agent for Lipton's jams, jellies and pickles, Montreal, is making a canvass of the trade in the Maritime Provinces.

Mr. Shaw T. Nishimura, Montreal, is enjoying the sights of the St. Louis Exposition during the next two weeks. Mr. Nishimura's particular interests will no doubt be centred in the tea section and the exhibits of his native land.

Mr. S. W. Laird, from the Peterboro mills of the American Cereal Co., has been soliciting the Montreal trade during the past few weeks. Quaker oats is this trip accompanied by a fine line of new premiums which are of interest and value to the retail trade.

Mr. C. L. Farnworth, representing the F. F. Dalley Co., Limited, Hamilton, in Eastern Ontario and Quebec, was a caller at the Montreal offices of The Grocer this week. "Two in One" still seems to be a popular line, judging by the report of Mr. Farnworth.

Mr. J. McConnell, of Harriston, Ont., is dead. Mr. McConnell was formerly engaged in the grocery business in Chesley. After removing to Harriston in 1896 he became interested in the hardware trade and after selling out that business took a steady interest in the grocery business carried on in Harriston by his son W. McConnell.

Mr. and Mrs. R. H. Leach, of London, Ont., were among the few who celebrated the fiftieth anniversary of their wed-

ding during the golden month of September. For the last twenty years Mr. and Mrs. Leach have resided in London, where Mr. Leach has conducted a profitable grocery business. The Canadian Grocer extends heartiest congratulations.

Two Japanese gentlemen prominently connected with the Imperial Agricultural Department of Japan were visitors to Montreal this week, Dr. Yoshishigo Otsuka, director of the Kiusiu Imperial Agricultural Experiment Station, at Kumamoto, and Hitoshi Nakamura, chief of the Agricultural Production, Department of Agriculture. The distinguished visitors have been attending the St. Louis Exposition as members of the International Jury Agricultural Department, Dr. Otsuka being vice-chairman. A flying trip is being made by them through Canada, and while in Montreal they made their headquarters at Mr. Shaw T. Nishimura's, of the Central Japan Tea Traders' Association. Their eastern tour will take in Boston and New York, returning via St. Louis and San Francisco.

HINTS TO BUYERS.

McWilliam & Everist, Toronto, are expecting a car of Jamaica oranges, a car of Valencia onions and a consignment of fancy package figs. These package figs are a new line and according to rumors they will prove a profitable line both to the merchant and the consumer.

W. B. Stringer & Co., Toronto, have secured the Canadian agency for the famous "Star" brand of Mexican oranges packed by E. Luketich & Co., Hermosillo, Sonora, Mexico.

A car of Jamaica oranges arrived for White & Co., Toronto, this week. The stock came in prime condition, having been shipped in cool storage lately installed in ships plying between Jamaica and New York. Waste and heating of fruit while in the ship's hold were thus prevented.

Apitezco, the new cereal, for which the A. F. MacLaren Imperial Cheese Co., Toronto, are agents, is selling even better than expected. Jobbers report that they have more orders than they can fill, but the MacLaren Imperial Cheese Co. expect that they will immediately have sufficient stock here to supply all demands.

E. D. Marceau, Montreal, is offering special values this week in Madame Hout's coffee, Condor Japan teas, Ceylon green and black and Indian black teas.

Oakey's The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN Oakey & Sons, Limited
 MANUFACTURERS OF
 Emery, Black Lead, Emery, Glass and
 Flint Cloths and Papers, etc.
 Wellington Mills, London, England
 Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World.
 Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

HALIFAX, N.S.
 OTTAWA, ONT.
 VANCOUVER, B.C.

HAMILTON, ONT.
 QUEBEC, QUE.

LONDON, ONT.
 ST. JOHN, N.B.
 WINNIPEG, MAN.

MONTREAL, QUE.
 TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

A CERTAINTY

OUR **CHOCOLATE**

For BAKERS' use

Can't be Beaten.

TODHUNTER, MITCHELL & CO.
 Manufacturers TORONTO

"BETTER HURRY"

THERE ARE VERY FEW GROCERS IN CANADA WHO DO NOT HANDLE



BORDEN'S
"Eagle" Brand



Condensed Milk

IF YOU ARE NOT ON OUR LIST YOU HAD "BETTER HURRY."

IT HAS NO EQUAL

Selling Representatives:

WILLIAM H. DUNN, - MONTREAL

ERB & RANKIN,
 Halifax, N.S.

SCOTT, BATHGATE & CO.,
 Winnipeg, Man.

W. S. CLAWSON & CO.
 St. John, N.B.

SHALLCROSS, MACAULAY & CO
 Victoria and Vancouver, B.C.

There are many baking Powders of known and unknown worth. Many have come and gone, while others have come to remain.

EAGLE BAKING POWDER

is one of the brands that has come to stay. It is well known to be a reliable powder, and it is becoming more popular every day. MR. GROCER, it shows you a good profit. Have you stocked it?

J. H. MAIDEN, Agent
MONTREAL.

"THE MAPLE LEAF FOREVER."

COWAN'S COCOA

Is the Purest and Best in the World.

THE COWAN CO., LIMITED, Toronto

Cowan's Chocolate
Cake Icings
Cream Bars
Milk Chocolate, etc.

MOLASSES

2 lb.		5 lb.
3 lb.		10 lb.

Finest quality West India Molasses in cans.

For samples and prices write to

The Dominion Molasses Co.,

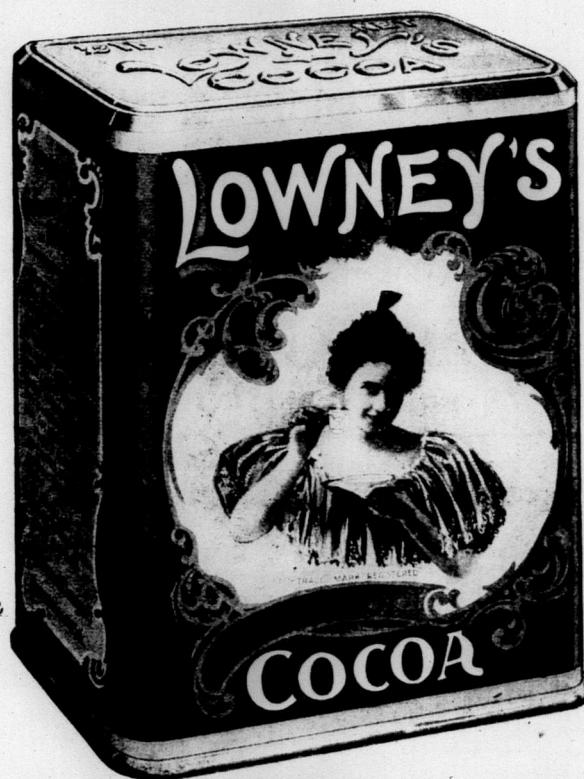
Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,
JOHN W. BICKLE & GREENING,
GEO. H. GILLESPIE,
JOSEPH CARMAN,

TORONTO
HAMILTON
LONDON
WINNIPEG



Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalis or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

Figs

A Complete Line in Store

- Fancy Stuffed in Cartons
- " Pulled in Baskets.
- " Filled in Cartons.
- " Oriental Selected Pulled in Cartons.
- Choice Elemes, in Boxes all sizes.
- New Comadres in Taps.

Prices right and prompt shipment guaranteed.

WARREN BROS. & CO., - - - TORONTO

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DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C. Kirkwood,

TORONTO.

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

Pleasing Advertisements.

It is difficult to over-emphasize the importance of a pleasing-looking advertisement. Such an advertisement attracts and holds the attention and wins the good opinion of the reader. Even poor copy may be made good on being well set up, just as a good suit of clothes seems to make an ordinary individual more estimable in public opinion. On the other hand, good copy may be ruined by poor display and poor type selection. There are submitted with this article two or three specimens of advertisements worth studying. It will be noticed that they

White Clover Honey

22c. per Bottle.
\$2.50 per doz.

Absolutely pure.
And with the most delicious honey flavor possible.

Our WHITE CLOVER is not only recommended for its purity but also for its exquisite flavor.

Finley Acker Co.
Market Street

are the acme of simplicity, and, while being of small size, are none the less striking. Their style can be reproduced in practically every printing office in the country. It is well to note the effect of the "white space" in these examples. White space is like ample ground surrounding a dwelling; like a silence preceding an announcement. It is an excellent expedient to command attention, and, being white, it is the perfection of simplicity.

Advertisements set up after the manner of the accompanying illustrations, while being as simple as can well be

imagined, are rare. It is usually a long time before a writer of advertising, even a specialist, learns to prefer this style and to instruct his printer accord-

Kipped Herring

15c. per Can.
\$1.75 per doz.

Aren't you fond of Kipped Herring?
They make a very appetizing breakfast dish if merely heated. Some prefer them to beefsteak.

Finley Acker Co.
Market Street.

ingly. It serves to illustrate afresh the old but true saying that simplicity is highest art.

Scouring Soap

6 bars, 25c.
10-bar carton, 40c.
36-bar box, \$1.35

This soap represents the finest scouring soap on the market.
For cleaning paint, wood, marble, glass, chinaware and all metallic surfaces.
The texture is as fine as some house cleaners which sell for double the price.

Finley Acker Co.
Market Street.

Lessons in Advertising.

In next week's issue of The Grocer there will be begun a series of instructive papers on advertising. There is a

widespread desire on the part of merchants, clerks and others for a working knowledge on the construction and preparation generally of advertisements. Courses on this subject by mail are provided by a number of institutions in the United States and at least two in Canada. Good instruction, however, so provided, which costs from \$25 up to \$50, or even more, is rather too expensive to suit the majority of people. Then, too, a good many who have begun a course of instruction by mail have failed to complete the course owing to the irksomeness of having to "do lessons" for examinations.

Plantation Kisses

21c. per pound

A dainty bar of the molasses taffy variety, yet different from any other in its composition.
The confectioner's skill in transforming what might be an ordinary piece of candy in the hands of ordinary makers, into a delicious sweet worthy of a place among high grade confections, is in palatable evidence in this special.
Each piece is delicately wrapped. Samples free. 21c. per lb.

Finley Acker Co.
Market Street.

The Canadian Grocer, appreciating these several aspects of the problem, has undertaken to provide a series of study papers, and it is hoped that this new feature will prove beneficial to its many thousands of readers. While it is not the intention to set problems, yet any reader of The Grocer who wishes to ask questions, to have difficulties solved, or special points made clearer, is welcome to write the editor of this department, who is also the instructor, and a special letter in reply will be sent him. These study papers will appear once a month.

THE COST

to the dealer of Perfection Cream Sodas is no higher than that of other makers.

The quality of

PERFECTION CREAM SODAS

is distinctly superior to that of any other soda biscuits made. We believe this,—it is not mere gush. We believe this and we want you to believe it. When you sell

Perfection Sodas

you honor your business. Give us your biscuit trade.

3-lb. Cards or Tins

THE Mooney Biscuit & Candy Company, LIMITED, Stratford, - Ontario.

TELEPHONE { MAIN 126
" 467

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiry concerning Canadian trade has been received by the curator, Canadian section, Imperial Institute, London, Eng.:

88. A firm in Manchester asks to be placed in communication with leading Canadian buyers and importers of malt vinegar.

The following trade inquiries have been received by the Department of Trade and Commerce, Ottawa:

19. A Parisian firm wants to be put into communication with Canadian buyers of cod liver, whale, seal and generally industrial oils.

21. A cold storage warehouse wants to get into communication with fruits and fish exporters.

23. A big proprietor of vineyard plots in Tunis and Algiers, wants a good representative here for the sale of his wines.

24. A manufacturer of rice-starch in France is desirous to get into communication with dealers of like products in Canada.

25. A French firm exporting sardines and canned goods desires to get into communication with like buyers in this country.

30. A cognac firm wants good representatives in Canada.

The following inquiry for Canadian trade has been received by the Canadian commercial agent, Melbourne, Australia:

2. The agency department of one of the most important Australian firms, with branches and offices in various States, desiring to make its sample collection in its existing agencies a representative one, is anxious to secure the sole Australian representation of Canadian manufacturers, who desire to exploit this country. The firm in question does a very extensive indent business, and at the present time holds several British and Continental agencies, particularly in hardware and dry goods lines.

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

140. Inquiry is made by a London house respecting the prospect of doing business in Canada in pure Dutch cocoa powder, prime chocolate powder, straw bottle envelopes, electric lamps (incandescent) and soaps of all kinds.

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

142. A firm in Devon doing a large wholesale trade ask to be placed in communication with a Canadian house manufacturing brushes, combs, pens, pencils and general groceries.

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

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

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

146. A Swansea correspondent has asked to be placed in touch with manufacturers in Canada of wooden discs for placing on top of corks of mineral water and other bottles.

The names and addresses of the firms making these inquiries may be had by application to the Department of Trade and Commerce, Ottawa. Parties making inquiries will be careful to mention the office under which said inquiry appears and the number.

CONDITIONS AT PRESENT IN SOUTH AFRICA.

Mr. C. S. Rubin, formerly of Montreal, but now of Port Elizabeth, writes as follows of conditions in South Africa:

"There can be no gainsaying the fact that the wave of depression which has got South Africa in its grip is causing a serious amount of destitution all over the country. In all parts of the sub-continent this is the case, but, perhaps, Cape Town and Johannesburg are feeling the pinch even more acutely than other parts of the country. Unfortunately people at home will still persist in believing that they have only to come to South Africa and their fortunes are made. They will not believe that this country is still overshadowed with heavy clouds of depression. They, therefore, continue to flock to South Africa, which they foolishly believe is like Palestine of old, a land flowing with milk and honey, and in the end these new comers help to swell the ranks of the unemployed. Cape Town is their port of disembarkation, but they invariably make their way to Johannesburg—the Golden City which draws them to it like a magnet. Some, however, get no further than Cape Town, and so those two places suffer the most from this influx of population."

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, TORONTO
WATT, SCOTT & GOODACRE MONTREAL

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old
reputation

Attention!

old
reputation

The BEST
of

Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

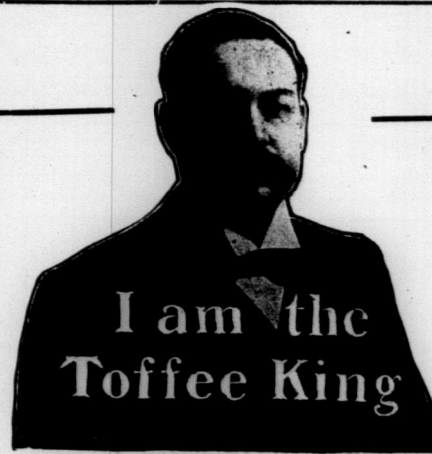
(Klaus's Chocolates were awarded the Gold Medal)
at the Glasgow Exhibition.

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.



I APPEAL to the readers of THE CANADIAN GROCER,
who I know are the best buyers of High-Grade Goods in
the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the
crystal springs.

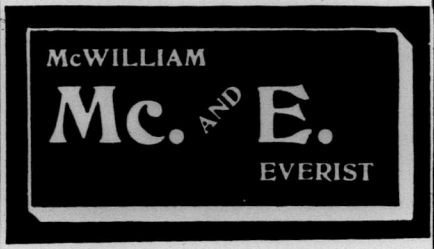
This Old English Candy has made me famous
the world over. I am called **THE TOFFEE KING OF
ENGLAND** because I am by far the largest manufacturer
of Toffee over there. Handle this line and you have a trade
winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-
XAVIER STREET. **MONTREAL.**

NUTS

Is your stock in shape to bear the strain of the Hallowe'en demand? If not, we have full lines of **Peanuts**, green and roasted, **Filberts**, **Walnuts** (Marbots) **Pecans**, **Brazils**, **Cocanuts** and **Canadian Chestnuts**. Also Shelled Almonds and Walnuts. And the prices are right.

If not in receipt of our price list, send us your address.



Phone Main 645.
TORONTO, CANADA.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

WE BUY

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

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

Cranberries, Oranges, Lemons.

Write for our quotation lists.
We are prompt and careful shippers.

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Pack Apples for Export in Barrels.

CONSIDERABLE discussion has arisen among Canadian apple shippers as to the proper package for the export trade. The consensus of opinion is that barrels are preferable to boxes notwithstanding the claim made by certain parties in Great Britain that smaller packages are coming more and more into general favor and will ultimately take the place of the regulation barrel. By way of showing the actual opinion held by English buyers on the subject J. B. Jackson, Canadian commercial agent for Hull and Leeds, Eng., has submitted a number of reports, which go to show that a large proportion of the English trade favors the barrel:

HULL.

"Barrels should be adhered to, best style of package and most acceptable to English buyers." "Favor barrels as heretofore, very poor opinion of box apple trade." One large firm here thinks "there is a good chance for an enterprising firm to introduce packing in boxes with success and profit; two sizes of boxes, 56 pounds, and 112 pounds, for finest fruit."

DONCASTER.

"Prefer barrels to boxes, but think barrel containing 9 stone (126 pounds) much better than the package used by Canadian shippers; 28 pound box is a nice package and more profitable for salesmen to handle, but only when freshly packed. Fruit does not keep as well in boxes, and wastes more quickly."

HUDDERSFIELD.

"Barrels are best providing packers use discretion in packing fruit in condition not to arrive in England over-ripe. Last year had large quantity of boxes of apples from the Canadian and West Indian Fruit Company, and they arrived very much bruised."

BRADFORD.

The Bradford Wholesale Fruit Association, at a meeting called for the purpose of discussing this question, decided "that the present in uniform barrels are the best packages for our town."

NEWCASTLE-ON-TYNE.

"Present mode of packing Canadian apples in barrels cannot be improved upon providing the fruit is packed sound, tight and uniform in sample; barrels are more preferable to handle than boxes,

not so liable to be thrown about in transit by carriers."

NOTTINGHAM.

"Do not consider packers of Canadian apples can do better than stick to the barrels. Canadian apples packed in barrels always give satisfaction to every one connected with the business here. From time to time the growers have used boxes by way of experiment but this has never, in our judgment, been any advantage to the growers but rather the reverse and we should be sorry to have Canadian growers depart from this well established package."

Concerning the Canadian Export Trade.

THE Dominion Fruit Inspector at Montreal writes with reference to export apples that with the exception of "snows" and a few similar varieties the pack is coming fairly clean and in much better condition than last year. A great improvement is noticeable in the barrels.

J. Brown, inspector of the Department of Agriculture at Glasgow, reports that in connection with a recent shipment of Canadian Bartlett pears to that port, a noticeable feature was the fact that the pears which were wrapped in paper were firmer and in much better condition than those which were bare. This tends to confirm the opinion expressed by W. A. MacKinnon in his bulletin on the export pear trade, issued last year, that every pear which is shipped to Great Britain should be wrapped separately in paper.

To Examine Special Fruit Cars.

The Railway Commission, Ottawa, is sending J. Hardwell, traffic officer, accompanied by a representative of the Canadian Fruit Growers' Association, and possibly a representative of the Canadian railway companies, to examine the special cars now used for the transportation of fruit in Canada and the United States, with instructions to make a thorough examination of such cars, gathering all the evidence they can, and report at an early date what they believe to be the best car. In coming to a conclusion they will consider the suitability of the car for carrying freight in hot and in cold weather, its adaptability for transporting other freight when not required for fruit, and the cost of building a car which will best meet the requirements.

It is hoped that in this way the vexed question of providing suitable cars for the shipment of fruit may be settled to the satisfaction of all concerned.

Fruit Growers Combine.

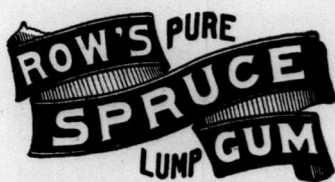
The Annapolis Valley Fruit Estates, Limited, has been formed in Halifax to engage in fruit culture on a large scale in the Cornwallis and Annapolis Valleys. In addition to apples, small fruits will be cultivated as well as potatoes and other vegetables. The company will also erect a canning and vinegar plant, and a barrel and box factory for the manufacture of fruit packages.

High Price for Canadian Apples.

A cable from Liverpool says that first arrivals of Nova Scotia apples for the present season have brought phenomenal prices, namely, 24 shillings a barrel for best grades. The first steamers brought 54,000 bushels; the second, 51,000, and, at the height of the season, weekly imports may range from 200,000 to 250,000 bushels. The increased popularity of these apples proves that they are taking precedence of English. In addition to the quality being exceptionally good, they are put up in barrels and can be depended upon. In consequence of the large home and foreign crops, Canadian and American apples must be sold cheaply on the other side if they are to compete with English fruit this season.

Fruit Notes.

A project is on foot to acquire the extensive Ellis ranch in the Similkameen district, B.C., and open it up for fruit growing. The tract consists of 35,000 acres, and is thought to be fully equal to the famous Okonogan, which produces the finest fruit in British Columbia.



ROW'S GUM

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

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

McDOUGAL & LEMON

OWEN SOUND

Wholesale dealers in Foreign Fruits, Butter, Eggs, Cheese, Poultry, Raw Hides, Sheep Skins, and Wool.

We want to sell you some fruit, and we will buy your butter and eggs.

WRITE FOR OUR PRICES

1904 CROP

Hellawee Sair Fard

Dates First shipment due in Toronto in a few days. Let us have your order. Our price will be right, the quality right, and you will be right in it by having the first in town.

Figs Table Figs all sizes boxes, grades and prices, packed under Butterfly Brand, representing Smyrna's finest figs. Also are showing a full line of fancy washed figs, stuffed dates in small boxes, etc.

Our price list explains fully.

WHITE & CO., Wholesale Fruit and Produce, **TORONTO.**
64 Front St. East.

Miscellaneous

W. B. Stringer
J. J. McCabe Phone Office
Main 520.

RETAILERS can add to their profits by having us fill their orders on this market. Is your trade coming our way?

EXPORTERS. There is an improvement in the English Apple Market. **J. C. HOUGHTON & CO., LIVERPOOL AND LONDON** always secure top prices—give them a share of your shipments.

WHOLESALE can make money in **LEMONS** by importing a good line—as **"ST. NICHOLAS," "HOME GUARD," "PUCK,"** and **"KICKING."** We are Agents and are now taking orders for November shipment. We are also Agents for the famous **"STAR" BRAND MEXICAN ORANGES.** It is wise to place orders with us now subject to confirmation on receipt of price.

61 Front E., W. B. STRINGER & CO., Agents
Toronto **Fruit Brokers**

WESTERN ONTARIO HEADQUARTERS

FOR EVERYTHING IN FRUITS

JUST NOW Peaches, Pears and Grapes are a prominent feature of our trade. We can please you as to quality, quantity and price.

CRANBERRIES Strictly Fancy, Early Blacks. Prices close.

Phone, Wire or Mail Orders. **HUGH WALKER & SON** GUELPH, ONT.

GREY BREAD WRAPPER —A— **SPECIALTY**

ALSO TASTELESS AND ODORLESS
PARCHMENT PAPER FOR CAKE BAKING.

CANADA PAPER Co.
Toronto LIMITED Montreal

SAMPLES AND PRICES WITH PLEASURE.

This design a guarantee of quality.

APPLES

Packed by men

accustomed to packing for European market—better fruit, better graded fruit.

NORTHWEST DEALERS
should send for quotations.

EBEN JAMES

BOARD of TRADE BLDG.
TORONTO

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacramento Street,
MONTREAL.
Tel. Main 778.

The hardest years, the test years, of any new article making a plea for public favor are usually the 3rd and 4th. Many package teas have died in infancy.

Blue Ribbon Ceylon Tea

is in its teens—and its sales are “growing like a weed.”

The Red Label, sold for 40c., worth 50c., suggests a reason.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Breakfast Cocoa

¼-lb. Tins—40c. per b.

Prepared Cocoa

¼-lb. Tins—32c. per lb.

Elite Cooking Chocolate

¼-lb. Blocks—30c. per lb.

Diamond Sweet Eating Chocolate

½ lbs., 6s, ¼s—24c. per lb.

For sale by all jobbers.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. MCINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

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FLOUR AND CEREAL FOODS

Canadian Flour and the West Indies.

THE Department of Trade and Commerce at Ottawa has received replies from a couple of its agents in the West Indies as to the opportunities for increasing sales of Canadian flour, and the favorite method of packing. The agent for Antigua, Montserrat and Dominica, reports that the flour trade is now wholly with the United States, and coolly suggests, as the only means of introducing Canadian, that it be exported via New York "without the word Canada appearing." In these islands the duty on flour is about \$1.70 per barrel. The agent in Jamaica, on the other hand, reports that Canadian flour is in equal favor with that from the United States, and says that the only reason a larger business is not done is that Canadian millers do not take any pains whatever to cultivate the market. The duty in Jamaica is \$1.92 per barrel.

OPINIONS OF PROMINENT EXPORTERS.

Mr. F. H. Enson, one of the prominent officials of the Ogilvie Flour Mills Co., Montreal, smiled when he was shown the report of the Government agent in the West Indies. He said, with all due respect to Mr. Bryson, who signed the report, he considered it more of a joke than anything else. His company sold at least 75,000 barrels of flour last year in the West Indies; just what kind of flour they shipped, and how they shipped it, was really nobody's business but their own. He himself had lived in the West Indies and had studied all the conditions existing there. The Ogilvie Flour Mills Co. intended to capture that trade, and he knew that they could do it. Already their New York office and warehouse had doubled its output within the year, and an immense quantity of that flour went direct to the West Indies. To illustrate how the shipping is done from New York he showed bills for amazingly small amounts of flour; that is, in places like Demerara, Antigua, and in fact any port in the West Indies, flour was not intended to be kept, so these bills which he showed recorded shipments of as small a quantity as two bags of flour, and then they ranged somewhat as follows: 20 bags, 65 bags, 25 barrels, etc. No small miller could undertake to ship flour to the West Indies, as many complex condi-

tions, which entail great expense, have to be studied and thoroughly understood. As far as the Ogilvie Flour Mills Co. is concerned they were not very likely to tell their business secrets to the Department of Trade and Commerce, or anyone else.

Mr. R. Neilson, export manager of the Lake of the Woods Milling Co., Montreal, who was also seen in this connection, said that his company were not bothering about the West India trade at all. He believed that the complaint regarding Canadian flour, which referred to the quality not being able to stand the climate, was absurd. It was an old American dodge, he believed, in which they never took any stock. The chief trouble with the West India trade was, as far as they were concerned, that they could not ship flour there except on consignment. In this manner the receiver of the flour did not buy the flour, he simply got it shipped to him and the shippers risked the whole amount of its value, often receiving an indifferent price for it, and then only two or three months after it was shipped. It was a trade they might go after later on.

Mr. C. B. Watts, secretary of the Dominion Millers' Association, while enthusiastic about the possibilities of Canadian flour in the West Indies, hesitated to express an opinion on the particular phase of the Canadian trade outlined by Mr. Bryson, Canadian commercial agent for Antigua, Montserrat and Dominica. There were so many sides to the export flour trade that it was difficult to state one's attitude in a few words. Speaking generally, however, he would say that instead of doing away with the identity of Canadian flour the best and only means of pushing it in the West Indian markets was on its merits as a Canadian product. The prejudice against Canadian flour in Antigua, Montserrat and Dominica, however, was hardly to be looked upon as serious, since the total consumption of flour there was only 25,120 packages of 196 pounds each, and it would hardly break any Canadian exporting firm if they were to have to remain out of this market, particularly in the "superfine" flour referred to by Mr. Bryson in his report. It was in such grades as patents and strong bakers that Canada's hope rested, and it was only a matter of time and evolution until this article

would become a staple in the West Indian market.

M. McLaughlin, of Toronto, said he had not been directly interested in the West Indian flour trade. He remembered, however, that certain Canadian flour milling firms tried to exploit West Indian markets many years ago, when the art of packing was not on the scientific basis it is to-day. Green wood barrels were used and very little care exercised in the packages generally. As a result, by the time the flour passed the tropics it was damaged, either from souring or otherwise. Quite naturally a prejudice was aroused against Canadian flour among the West Indian trade.

Mr. McLaughlin thought that the Canadian commercial agent for Antigua, Montserrat and Dominica must have been indulging in some such morsel of ancient history when he made the statement that the best means of overcoming the existing prejudice against Canadian flour would be to export via New York without the word Canadian appearing. There was no doubt but that Canadian flour exporters were holding their own in the West Indian market and that even their New York shipments compared favorably with anything sent from across the line.

Festive Gathering.

On Monday of last week newspaper men from all parts of the United States and Canada to the number of over two hundred were entertained by C. W. Post, of the Postum Cereal Co., at Battle Creek, Mich.

It is only nine years since the manufacture of Postum products was begun, whereas at the present time there are fourteen different factories engaged in the manufacture of the same. For advertising Postum Cereal and Grape-nuts over a million dollars is expended annually, and it is to this that Mr. Post ascribes his great success.

Re-burnt Grain.

A few weeks ago The Grocer referred editorially to the fact that a mixture of burnt grain, unfit for milling had been shipped out of the G.T.R. elevator at Point Edward, purporting to have been



**The Outstanding
Breakfast Food
To-day**

NOTHING

short of absolute merit will account for the triumph of

**ORANGE
MEAT**

—the ready for serving breakfast food.

Premiums, advertising push have had their part, but these would never establish this or any breakfast food in popular favor.

To-day in every part of the Dominion Orange Meat holds first place. It has ousted some foods and has created a fresh faith in the goodness of cereals ready for serving.

Grocers should think on these things.

THE FRONTENAC CEREAL CO.,
Limited
KINGSTON; ONT.

shipped out of parcels of wheat inspected No. 3 Northern at Fort William.

Meanwhile the Winnipeg Grain Exchange have taken up the matter, recognizing the seriousness of such grain getting into export shipments carrying the Government certificate, and at their last meeting adopted the following resolution:

“That the Government of Canada be requested to require elevators receiving graded grain at or east of Fort William to be licensed, and bonded and subject to such restrictions as are necessary to insure the different grades being kept separate and distinct and to prevent any further occurrences of such a mixture, and as far as possible secure the shipment of the identical grain received on account of each shipper.”

Grain Surveyors Appointed.

The appointments of the Toronto Grain Survey Board have been completed during the week. The members of the board will be Thomas Flynn, W. D. Matthews, Hedley Shaw, John Carrick, H. N. Baird, C. W. Band, J. D. Flavelle, J. C. McKeggie, J. S. Spink and W. E. Milner. The board, which was constituted by the grain inspection act, will hear appeals from the decision of the grain inspector for the district of Toronto, and from their finding there will be no appeal.

Largest in the Empire.

Winnipeg is the second largest wheat market on the American continent, and the largest in the British Empire. Minneapolis takes the lead on this side of the Atlantic. The following table is interesting as it shows the amount of grain inspected at American points last year:

	Bushels.
Winnipeg	51,833,000
Duluth-Superior	42,046,923
Chicago	37,940,953
New York	35,101,950
St. Louis	30,667,212
Kansas City	24,018,400
Montreal	20,177,624
San Francisco	15,200,905
Boston	13,780,193
Baltimore	11,655,255
Philadelphia	10,805,598
Toronto	159,394

Grain Survey Board Appointed.

The Department of Trade and Commerce has notified the Board of Trade that the following persons have been

named as a grain survey board to act in the district in which is situated the port of Montreal: Thos. A. Crane, C. B. Esdaile, Alex. McFee, J. S. Norris, A. G. Thomson and E. S. Jacques.

The following were named as a Board of Grain Examiners, in the same district, to examine and test the ability and fitness of applicants for certificates and qualification to act as chief inspectors, inspectors or deputy inspectors of grain: James Carruthers, C. B. Esdaile, E. S. Jacques, H. D. Metcalfe and A. G. Thomson.

Lake of Woods Milling Co. Meets.

At the annual meeting of the Lake of the Woods Milling Co., held October 5, there were present T. Fyshe, who presided, Robert Meighen, David Russell, James N. Greenshields, S. Carsley, W. Strachan, Robert Reford, James Robinson, of Millerton, N.B.; R. E. Greenshields, George Smithers, Hon. Robert Mackay, John Hamilton, and Mr. Blackader. Mr. Meighen, as the active head of the company, made a statement, in which he remarked that not a dollar of profit had been made by the company in wheat speculation, and not a bushel of wheat had been purchased for speculation. For the past fifteen years the policy of the company had been against speculation, the Lake of the Woods Milling Co. confining itself to purchasing what was necessary for the mills. At times it was found that certain lots of wheat purchased had not come up to requirements, and this was immediately resold. Mr. Meighen's remarks gave great satisfaction to the shareholders.

The annual statement ending August 31, 1904, was presented and found satisfactory. The meeting was then adjourned until October 26, at which time the new board of directors will be elected.

Cereal Notes.

The Lake of the Woods Milling Co. reduced the price of flour in Victoria, B.C., 5c per barrel on October 1, thus making the f.o.b. price of flour the same in Victoria as in Vancouver.

Henry C. Reed, of Sackville, N.B.; Fred W. Emmerson, of Moncton; Hon. H. R. Emmerson, James Friel and H. R. Emmerson, jr., of Dorchester, N.B., have been incorporated as the Elgin Milling Company, with a capital of \$10,000.

Mr. A. Gyorgy, agricultural commissioner of the Hungarian Government at London, Eng., is in Canada on a tour of inspection. He is investigating and reporting upon new varieties of wheat which might be cultivated with advantage in Hungary, as well as the organization and control of co-operative agricultural companies.

Dear Sir,--

We've just gone to press with a second edition of the new "Cow-brand Recipe Book" and shall be pleased to send you as many more copies as you can use to advantage.

At the rate business is growing, we judge we must be doing our part well. Our output this year is away beyond anything in the past, which is another way of spelling "satisfaction."

The best is none too good for the trade we're after. The more we do, the more we want to do. Kindly advise us if anything is wanted.

Respectfully,

JOHN DWIGHT & CO.

Shredded Wheat

... AND ...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, \$5.25

" 1-2 " " 25 " 2 75

TRISCUIT

Per Case, Containing 30 Cartons, \$3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

ONE of the principal objects of the canners' amalgamation was to reduce the cost of production to the lowest possible point, and at the same time improve the quality to the highest standard.

Sugar, Labels, Cases, Solder and Labor are considerably higher this season than in 1903. Notwithstanding this, our opening prices, so far as made, are lower than last season.

New Peas, Beans, Strawberries, Raspberries and Cherries are now ready for shipment. We are confident that quality will please, and think the present a favorable time to place your orders, and await your favors.

Canadian Canners, Limited

HAMILTON, ONT.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Story of a Cuban Tobacco Seed.

THE following sketch on the evolution of a Cuban tobacco seed has been written by Dr. Leonard Sisinou for the Western Tobacco Journal:

I don't really know how it came about, but this little seed, almost as small as the proverbial mustard seed, found itself struggling with a lot of other little seeds, millions and millions of them, falling, rolling, swinging together in a sack tied by a stout rope of majagua, which was swung over the rafter of a small Cuban farm house among the hills of Pinar del Rio. Strung on the stout rope was a piece of yagua (a stripping of palm) to protect the little seeds from their mortal enemies, the rats.

The sack had been suspended many weeks until it seemed as if the little seed had been forgotten and its germ of life would not be utilized, and its ambition to be a strong, sturdy plant, like its sire, frustrated, but such was not to be the case.

Our little hero seed, after much struggling and pushing, finally made its way to the top and rolled itself over near one of the largest pores of the sack, where it commanded a view of everything that took place in the house. Several smaller and envious seeds which rolled over too near the hole fell through onto the ground, where they were ignominiously gobbled up by the hungry little chickens which were hatched in an old box in the corner two weeks previously to the beginning of this story. Profiting by the lesson taught in the fate of its late companions our little seed esconced itself in a safe place, where any attempt at interference by the others was impossible, as they would also fall through the little hole on to the ground, there to be devoured by their feathered enemies, whose appetite never seemed to be satiated.

One evening the family who lived in the house were sitting around the room holding an animated discussion. Duenna Josefa, the mother, with Maria and Nieve, the two daughters, were seated at the table picking the stems from the tobacco leaves which Don Manuel, the father, produced from a tercio (bale), kept near the sack among the rafters. The women,

after carefully sorting, rolled the leaves into rough cigars, which were promptly consumed by the men, Don Manuel, his son Juan, and Felipe his son-in-law, the husband of Maria. The topic of their conversation was where should the seed beds (semilleros), be made that year.

Our little seed could not tell the decision arrived at, but when, next morning, Juan and Felipe were busy putting edges on the axes and machetes, and Don Manuel, in sorting over sacks and mending them with strings of majagua, and significant glances and guesses were made by the family as to the weight of the sack in the rafters, our little seed knew that its fate was soon to be decided, when shortly afterwards it and all its companions were taken down in the sack and spread on the floor of the room, carefully sorted over, resacked and borne on the broad shoulders of Felipe to a cleared space on the steep side of the thickly wooded hill that shelters the house from the north winds. Our little seed was pitched headlong into a neatly made bed, in a very soft place in the black loam. However, others of its companions rolled off and were crushed under foot by the sowers; more fell in groups in holes and fared very much as they did in the sack.

At first our little seed felt very lonely at being separated from its companions, and was somewhat frightened when the earth was spread and tamped over it—it thought that its end had come, and that its ambitions were to be unrealized, but these fears were soon dissipated by the new life that seemed infused into it by the warm, rich earth. A change seemed to be occurring in its vitals. They seemed to expand, to burst, to be drawn upward by some unseen force to the air, until at last it saw the light of day, and felt the warmth of the sun's rays.

How proud and happy then was our little seed at its evolution, and as every day it raised its proud little head higher and higher the more vain did it become. One day it received a shock by seeing, a little to one side, a lot of other plants rudely struggling one against the other for possession of the little space that could not support them all. One morning these disturbances were brought to an end by the hand of Felipe, who wrenched nearly all of them from the loam. Our little seed was among the survivors. Don Felipe removed a stone that sorely tried the patience of our little hero, and tucked the earth well around it and its little com-

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You will have noticed how persistently we have solicited new accounts for our cigars. We have been successful in persuading some scores of grocers throughout Canada to open up a cigar department in addition to their tobacco department. There are a host of other grocers, however, who do not yet see eye to eye with us in this matter. It is to them, mainly, that we have been singing our song.

Now think upon it.

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T & B Smoking Tobacco is the
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panions. Straight and strong it grew in spite of the hard winds and heavy showers. Many of its friends were swept away by the little rivulets as they coursed down the hill side. But Felipe, who watched over the welfare of this particular bed, seemed to single it out for special attention, until one day, horrors, it was ruthlessly pulled up, roots and all, with a great many of its fellows, tied together in a bundle and taken down to the house and covered with a wet sack. What new mortification! The poor little plant felt very bad, and its leaves became limp and turned a trifle yellow, and would have died had it not been taken out that very day with a good many more of its companions, and placed tenderly in a

row in the revivifying earth. At first it seemed as if it would never have the strength or courage to raise its head any more, and the sun seemed to scorch as never before, and the earth was hard and cold, and far different to the rich loam on the hill side.

The next day Don Manuel came along carrying a dirty looking sack and sprinkled some of its contents around our little plant and more of its neighbors. Then it felt infused with new life, and that same afternoon they were blessed with a refreshing shower (aquacero), which made it feel grateful, happy and much stronger. Straighter, stronger than ever now it grew, proudly it opened itself in the morn-

ing to the sun's rays, which made the dew drops glisten like diamonds upon its leaves, and at even time it folded itself together and bent its head, as if to receive the benediction of the dying day.

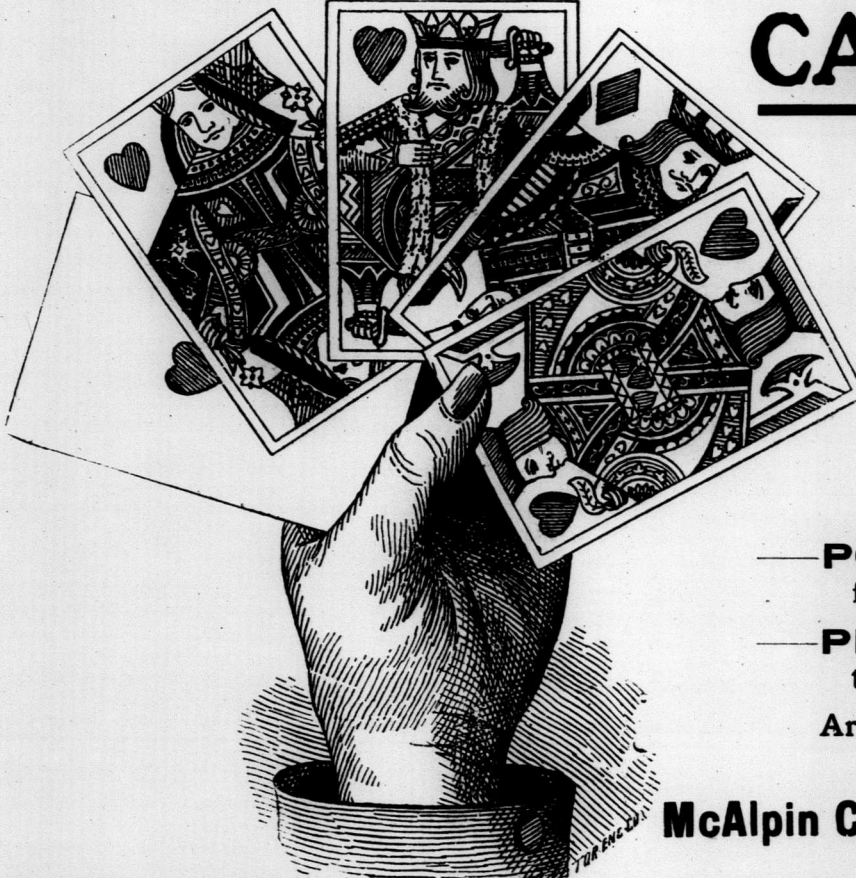
There were several caterpillars and other destroying insects which tried to eat holes in its beautiful silky leaves, but the minute inspection that each plant was subjected to by different members of the family every second or third day saved it from this disgrace. When the showers were lacking the cool earth was well hoed around its stem and roots, and the little budding top leaves nipped off to make the under leaves larger, finer and stronger. Life for our little plant continued in this strain

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from Christmas to the end of March. The time was now come for the plant to enter in upon the life for which it was destined. Its ripened leaves were stripped from the plant and our hero began its new life.

As the leaf of our little plant was of the first (primera) class of wrapper, having no holes and with very fine veins and not coarsely marked, it was hung on a pole in a conspicuous place in the tobacco barn, so that when the buyers came around on a tour of inspection, during the curing of the leaf, it could make a good impression. Here it was transformed from the beautiful green of the fields to a rich, golden brown, which is so much in demand, and it became so crisp it could not bear handling until the rains fell, and the humidity of the atmosphere made it soft and flexible.

At the sorting (escojida) the leaves of our plant were counted among the best and placed in a bale (tercio) with many others, marked No. 1 (primera), and shipped to Havana, unpacked and repacked at the warehouse (for this was no common bale), and then it was hauled in one of those jolting two-wheeled Spanish carts called carretones to a large place, which had a big sign in front, "Fabrica de Tabaco."

There it was carefully unpacked in a large room filled with people of all colors, sitting at small desk-like tables making cigars. It was dampened and taken to a man at the head of the room who with two more men seemed to occupy a place apart from the rest. Then the leaves were left in his charge. He took them up and examined them carefully with his sensitive fingers. Over his face came a pleased smile, in approval and recognition of the superiority of the leaves of our plant. After being deftly smoothed out and cut they were wrapped around some filler of slightly inferior quality, but still high-class tobacco, which had the odor of that grown on the lowlands, and which, too, might have been wrapper but for the caterpillars which had eaten holes in their leaves, thus causing them to be classed as filler. All were from the Vuelta Abajo. Our plant has now evolved into ten aristocratic-looking cigars, and were placed in one little box, beautifully adorned, each with a golden girdle, sealed up and sent away to a foreign land.

* * * * *
When these cigars were opened up to the light it was in a beautiful salon of a fashionable club. These ten were handed to ten grave looking well dressed gentlemen. Their end in life was then accomplished. Their smoky souls mingled with the atmosphere, and their remains were deposited in the ash tray.

Value of Male and Female Labor.

THE girl cigar-maker in the East End, of London, Eng., who has been the means of causing a strike that has thrown 650 men and women out of employment, has, at the same time, brought into prominence the much-debated question of the relative value of men's and women's work. The cause of the strike was a simple affair, but it opens up a big question. The facts of the case were briefly these. The girl made a bad cigar, which was not only returned to her to re-make, but the price of it was deducted from her wages, as is customary in the trade. On the other hand, male hands are not fined in this manner, and it is there the grievance is. What the girls demand is to be placed on the same terms as the men. It seems pretty obvious from official reports that women's labor cannot compete with men's. Granted that the girls' work is inferior to the men's, then it is only right that, whilst the man receives 4s. 3d. for 100 cigars, the girls should get only 3s. 6d. It is also proved that the women fail to get through the same quantity of work in the day, and their earnings in proportion are less. In this case the restriction imposed upon them of deducting from their wage is hard, for besides losing time that is precious to them, when they have to re-make a cigar, they are also expected to relinquish part of their week's wages. As this rule does not apply to men, I think the women are quite right in desiring to be placed on the same footing in this regard only.

Tobacco Combine.

Meetings of the American, the Consolidated, and the Continental Tobacco Companies have been held to take action on the agreement for the consolidation of the three companies which was adopted by the directors of the Consolidated Tobacco Co., on Sept 9. 1904.

The plan submitted proposes a consolidation of the three concerns with a total bond and stock liability of about \$250,000,000, something like \$110,000,000 less than the aggregate of that of the three companies at present. The merger plan has been postponed until Oct 17, in order to await the outcome of a suit against the combination.

Hints to Users of Tobacco.

Don't carry one or several cigars in the left or right upper waistcoat pocket. The body is a rare absorbent, and, especially in summer, with wide open pores, if tobacco

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

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CIGARETTES

**STANDARD
OF THE
WORLD**

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is in close contact, there is likely to be an absorption of its principles which will result in vertigo, faintness and perhaps worse.

Enjoying the best of health, a certain smoker could not account for some very peculiar sensations at times which gave him the utmost alarm. Even in bed he would experience something approaching a sinking spell. He traced the cause to his carrying cigars in his waistcoat pocket.

There is an old standing tradition that cigars with spots on them are better than others. A smart American grower has invented a machine for sprinkling growing tobacco with a solution of potash to produce these spots. It need hardly be said that the whole idea is an absolute delusion. Tobacco for cigarette making is sprinkled with water before use. A London tobacco manufacturer has recently made the old discovery that the water from a well-known petrifying spring used for this purpose gives the resulting cigarettes a most agreeable flavor, and cigarettes so manufactured will soon be on the market.

Tobacco Notes.

In England there are about 30,000 operatives engaged in the tobacco manufacturing trade, about one-fourth of whom are in London.

It is announced that the sales of Tuckett's Marguerite cigars for the month of September, 1904, reached the enormous total of 1,724,910.

The latest addition to the industries of Fort William, Ont., is the Fort William Cigar Co., which already is turning out an average of 1,500 cigars per day.

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IVORINE Cold Water STARCH

GET IT FROM YOUR JOBBER.

Per case of 40 packages **\$2.50**

Only authorized Manufacturers and Sole
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COFFEE and CHICORY			
per doz. tins.....	2/3	4/-	7/-
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per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian
port, duty not included. Terms: Cash with
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The COFFEE and CHICORY is packed in cases
of one cwt., while the COCOA is supplied in
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SAMPLES FREE ON APPLICATION.

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As per regulations of the Government of Canada,
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THE PEOPLE OF JAMAICA

are now buying salt in the
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to pay a tax. They do
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KINGSTON

"OCEAN"

is the best salt in the world.
It is the only salt that
is pure and clean.

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We make them in all shapes and
sizes. We have

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These baskets are made of the best
material and are very strong and
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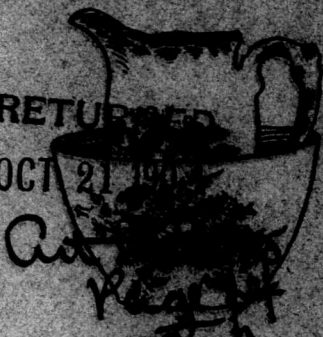
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