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# CODOU'S

## MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrok Russian Wheat—the only wheat from which the finest quality of Macaroni can be made.

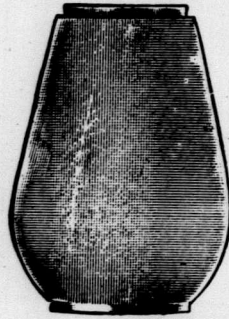
Nothing better can be produced.

**ARTHUR P. TIPPET & CO., Agents,**

**8 Place Royale,  
Montreal.**

**20½ Front Street E.,  
Toronto.**

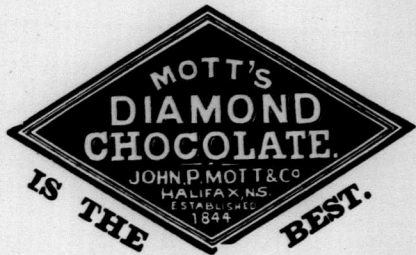
ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

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



For Sale Everywhere.

ASK FOR  
**MOTT'S.**

## MERCHANTS

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

MADE IN CANADA.

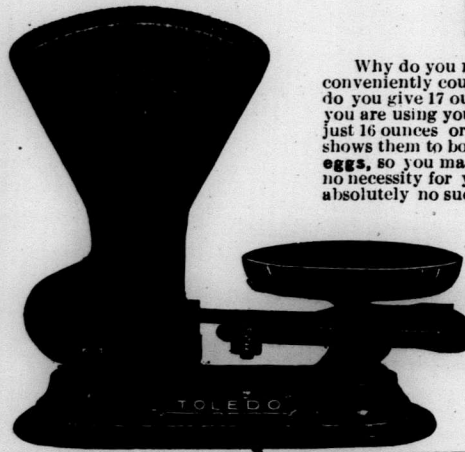
Drop a postal asking for Catalogue to

**DEAN & McLEOD, Canadian Agents,**

The Toledo Computing Scale Co.,

HAMILTON, ONT.

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



## James Ewart

MANUFACTURER OF

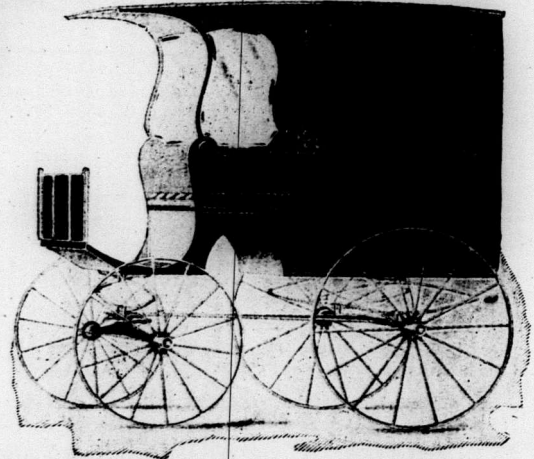
High-Grade Delivery

### WAGONS

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

257-9 QUEEN ST. EAST  
TORONTO.

Write For Prices. Phone Main 1188



## Paid For Itself.

C. WILSON & SON, Scale Manufacturers,  
TORONTO.

HAMILTON, MAR. 19th, 1903.

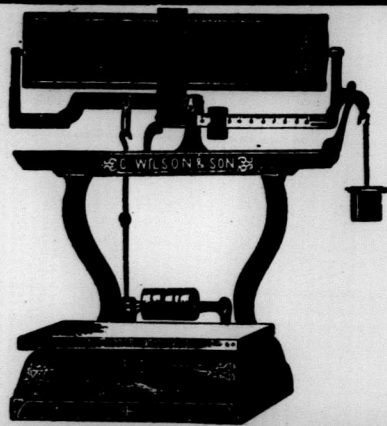
DEAR SIRS:—

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

Yours truly,

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

C. WILSON & SON, - - TORONTO.



# LIPTON'S TEAS

Have the largest sale in the world.  
Direct from our own gardens.

WRITE TO THE AGENTS—

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

Laporte, Martin & Cie., - - - Montreal.



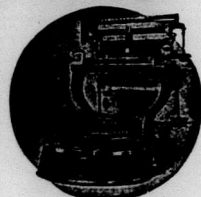
### The First Step

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

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

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

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



Ask Dept. M. for catalogue.

*Save three Pennies* too.

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

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

## "Sterling" Brand Catsups

The "Sterling" brand on a bottle of catsup means first-class quality and nothing else. Quality has given these catsups the name they possess for purity and excellence. Grocers should keep well stocked with this brand.

Catch Trade.

The T. A. LYTLE COMPANY, Limited

Makers of High-Grade Catsups,

124-128 Richmond St. West, TORONTO.

One Year's  
Advertising

FOR

\$1.00

Chinaware

One hundred forceful, straight-from-the-shoulder ads. for grocers—copy for two ads. a week for a year—for one dollar.

"100 Good Ads. for a Grocery Store" is the title of a book of advertising suggestion for grocers, compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion in THE CANADIAN GROCER.

An interesting and instructive article treating with the grocers' advertising proposition is included, together with nearly 100 short, pithy sentences for ad. headlines, show cards, etc.

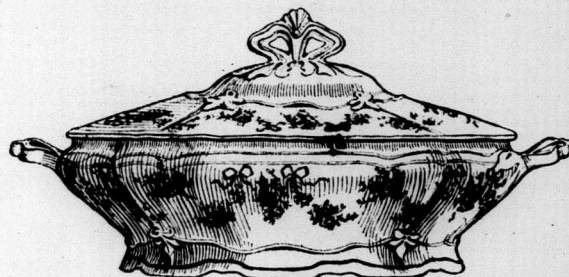
If you fully realized what a great big dollar's worth this book actually is, you'd hasten to secure a copy before they are all gone.

Sent post paid on receipt of the price—one dollar.

MacLEAN PUBLISHING CO.

Toronto.

Open stock patterns in  
Finest Quality German  
and  
Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West,

TORONTO.

MONTREAL, 301 St. James St.,

# JAPAN TEA

In selling **JAPAN TEA** the grocer gives his customer a **pure, wholesome, unadulterated Tea**, very refreshing and invigorating. There is great satisfaction all round in selling the genuine—

## JAPAN TEA

Rich in Flavor

Full Strength

THERE IS

NO PURER SUGAR

THAN

# CRYSTAL GRANULATED

MANUFACTURED BY

The Wallaceburg Sugar Co.,

LIMITED

WALLACEBURG, ONT.

THE CANADIAN GROCER

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

is Cold Water **STARCH  
IVORINE**

ASK  
TRAVELLERS  
THE PRICE

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

**CONDENSED MILK**



**The Most Attractive and Popular Brand**

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

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

**TEA ROSE DRIPS**

**THE  
FUNDAMENTAL  
BASIS**

of the successful selling of Tea Rose Drips is the very high excellence of the product — Pure Cane Sugar Syrup.

ROSE & LAFLAMME,  
Agents,  
MONTREAL.

**BATGER'S  
Lemon Squash**

The purest and best Lemon Squash is the only kind it pays to handle. When you handle Batger's you are selling an article of known quality.

ROSE & LAFLAMME,  
Agents,  
MONTREAL.



Don't throw money away handling inferior teas. If you are up-to-date and want to secure a good profit sell—

**The Tea that is  
everywhere admitted  
to be the best.**

# CEYLON TEA BLACK and GREEN

Its ability to satisfy old customers and make new friends is unsurpassed.

Consumers throughout the Dominion are always willing to testify to its merits.

**Don't Experiment With Trade. It Doesn't Pay.**

Our brands are all proved trade holders.

They carry quality, and show profit.

**COHOES**

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

**RED SOCKEYES**

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

**The British Columbia Packers' Association,**

VANCOUVER, B. C.

**All Storekeepers**

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

**Without Cost to You.**

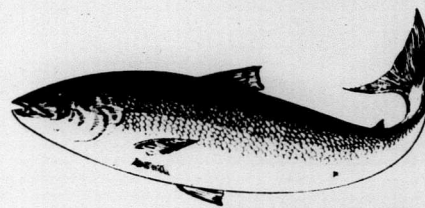
WRITE US FOR PARTICULARS.

**THE DOMINION CANISTER CO.**

LIMITED

**DUNDAS, CANADA.**

**SOCKEYE SALMON**



**"Sovereign" and "Lynx"**

**Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



THE CANADIAN GROCER

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



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



## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

We have a very attractive one-pound tin of

# Social Tea Biscuit

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

## THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

# STRETTON'S

(PRIZE MEDAL)

## Worcestershire SAUCE

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

### CANADIAN AGENTS:

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

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

Sole Manufacturers

# Stretton & Co., Limited,

# WORCESTER, ENGLAND.

# The Twentieth Century Broom.



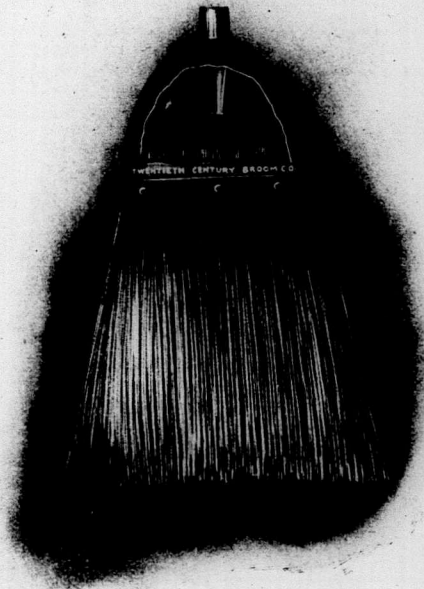
Showing how the New Broom is used.

*See cut book  
Page 71  
M.M.*

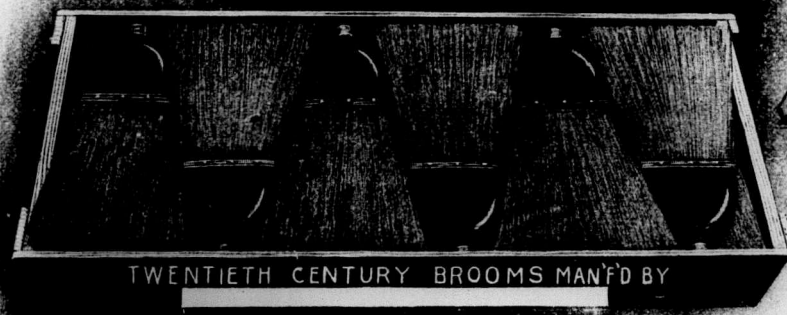
After numerous unforeseen delays incident to the starting of a new industry we are now shipping the New Brooms.

We have a mass of orders ahead of us, which we will fill in the order in which they were received, and we ask the kind indulgence of our friends for the unavoidable delay.

We are doubling our capacity and hope soon to be able to keep pace with our orders, and ship as soon as they are received.



Showing how the New Broom is made.



Showing how the New Broom is Packed.

*See cut book  
Page 74  
J.M.C.*

Ask your wholesale house for **The Twentieth Century Broom.**

**SOLE MANUFACTURERS IN CANADA,**

## The Eclipse Manufacturing Co., Limited,

OTTAWA, - CANADA.

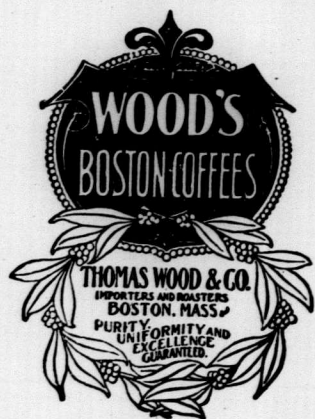
## Spices for Pickling and Sauce Making.

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

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

Each line selected with a view to giving perfect satisfaction.

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



### Did you see the new Comet?

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

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

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

### WOOD'S COFFEES

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

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

WE ARE THE MANUFACTURERS AND CONTROLLERS OF THE

## Famous TARTAN Brand

Canned Fruits  
—Salmon  
—Syrup  
—Molasses

Teas  
—Rob Roy Tartan  
—McLeod “  
—Gordon “  
—Royal Stuart “

Extracts  
Spices  
Coffee  
Baking Soda

New TARTAN Peels  
in store  
New TARTAN  
Valencias  
in store

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

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

### Raisins

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

### Salt

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

### Gem Jars

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

While they last we quote:

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

### Vinegar

Robataille XXX White Wine, 17½c. net.

**CANADA BROKERAGE CO., LIMITED**

48 WELLINGTON ST. EAST, TORONTO.

## Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

ON Monday, Labor Day, the House took a holiday, that is to say, it sat for but two hours, and on Tuesday it plunged into general business after a prolonged railway bill of fare since August 11. The vigor with which the tired members took hold of affairs of a general character, the number of short, sharp, pithy speeches made, and the general business-like atmosphere that pervaded the whole sitting was indeed a treat after the monotony of the last ten days of the great debate.

\* \* \*

Mr. Fitzpatrick again took up his Act to Amend the Criminal Code, and a lively debate took place over his announcement that he proposed to drop the clause which was to make it a criminal offence to sell to persons under 18 years of age anything in the way of tobacco. It will be remembered that early in the session a great agitation was started by the Women's Christian Temperance Union to the end that the importation, manufacture and sale of cigarettes should be totally prohibited. A resolution to the effect that in the opinion of the House this course should be adopted, was introduced by Mr. Bickerdike, and carried by an immense majority. It was as a partial concession to this vote that the Minister of Justice introduced his new clause in the code. Total prohibition was not granted, but it was proposed to make it very hard for those vendors who sold to the young. While this was not all that the promoters of the movement were urging, it was at least a move in the right direction, and, as such, was acceptable to the vast majority of those members who had supported Mr. Bickerdike's motion. Mr. Fitzpatrick gave as a reason for the withdrawal of the clause that he had received protests from the W.C.T.U. all over Canada against his proposed legislation, because it was not going far enough, and from the trade from all parts because it was going too far. Failing to please either, he proposed to withdraw the section in hope of being able next year at his leisure to frame a much better enactment. Having taken his seat the storm broke out, and member after member, quite irrespective of party, arose and filed his strenuous objection to the withdrawal of the section. It was pointed out that half a loaf was much better than no bread, that Parliament

must legislate in its wisdom after hearing both sides, and, irrespective of protests, that the general opinion of the House was in favor of the clause, and that it should stand. So strenuous was the opposition to withdrawal that the Minister finally arose again and promised that this very session, instead of six months hence, he would introduce a new and better clause, and with this the House had to be content.

As a matter of fact a better clause could, surely, without much difficulty, be drafted. As was pointed out by one of the speakers the proposed enactment was very easy of evasion. It only required an 18-year-old boy to become the purchasing agent of a group of younger boys to get round the whole thing. In the opinion of the writer it would be much better to hit at the smoker himself. If a clause were passed making any boy under 18 found smoking cigarettes liable to a fine, and failing that to a short term of confinement, apart, of course, from the regular "prisoners" in a jail, the proper person, to wit, the parent, would be reached, and, after payment of a fine on behalf of his erring offspring, we venture to assert that parental authority would be so exerted that a repetition of the offence would not happen very soon. The whole trouble nowadays seems to be the lack of home discipline. We venture to say that even 30 years ago legislation of this kind was totally unnecessary, because the father of that day took good care to see that his child did not do what was bad for him. Now, however, it is quite different, and Young Canada does about what he likes, or, perhaps, just what he likes, till Old Canada's pocket is touched, but just at that point Old Canada wields the rod with unabated vigor and Young Canada is made to feel that the way of the transgressor is hard. Of course the difficulty lies in the imprisonment in the alternative. To almost all of us it would seem not only hard but inadvisable to put a young lad in jail for what is after all not a crime or even an immoral act, for what is more in the nature of an offence against public health, and yet if it were simply the imposition of a fine, with no punishment in the alternative, the average lad, who is of course blissfully free from the cares of property, would go scot free, for his father would not put up for him once in ten times, un-

less to save him from a worse fate. If the parent did not have to suffer for the boy's offence he would not greatly worry about the matter, and hence would not be very likely to give that home "instruction," the lack of which is really the cause of the whole trouble. We will wait with interest to see how the clever Minister of Justice will steer clear of these various reefs and quicksands.

\* \* \*

Then up came the question of the increase of judges' salaries, always a vexed one, in which members divide freely in opinion, the farmer representatives usually setting their faces against any rise, and the professional and business men favoring it. The tendency was most noticeable in this debate, and opinions seemed to vary from the view that a judge was a pampered plutocrat, to the opposite that he was starved to death and so inadequately provided for that it was a positive disgrace to the country. One gentleman, an advocate for a retention of present rates, pointed out that whenever there was a vacancy there was a rush for the position, and, as he expressed it, the Minister of Justice did not have to appoint a commission to find a man to take the job. This is undoubtedly true, but where this gentleman missed the mark was that he quite eliminated the question of fitness. There are no doubt tens of thousands who would undertake the duty of Premier of England or President of the United States, but there are certainly not even scores truly fitted for the performance of the functions of those high positions. We are inclined to think that with regard to the county judgeships there is plenty of good material to be had at or about present prices, if we choose to bring the question down to a purely commercial basis. The position of county judge is for the most part an easy one, the incumbents are not at all hard worked, and their place of residence being for the most part in towns of moderate size, the expense of living is not so great as it is in the cities. Even in their case, however, a moderate increase, say of four or five hundred dollars, would not be out of the way, when we consider how the rewards for all forms of work have advanced in the last few years, as also the cost of living. The High Court judges are undoubtedly entitled to better pay, and it is in the interest of the country that

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.

they should get it. Before them come the more important cases, both civil and criminal, and for their posts we require the best the land can furnish. It is a notorious fact that whenever a vacancy occurs on the High Court Bench it is impossible to get the leaders of the Bar to accept the position, for the very good reason that a leading lawyer makes easily from twice to three times the amount now offered for a judicial salary. We have indeed been fortunate in securing very fair men for the positions even as it is, but it is increasingly difficult to get them. When we consider the comparatively small number of superior court judges, a very small amount would provide an increase of say \$2,000 each, which is the very least they should receive. The position of these judges is important, not only because of the heavy cases coming before them, but also because their judgments form precedents for and become binding upon the judges of the courts below the county courts. As we have from six to eight county court judges to one superior in rank, we can form some idea of the importance of this aspect of the case.

\* \* \*

In this busy day Sir Wilfrid took a hand by introducing his resolution to provide a yearly subsidy of \$133,333.33 for ten years to procure direct steamship service between Canada and France, twelve trips in the Summer and six in the Winter. This is not the first time an effort of this kind had been made, for \$100,000 as a yearly subsidy had been offered to a syndicate, but found too small. There will be little, if any, opposition to this grant, since its object is to increase trade with a country which is capable of becoming a very large consumer of Canadian products, and with which as yet we have not been doing the trade we should. Under the French treaty we enjoy certain advantages in the fish and lumber trades, but these we lose when we do not ship direct. We know that both these lines can be very largely developed. We have

by no means reached the limit of our fisheries' output, and if it turns out that in Hudson and James Bay we have rich undeveloped fisheries, France should be able to take a large quantity produced from that source when we have rail communication established with those inland seas. As for lumber we must recollect that that includes one of the products, pulp. If we have not reached the limit of our fisheries, we have certainly only got to the beginning of our riches in pulp. France is one of the largest consumers of this product. We are about to build railways through a region which we have every reason to believe is covered by the finest spruce forests anywhere to be found, and when in say four or five years the construction is completed, Canada will undoubtedly become the largest pulp producer in the world. It is well to make a humble beginning against the day when this new channel of trade will be required, and even as it is, our present resources are equal to a very considerable drain.

\* \* \*

On Tuesday the members found mailed to each a copy of what may be considered the first campaign leaflet of what is said to be the coming election. It consists of but a few lines, in which "Cox can't wait" figures twice, and which would not be very objectionable but for a part which reads "See the Sifton Yacht and Sutherland Mansion—Shout Greater Canada, there is money in it." We sincerely hope that the campaign, if campaign there is to be, will be fought on broad issues, and not on personalities, which so disfigured the fights of earlier times. The reference to Messrs. Sifton and Sutherland undoubtedly means something, or it would not be put there. Taken with the context the innuendo is clear enough—it is that these gentlemen are unlawfully enriching themselves at the public expense. If they are doing so why do their opponents not make use of parliamentary machinery and unearth their wrong doing, as has been done time and again in our history—if they are not, then why make

the burden of public life heavier by seeking to blacken character. The fact is, Mr. Borden, the courteous and broad-minded leader of the Opposition is away, but for which we much doubt if the document would have been allowed to see the day. Such publications naturally stir up political rancor, from which this Parliament thus far has been extremely free, and it is indeed sincerely to be hoped that the Liberals will not reply in kind, seeking, as is usual in such cases, to "better their instruction."

\* \* \*

About the Redistribution measure we shall not attempt to say very much. Where political lives are at stake, as is always the case in such measures, there is always an intensity of feeling, and those who have followed the politics of Canada for the past twenty years will well remember the exciting and acrimonious debates which followed the introduction of the Conservative measures in 1882 and 1892. It is probably pretty well conceded that to follow county boundaries is a wise and fair thing to do, removing, as it does in very large measure, the temptation to legislate for direct political advantage. But even within county boundaries there are often cases where a line dividing a county into two seats if run from north to south means one seat for each party, which if run directly from east to west means two seats for one party. In such a case it is hardly to be expected that a Government will not take advantage of its political majority to get the better of the deal, and to this extent no doubt the present party in power has been a gainer by the measure.

#### A GROWING CONCERN.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., are building a large addition to their present extensive warehouse, which they find necessary owing to their increasing business, and for the next couple of months, during building operations, they will offer special inducements on various lines which they are overstocked with and to make room for Fall importations.

# FRUIT JARS.

Your Orders will Receive Prompt Shipment.

L. P. & Co. Spices are absolutely the best.

**Lucas, Steele & Bristol, - Hamilton**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Do you Want the Best Goods? If so, Order

## JERSEY PURE MUSTARD

THE FINEST PURE MUSTARD ON EARTH.

¼-lb. Tins, 40c. per pound. ½-lb. Tins, 38c. per pound.

MADE IN CANADA— PROFITS REMAIN IN CANADA—  
IS BECOMING VERY POPULAR WITH THE CONSUMER.

**Lumsden Bros., Standard Spice Mills, Hamilton.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT  
—JERSEY CREAM YEAST CAKES

THE ONLY YEAST WITH CREAM IN IT  
—JERSEY CREAM YEAST CAKES

### OUR NEW SEASON

# Selected Valencias

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

**SEND US YOUR ORDERS**

## JAMES TURNER & CO.

Wholesale Grocers, = = = = HAMILTON.

# SELECT VALENCIA RAISINS.

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

**THOS. KINNEAR & CO.,**

Wholesale Grocers

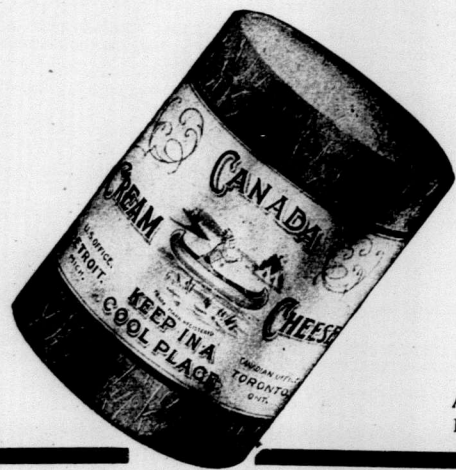
49 Front East, TORONTO.



DO IT, AND  
DO IT NOW.



NOW IS THE  
TIME YOU SHOULD  
ORDER MORE  
**MacLAREN'S IMPERIAL  
and ROQUEFORT  
CHEESE, ALSO  
CANADA CREAM  
CHEESE, AND  
NOT AFTER YOU  
HAVE BEEN OUT  
OF THEM A WEEK.**



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

## A HISTORICAL CAUSERIE.

It is a never-failing source of interest to turn over the files of an old newspaper, provided the paper has been a power in its day. To be able to say, "Dear, dear, and that is how a still unforgotten incident struck those to whom it was a living fact," is a pleasure to the ordinary human being. In the same way it is interesting to note the old doings of a manufacturing house which has been a power in the land, and a glance through the old show-cases of a firm of this class recalls many a partly forgotten historical incident.

One of the most interesting of such is now on view at the Crystal Palace, London, Eng., and belongs to Messrs. Batty & Co., of "Nabob" fame. Founded in 1821, for over half a century the firm celebrated many an event by issuing a new sauce; and the case referred to contains sample bottles of these forgotten condiments with their original labels.

In the early years of the firm's existence, an event occurred which marks the third period of halcyon days for Great Britain, the accession of the late Queen Victoria; there is a sauce bottle with a beautifully engraved head of the young Queen. About this time there is a curious bottle called The United Army and Navy, the navy being pictured with the doings of an officer's squad impressing recruits. There is also a very good portrait of "the Duke," which the books of the firm show to have been very popular indeed.

Coming a little way down the roll of years, there is "The Princess Royal," issued in celebration of the young Princess's birth. There is the "Guildhall," the label being the city coat of arms; and there is "Jenny Lind," the singer whose name aroused more extended interest than any other before or since.

The next bottle to attract attention is "The Universal," a curiously-shaped bottle, the label being a drawing of the original 1851 Exhibition, the bottle neck rising from out the centre transept, the

**THE CANADIAN GROCER**

lower part of the label being full of figures and vehicles, the ladies in crinolines, and the men in bell bottoms. Almost next to it is one, "The New Volunteer Rifle Corps," issued when excitement ran high over the massacres in the Indian Mutiny; there is a freshness about the sentiment of this, recalling, as it does, the citizens drilling in Finsbury Fields, not far from the site of the firm's original factory. Then comes "The Garibaldi," an Italian flask-shaped bottle, with a highly-colored label, the patriot's red shirt, from which a well-known ladies' garment was named, being most conspicuous.



THE REPUTATION OF  
**UPTON'S** JAMS, ETC.,  
HAS TO BE BACKED UP.

THE SPLENDID SALE  
OF THESE GOODS, AND  
THE EXCELLENT QUALITY,  
TESTIFY TO THE  
FACT THAT IT IS BEING  
BACKED UP.

DO YOU STOCK THESE  
GOODS? IF NOT IT  
WOULD BE TO YOUR  
ADVANTAGE TO DO SO.

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

A few years give us "The Royal Danish," with portraits of our present King and Queen; to be followed by "The Grand Duchess Marie," "Highland Sauce," contemporaneous with some celebrated pictures of the late Chas. Keene; and a "Colonial Sauce," which depicts the colonies as the granary and larder of the Old Country, thus foreshadowing the new policy, which, no matter what we may individually think of it, is still (alas or fortunately) very much in the air.

Whatever may be thought of the good taste or otherwise of making use of historical persons and events to provide attractive labels, with which to sell comestibles, they become very interesting after a lapse of years. All those mentioned were issued during the first 50 years of the firm's existence, and form but a small part of their list; such celebrated doctors as Kitchener and Southwood Smith contributing recipes, which, with care in manufacture and business methods, then far in advance of their contemporaries, made the name of Batty of world-wide fame.

The firm has been under new management for some months past, and it will be interesting for the Canadian trade to know that Mr. J. C. Burlingham, the general manager, is going to make great efforts to do increased business on this side of the water, so that "Nabob Sauce," which for some time past has been in a state of arrested development, may again, before long, command good sales throughout the Dominion. Messrs. Batty & Co. would be glad to appoint an agent in Montreal.

It may be mentioned that only this year (1903) the firm were again awarded the Gold Medal for excellence of quality and packing.

**AN APPRECIATION.**

MR. RICHARD QUAYLE, who has recently disposed of his general store business at the Helen Mine to The Lake Superior Consolidated Power Co., the owners of the mine, writing "The Grocer" to have his address changed to Ishpeming, says: "I appreciate very much the kind treatment accorded me by the wholesale houses during the year that I was in business on my own account. When I started in I was practically a stranger to them all. Last Fall it became necessary to buy in a Winter supply. (As we cannot get anything in to the mine in the Winter.) My purchases amounted to very nearly seventeen thousand dollars, but I did not have a particle of trouble getting all the goods I wanted. I never sent an order to any house that was turned down, but, on the contrary, was filled promptly and without question.

The confidence they manifested is surely very gratifying to me. Among those who treated me so kindly and with such consideration I would mention Messrs. Eby Blain Co., Thos. Kinnear & Co., of Toronto; and W. H. Gillard & Co., E. W. Fearman Co., and Geo. Tuckett & Sons, of Hamilton; Leitch Bros., Oak Lake, Man.; Gordon, Ironsides & Faresto and Smith Bros., Soo, Ont.; and in dry goods, etc., Jno. Macdonald & Co., of Toronto, and Knox, Morgan & Co., of Hamilton. I think your journal very ably edited, and read it with interest and profit. It is certainly deserving the support of the trade."

**IN STOCK**

**NEW CROP**

**SELECT  
VALENCIA  
RAISINS.**

**THE**

**Davidson & Hay,**

**LIMITED,**

**Wholesale Grocers,**

**TORONTO.**



# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## Meat Supply for Ocean Liners.

**T**HE enormous quantities of foods of various kinds consumed on the great ocean liners is almost incredible. The 107 great liners of the Hamburg American, for instance, were in actual service, during 1902, 318 days average each. A total of 1,819,925 rations were furnished during the year, besides 38,991 infant rations. This distribution is about as follows: 2,215 for cabin passengers, 5,679 steerage, 1,929 for the officers' mess, 6,345 for crew and laborers, 308 for soldiers, and 124 for infants per day. A grand total of 3,743,287 lb. of meats of all kinds were consumed. An excellent refrigerating system allows the use of large quantities of fresh meats. The itemized fare for 1902 for this company alone is as follows: 6,196 beef, 2,973 calves, 8,775 sheep, 2,484 hogs, all first class material; 397,319 lb. salt pork and bacon, 238,438 lb. preserved meat, 26,296 cans of various meat preparations. Specialties comprise 5,797 lb. turtles, 27,276 lb. deer, 351,412 lb. and 59,284 pieces fresh fish, 58,913 boxes and 23,250 lb. prepared fish, 1,113 tons of herrings, 31,316 lb. of crawfish and lobsters, 282,869 oysters, 311,351 lb. and 59,151 head of fowl, 159,256 lb. smoked meat and hams, 81,144 lb. of sausages, 281,248 lb. cheese, besides 11,629 tins meat extract, kaviar, etc.

## Cheese Markets.

Belleville, Sept. 12.—At the meeting of the Cheese Board held here to-day, 2,160 boxes were registered, 2,100 white, balance colored. Magrath got 300 at 11 $\frac{3}{4}$ c.; Alexander, 90 at 11 $\frac{1}{2}$ c.; Watkins, 70; Hodgson, 100 at 11 $\frac{1}{4}$ c.; 11 3-16 to 11 $\frac{1}{4}$ c. bid on balance.

Cowansville, Que., Sept. 12.—At the weekly meeting of the Eastern Townships' Dairymen's Exchange here to-day 39 factories offered 1,611 boxes of cheese for 11c. and 71 boxes for 10 15-16c. D. McPherson & Co., 283 boxes for 11c.; Frank Duckett, 441 boxes for 11c.; Fred Fowler, 136 boxes for 11c.; Jas. Alexander, 26 boxes for 10 $\frac{1}{2}$ c. and A. A. Ayer & Co., 112 boxes at 10 $\frac{1}{2}$ c.; 158 boxes unsold. Hodgson Bros. bought 119 boxes of butter for 19 $\frac{3}{4}$ c.; Jas. Dalrymple & Co., 100 boxes for 19 $\frac{1}{2}$ c.; 142 boxes for 19 $\frac{3}{4}$ c. and 84 boxes for 19 $\frac{1}{4}$ c.; Jas. Alexander,

295 boxes for 19 $\frac{3}{4}$ c.; Hugh Allen, 35 boxes for 19 $\frac{1}{2}$ c., 65 boxes for 19 $\frac{1}{4}$ c. and 190 boxes for 19 $\frac{3}{4}$ c.; 380 boxes unsold.

Iroquois, Sept. 12.—Nine hundred and eighty five cheese, including 40 white, were boarded here to-day. About half sold on board at 11c.; balance on curb at board prices. Sales divided about equally between the buyers, Smythe, Ault, Weir and Johnston.

Cornwall, Sept. 13.—At the Cornwall Cheese Board Saturday 1,574 boxes were boarded, of which 628 were white and 946 were colored. All sold at 11 $\frac{1}{2}$ c.

London, Sept. 12.—Only four factories boarded here on Saturday, the offerings being as follows:—Northwood, 190 boxes; Mapleton, 140; Firby, 190; Ballymote, 170; total, 600 boxes. The bids were 11 $\frac{1}{2}$  and 11 3-16c. Northwood and Mapleton sold at 11 3-16c.

## French Butter Industry.

**W**RITING in The Agricultural Gazette, Mr. James Long says:—

Butter making in France is very much like butter making in England in this respect—that there are some who realize high prices, and many who realize low prices. A few English owners of Jersey cattle, who are at the same time enterprising people, obtain large yields of butter per cow and high prices per pound. Many others realize moderate prices, and thousands absolutely low prices. In France the most capable makers reach up to 2s. 6d. a pound for their butter. I have known an instance in which 2s. 8d. was obtained; one of the farmers we visited was obtaining about 2s. 2d. On the other hand, the average farmer of the districts around Bayeux and Isigny, which supply their special brand to the Paris market or to private buyers, obtain prices equal to the best produce of England, while the multitude who send their produce to Paris to take its chance, or who supply the blending-house owners, have to be content with just what their butter fetches. The blending-house in France is in one way practically what the creamery is in Ireland; but, instead of purchasing the milk, it purchases the ready-made butter, which, after blending, is graded, chiefly for the British market. Now, it is obvious that if there are three or four qualities of blended butter, there must be three or four qualities made by the farm-

ers. But in all probability, as in England, there are more. The process of blending is not a very delicate process, but it is entertaining if it is not appetizing, and a highly edible article is turned out, which is chiefly consumed in London. The mild Norman and Brittany blend is well known in the metropolis, and in my experience it has found its way into many middle-class families and substantial hotels and restaurants, and is there regarded as the supremely right article—I speak of the best brand—being delicate and mild, and always sweet for some days after its arrival.

## An English Cheese Fair.

At the August Lancaster cheese fair, says Grocery World, the pitch comprised 65 dairies and 1,129 cheese, an increase of nine dairies and 56 cheese on the corresponding fair last year. The cheese was of a nice even quality, and smartly presented. There was a brisk demand, and a clearance was effected in 20 minutes. The prices ranged from 55s. to 61s. 6d. per cwt. There was a large attendance, including the dealers from Preston, Ulverston, Dalton, and Kendal, besides local buyers.

## Advantage of Regularity.

The London (England) Saturday Review urges Canadian shippers to pay more attention to regularity in timing the arrival of their shipments.

Until they do so, it is contended, they will be at a serious disadvantage in fighting their continental competitors who have adopted the system of weekly arrivals to meet the requirements of customers.

Canadian cheese is undoubtedly the most popular cheese imported, and if shippers would send nothing but mature cheese the extraordinary difference which exists between English and Canadian Cheddar would quickly grow small.

## Provision Notes.

The price paid for live hogs at the London market on Monday, September 11, was \$5.75 per 100 pounds.

Fox Bros., pork packers, Toronto, have been succeeded by Fox Bros. Co., and they are removing their headquarters to Brantford.

Telegraphic Address,  
"DOMINO,"  
Charlottetown.

# The Dominion Packing Company

Codes Used  
A.B.C.  
LIEBERS  
PRIVATE.

LIMITED.

*Charlottetown, P.E.I. Canada*



We control and guarantee all goods packed by the

## CHARLOTTETOWN PRESERVING CO.

Their **Canned Blueberries**

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

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

WRITE OR WIRE FOR  
PRICE LISTS

NOTHING FINER CAN BE PRODUCED  
THAN OUR

WRITE OR WIRE FOR PRICES.

**Beech-Nut Hams and Bacon**

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

## FEARMAN'S

# ENGLISH BREAKFAST BACON . . .

has the highest reputation for quality. This is what one of our customers says about it :

"After trying many brands of Smoked Bacon, experience overwhelmingly demonstrates the fact that Fearman's English Cure is superior to any brand cured in Canada."

That is a good testimonial from a good customer. If you have not had our Bacon in your provision store let us have your order, and you will agree that the above endorsement is not undeserved.

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

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

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

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

LIMITED

THE PROVISION MARKETS.

TORONTO.

CURED meats have maintained the firmness which has ruled for some time past. The market is without much interest. Stocks are light and demand sufficient to account for the firmness. Lard has shown no movement in price since last quotations. We quote:

|                                 |          |           |
|---------------------------------|----------|-----------|
| Long clear bacon, per lb.       | 8 10     | 80 10 1/2 |
| Smoked breakfast bacon, per lb. | 0 14 1/2 | 0 15      |
| Roll bacon, per lb.             | 0 11     | 0 11 1/2  |
| Medium hams, per lb.            | 0 14     | 0 14 1/2  |
| Large hams, per lb.             | 0 13     | 0 13 1/2  |
| Shoulder hams, per lb.          | 0 10     | 0 10 1/2  |
| Backs, per lb.                  | 0 15     | 0 15 1/2  |
| Heavy mess pork, per bbl.       | 19 00    | 20 00     |
| Short cut, per bbl.             | 21 00    | 22 00     |
| Shoulder mess pork, per bbl.    | 16 00    | 17 00     |
| Lard, tierces, per lb.          | 0 9 1/2  | 0 09 1/2  |
| " tubs                          | 0 10     | 0 10 1/2  |
| " pails                         | 0 10     | 0 10 1/2  |
| " compounds, per lb.            | 0 08 1/2 | 0 09 1/2  |

# Stencils

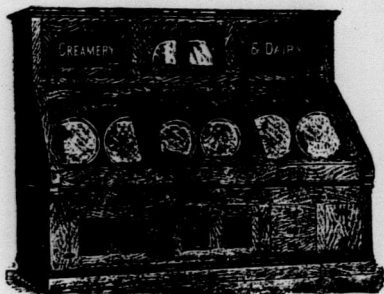
Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

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

**Hamilton Stamp & Stencil Works,**

HAMILTON ONT.

Headquarters for everything in our line.



REFRIGERATORS Useful to every one. 40 different styles. Silver edal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

**C. P. FABIEN,**

Merchant and Manufacturer,

3167 to 71 N. Dame St. Montreal, Can. Write for Illustrated Catalogue.

**BUTTER PARCHMENT PAPER.**

# BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

**WALTER WOODS & CO.**

HAMILTON and WINNIPEG.

## DAIRY PRODUCE AND PROVISIONS

|  |       |       |
|--|-------|-------|
| Dressed hogs, light weights, per 100 lb. | 8 00  | 8 25  |
| " heavy                                  | 7 50  | 7 75  |
| Plate beef, per 200 lb. bbl.             | 12 50 | 12 50 |
| Beef, hind quarters                      | 8 00  | 9 50  |
| " front quarters                         | 4 50  | 5 50  |
| " choice carcasses                       | 6 50  | 7 50  |
| " medium                                 | 6 00  | 6 50  |
| " common                                 | 5 00  | 5 50  |
| Mutton                                   | 5 00  | 7 00  |
| Lamb                                     | 7 50  | 8 50  |
| Veal                                     | 7 50  | 9 00  |

MONTREAL.

A very good business in hog products is reported this week and the market continues fairly steady. The lumbering sections are calling for Canada short-cut mess pork and the prices for same are steady. The demand for Canadian bacon in England is still fairly active, and hence there is a firm tendency on the local market. There is a steady inquiry for smoked meats for the local as well as for the export trade. We quote:

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

There is a good demand for lard at the following unchanged prices:

|                             |          |
|-----------------------------|----------|
| "Boar's Head" brand         | 0 08 1/2 |
| Carloads, less              | 0 00 1/2 |
| 20-lb. tubs, over tierce    | 0 00 1/2 |
| 20-lb. tin pails            | 0 00 1/2 |
| 20-lb. wood "               | 0 00 1/2 |
| 10-lb. tins                 | 0 00 1/2 |
| 5-lb. tins                  | 0 00 1/2 |
| 3-lb. tins                  | 0 01     |
| Pure lard, in pails, 20 lb. | 1 95     |
| " in tubs, 50 lb., per lb.  | 0 09 1/2 |
| " in tins, per lb.          | 0 10 1/2 |

ST. JOHN, N.B.

In pork the market is a firm one. Western prices, particularly from Chicago, are quoted higher. On an advancing market Boston prices move more slowly than Chicago. In beef there is little change, but the market is quite firm. Lard is firmer, and higher prices are looked for; refined has a very good demand. Sausages are now a feature; domestic supply the market. In fresh beef there is just a fairly steady demand; domestic is quite freely offered and easier; it shows a wide range in price; Western is unchanged. Veal, while offered, is dull. Mutton is little seen. Lamb is an active seller at a low price. Pork is more freely offered. Quotations are:

|                                     |          |          |
|-------------------------------------|----------|----------|
| Mess pork, per bbl.                 | \$19 50  | \$20 00  |
| Clear pork "                        | 17 50    | 20 00    |
| Plate beef "                        | 13 00    | 14 00    |
| Mess beef "                         | 12 00    | 13 00    |
| Domestic beef, per lb.              | 0 05     | 0 07     |
| Western beef "                      | 0 07     | 0 08     |
| Mutton "                            | 0 05     | 0 07     |
| Veal "                              | 0 06     | 0 08     |
| Lamb "                              | 0 07     | 0 08     |
| Pork "                              | 0 07     | 0 08     |
| Hams "                              | 0 14     | 0 15     |
| Short rolls "                       | 0 12     | 0 13     |
| Lard, pure, tubs                    | 0 10     | 0 11     |
| " pails                             | 0 10 1/2 | 0 11 1/2 |
| " compound, tubs, per lb.           | 0 09     | 0 09 1/2 |
| " pails                             | 0 09 1/2 | 0 09 1/2 |
| " Fairbank's refined, tubs, per lb. | 0 09 1/2 | 0 09 1/2 |
| " pails                             | 0 09 1/2 | 0 10     |

DAIRY PRODUCE

TORONTO.

BUTTER.—The market is somewhat more firm than at last writing, but no quotable change has been evolved. There is a little stir in finest grades of creamery and dairy, but lower grades are featureless. We quote:

|                    |      |          |
|--------------------|------|----------|
| Creamery prints    | 0 19 | 0 20     |
| " solids, fresh    | 0 18 | 0 18 1/2 |
| Dairy rolls, large | 0 15 | 0 17     |
| " prints           | 0 14 | 0 15     |
| " in tubs, best    | 0 14 | 0 15     |
| Under qualities    | 0 11 | 0 13     |

CHEESE.—The strong cheese market is still the feature of the provision trade. At the boards on Saturday cheese sold up to 11 1/2, which was, of course, the tip top. Complaints are still heard that the rise

is purely speculative, but persistency with which it is being maintained would warrant one in looking for more substantial reasons. We quote:

|                    |         |          |          |
|--------------------|---------|----------|----------|
| Cheese, large, new | Per lb. | 0 11 1/2 | 0 11 1/2 |
| " twins, new       |         | 0 11 1/2 | 0 12     |

MONTREAL.

EGGS.—There are no quotable changes since last week's report. The market continues firm in tone, the price obtained for straights being 15 1/2 to 16c. For selected new laid stock the prices range from 18 to 19c. There is a very good demand this week.

BUTTER.—The market rules steady to firm in tone. There is a fairly good export inquiry, which is supplemented by a demand on the part of local jobbers. There are no quotable changes since our report of last week and our remarks then still apply. The British market has responded fairly well to the firm feeling here, and exporters are expecting continued good prices. There is a good local demand. Prices obtained for finest creamery are 19 1/2 to 20c.; dairies, 15 to 16c.; large lots, 14 1/2 to 15c.

CHEESE.—The market continues very firm in tone and more dealers are disposed to follow the market than was the case last week. English operators continue to buy and there is considerable speculative purchasing by local exporters, who believe that Fall cheese will not be much lower than now. The combined purchases of these two factions has led to a lively covering movement by exporters, who were short of September cheese for last half of September and early October shipment. We quote following spot prices:

|                  |          |          |
|------------------|----------|----------|
| Finest Ontario   | 0 11 1/2 | 0 11 1/2 |
| Finest Townships | 0 11 1/2 | 0 11 1/2 |
| Finest Quebec    | 0 11     | 0 11 1/2 |

ST. JOHN, N.B.

BUTTER.—There is a good steady sale at rather improved prices. No goods so repays care in its manufacture and no line shows such a wide range in price where the cost is about the same. Poor quality causes a large loss.

EGGS.—There is not a very sharp demand. Supply is not large. There is need of a closer watch on quality.

CHEESE.—Cheese is higher and quite scarce. The export demand takes the best stock in the large cheese. Only twins have a good local sale. The output this year will be quite large from our New Brunswick factories. Quotations are:

|   |      |      |
|---|------|------|
| Butter, creamery prints, per lb         | 0 22 | 0 24 |
| " creamery solids (fresh made), per lb. | 0 20 | 0 22 |
| " prints                                | 0 18 | 0 20 |
| " tubs                                  | 0 14 | 0 16 |
| " tubs, selected, per lb                | 0 16 | 0 18 |
| Eggs, new laid, per doz                 | 0 18 | 0 20 |
| case stock, per doz                     | 0 15 | 0 16 |
| Cheese, per lb.                         | 0 10 | 0 11 |

Norwegian Butter Output.

Nearly all the natural butter made in Norway goes to the United Kingdom, most of the margarine to Denmark; next come the United Kingdom, Germany, Iceland, and Holland. The new law relating to the manufacture of margarine and margarine cheese came into operation on July 1 last year. One of its most important provisions is that all factories shall put a red band round the package showing that it has been through the hands of a regular controller.

# Large Profits



on cheap goods  
don't pay in  
the long  
run.

Your profits on Gillett's  
Goods are good all the  
time because the goods are  
**PURE, Well Advertised and  
steady sellers.**

Try **MAGIC BAKING POWDER**

as a sample test.

Ask your jobber for it.

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

**TORONTO, ONT.**

Chicago,  
Ill.

When you have any

# BUTTER OR EGGS

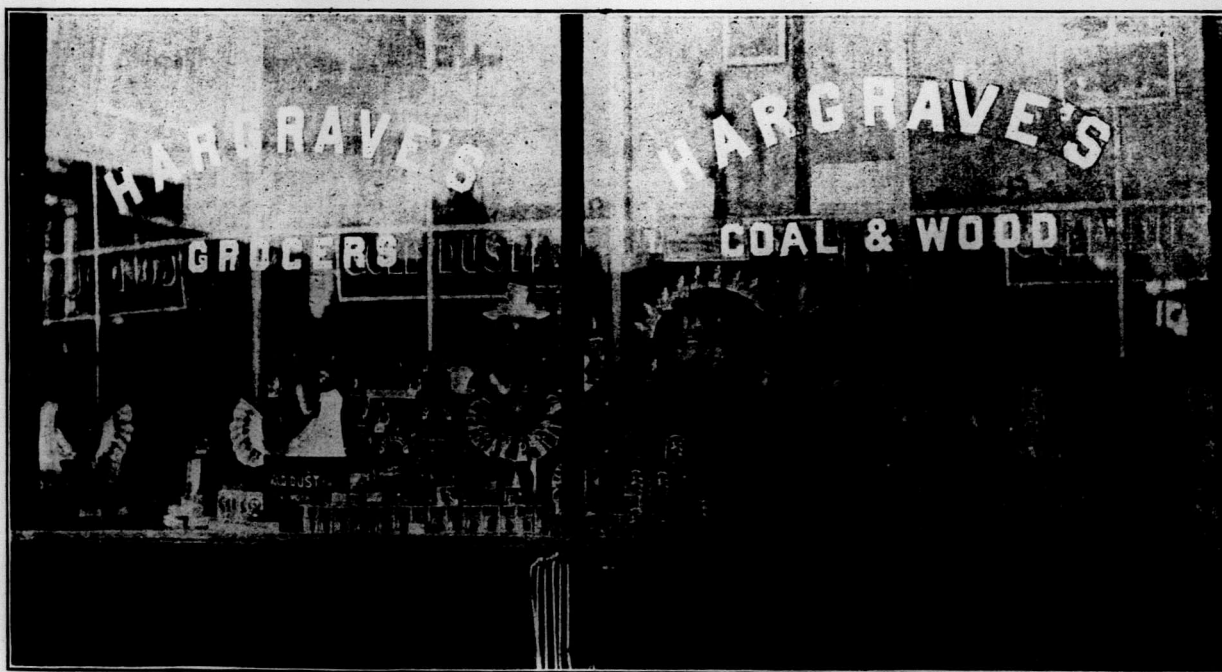
to offer, write or wire us.  
**We are buyers.**

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491.

**Toronto.**



The above Window Display of the N. K. Fairbank Co's products is in the store of Messrs. Hargrave & Co., at Winnipeg. Merchants interested in this equipment will be entitled along with it to goods which have a retail value of \$5.00, in payment for the use of their window for a period of 30 days. The proposition is one which absolutely insures the sale of the goods and pays a profit of about 60 per cent. as well as being a great trade attractor. Over 200 merchants have accepted this offer.

## THE N. K. FAIRBANK COMPANY

WELLINGTON AND ANN STREETS, MONTREAL, QUE.

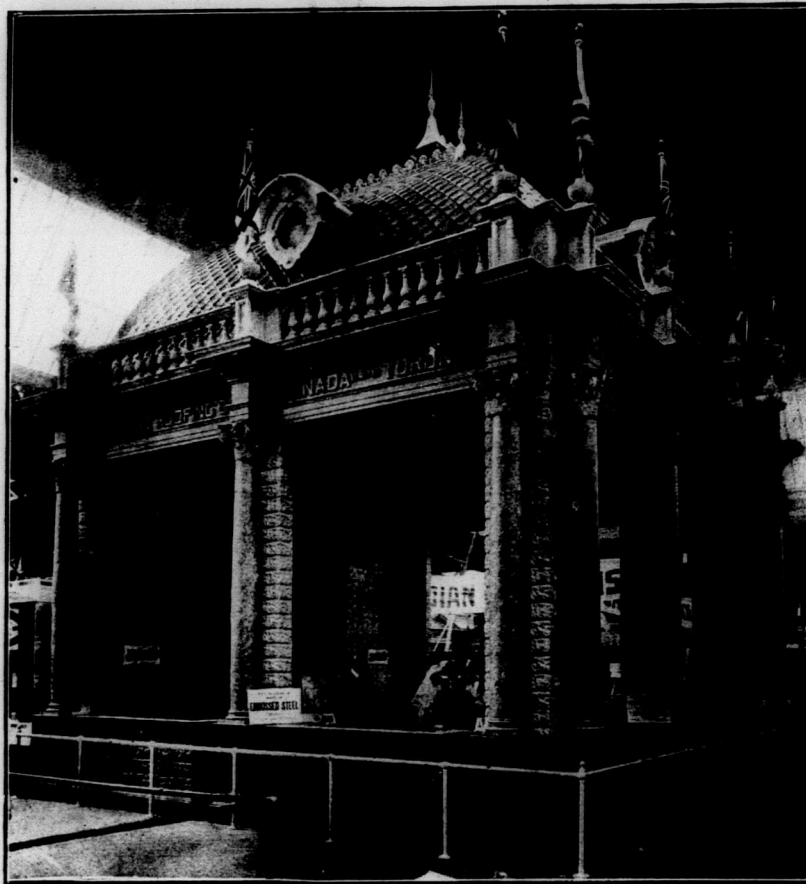
Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

# The End of the Great Exhibition.

**T**HE Dominion Exhibition is over. The crowds have departed and the exhibits been removed for another year. In attendance, in the excellence of the displays, and in the national character of the whole exhibition, a new standard has been set. The distinctly Canadian character of the great Industrial is growing every year, and an institution has been evolved which, in its way, as an annual stock-taking and competitive assemblage is without a peer. It is true that the competitive element was not so obviously apparent in the grocery exhibits as it might have been wished. The splendid results of healthy competition are particularly noticeable in the live stock and dairy departments. The animals in the very pink of condition were as carefully looked after and as scrupulously cleaned as could have been imagined, and showed in every line years of persistent effort towards perfection. In the dairy competition the methods were a revelation and the results as near perfection as can well be hoped for. Although the exhibits to which "The Grocer" has been giving particular attention do not lend themselves so readily to competitive tests, it is desirable in the interests of pure food and health and of the progressive classes of manufacturing grocers, that in the future their exhibits should be more than advertising booths, but, with the fullest frankness, should invite expert investigation into their methods and products. Such an exhibition of food products would be

of the very greatest interest, and would doubtless produce results comparable in a degree with those above referred to.

The efforts of "The Grocer" in giving to our readers a comprehensive pictorial description of the Dominion Exhibition in



The Metallic Roofing Co., Limited.

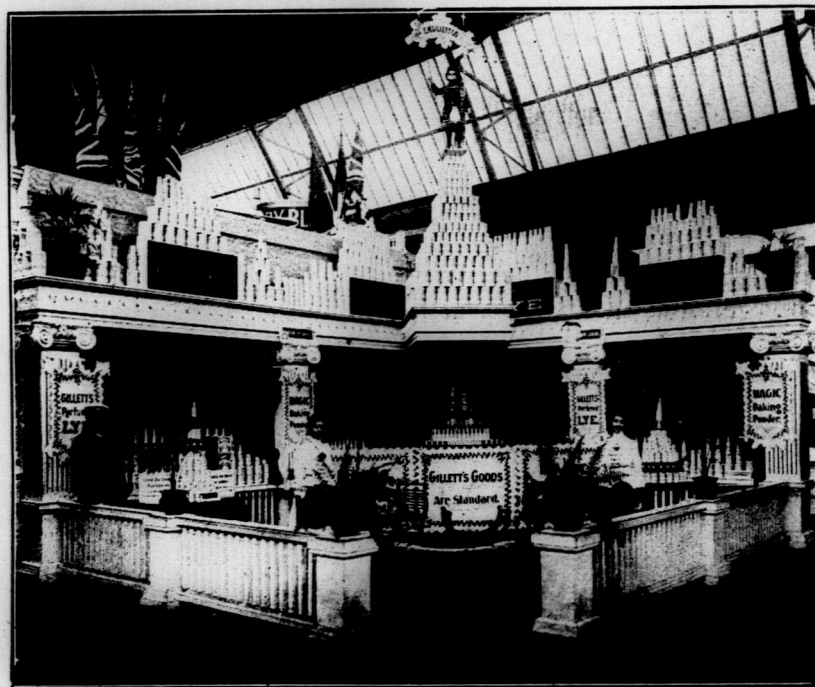


Exhibit of E. W. Gillett Co., Limited, at the Dominion Exhibition.

so far as it was likely to be of immediate interest to the trade, it is gratifying to note, have met with very marked appreciation. The Exhibition was indeed worthy of more than ordinary attention, and in undertaking the expensive number just issued in the interests of our readers in the provinces most distant from the scene of the Exhibition and of the trade generally, the attempt was made, which happily appears to have been successful, to do justice at once to the Exhibition as a Dominion institution and to ourselves as the voice, and, in this case, the eyes as well, of the grocery trade throughout all Canada.

In the press of matter last week and the short time available for getting out so many illustrations, the cuts of a number of the exhibits described in our last issue were not ready in time for publication. These reproduced in this number it will be readily seen are of no inconsiderable interest. The E. W. Gillett exhibit, a description of which was given last week, it will be seen from the cut, was most effective, as was also the very

# PURE GOLD SALAD DRESSING POWDER

The nicest and most advanced exemplification of ready-to-use condiment that has yet been produced. Demonstrated at Toronto Exhibition to thousands of interested visitors, and taken home by over two thousand patrons to try in their own homes.



3  
See cut book 11/12  
J.M.C.

As in our various other specialties, we have no doubt this will be speedily imitated, but we look to our friends to patronize the only genuine and original article. Packed in 3-dozen boxes at 90c. a dozen, to retail at 10c., and each package makes a quart of superior salad cream to that usually retailed at 40 to 50c. a bottle.

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**Pure Gold Manufacturing Co.,**  
Russell Square, Toronto, Canada.

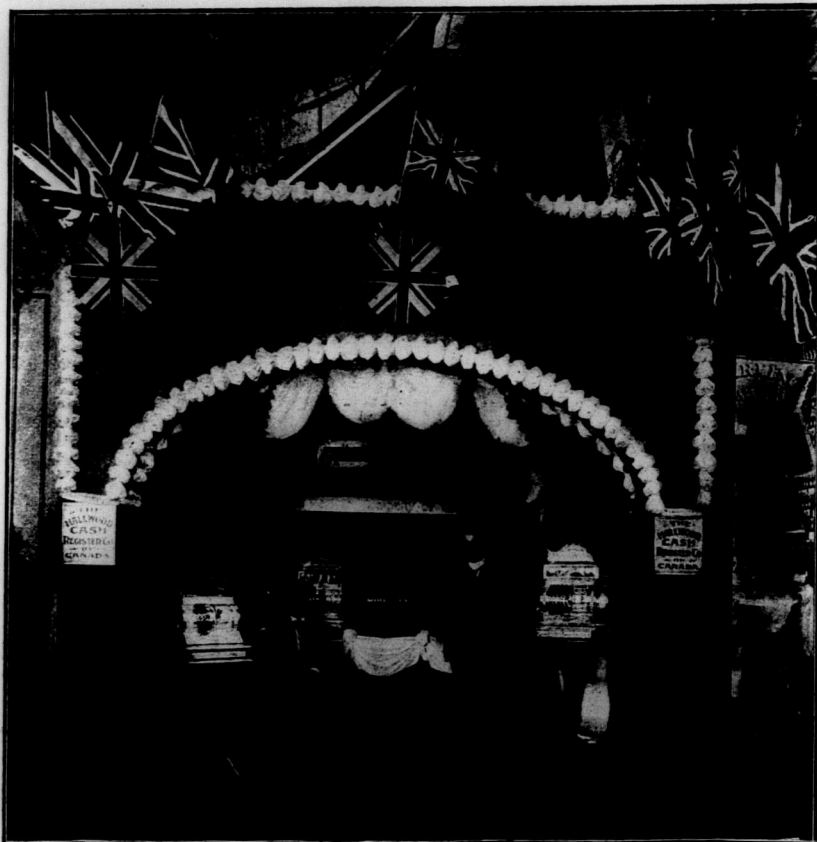


Exhibit of The Hallwood Cash Register Co. at the Dominion Exhibition.

neat and artistic corner of Lumsden Bros.' "Social" brands. The Cash Register exhibits of the National and Hallwood people will also be remembered as among the exhibits described last week.

THE METALLIC ROOFING CO.

It would be difficult to conceive of a superior exhibit of the line shown than was made by The Metallic Roofing Co., Limited, Toronto. It is recognized by those acquainted with Mr. Thorn, general-manager of the company, that what he undertakes will be done thoroughly. The accompanying illustration will give an idea of this superb exhibit, but no photograph can do justice to the delicate shading and blending of colors which does so much to popularize sheet metals for ceilings, walls, roofs, sides, columns, caps, cornices, etc. Every part of the building was constructed of sheet metal. The imitation of granite in the columns was so good that one must test it by tapping to distinguish it. In the background were seen high art zinc and copper work, a specialty of this firm that is winning rapidly extending popularity. The effectiveness of the exhibit was much increased by the presence of one of the large stamping machines, which was kept busy cutting out souvenirs for visitors.

THE QUEEN CITY OIL CO., LIMITED.

The conception of the display of The Queen City Oil Co., Limited, Toronto, was unique. In the background was a min-

ature oil derrick. On the stand in the foreground were lubricating and illuminating oils of every kind produced from

crude petroleum, as well as candles, and other by-products. The clear, watery whiteness of the kerosene and the dull, limpid darkness of the lubricating oils

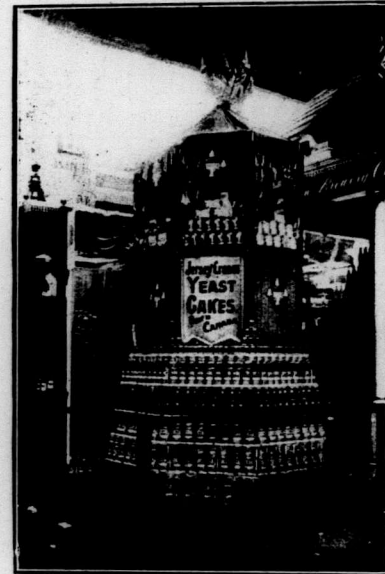


Exhibit of Lumsden Bros. at the Dominion Exhibition.

formed a contrast which made the exhibit fascinating to the consumer or the dealer in oils, either for lubricating or lighting.

BRITISH WEST INDIES.

An exhibit of great educational value and one which should have no slight effect in the development of trade was that of



Exhibit of The National Cash Register Co. at the Dominion Exhibition.

# Attention!

**NOW INTO STORE:**

2,700 Boxes **NEW PEELS**, 7-lbs. each.

**LEMON, ORANGE, CITRON.**

BEST BRANDS.

FINEST QUALITY.

**ONE CARLOAD** 

**Dr. Mathieu's Famous Syrup of Tar and  
Cod Liver Oil FOR**

**COUGHS, COLDS, BRONCHITIS AND WHOOPING COUGH.**

**Best on the market.**

**FIRST ARRIVAL OF** 

**VALENCIA RAISINS**

**NOW IN STORE.**

Ex ss. Victoria, 1,500 Boxes **TRENOR** and **JOSE PART**,  
including **F. O. S., SELECTED, 4-CROWN LAYERS.**

**QUALITY VERY NICE.**

See our prices on **Dried Fruits** and **Nuts** of all kinds for later  
arrivals. They are very interesting.

Always at your disposal for quotations.

## **L. Chaput, Fils & Cie.**

Wholesale Grocers and Importers of  
**TEAS, WINES and LIQUORS,**

 **MONTREAL.**

**Selling Agents for "UBERO COFFEES."**



# To the Wholesale Jobbing Trade:

GENTLEMEN,—

We request you to ask us for our  
figures on

**FRENCH MACARONI,**  
“ **VERMICELLI,**  
“ **SPAGHETTI.**

We received a larger lot than we expected, and are ready to quote very low figures to wholesale grocery houses in bulk and in packages. We have one special lot in bulk, 60-lb. cases, which we can offer at a most reduced price. We will not mention figures in this ad., not wishing to break the market prices. It will pay you to communicate with us.

Yours truly,

**HENRI JONAS & CO.**

Importers of Grocers' Specialties,  
**MONTREAL, P. Q.**

IN STORE—NEW SEASONS—Cases—16 and 32—  
7-lb. Boxes.

**"ANCHOR"**

**FINEST IMPORTED  
"TURNED DOWN"  
DRIPPED CAPS.**

**PEELS**

**"STERLING"**

**FINEST IMPORTED CANDIED  
CHEAPER AND BETTER  
THAN DOMESTIC.**

**THE FINEST IMPORTED—EQUAL TO ANY—GET OUR QUOTATIONS.**

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

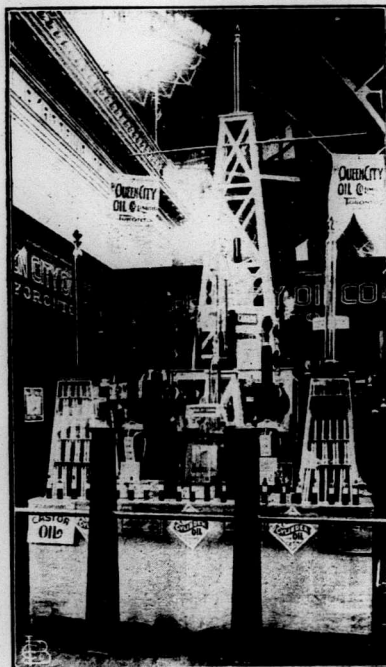
**WHOLESALE  
GROCCERS,**

**TORONTO.**

the British West Indies, under the direction of The Pickford and Black Steamship Co., of Halifax. Conveniently located near the entrance to the grounds in the same building as the products of New Ontario were the two large pyramids, occupying the centre of the hall, and loaded with all the rich booty of the south. The exhibit was artistically decorated with great bunches of coconuts just cut from the tree, together with cocoanut and other palm leaves. On these pyramids were displayed samples of the products of Demerara, Trinidad, Tobago, Granada, St. Vincent, Barbados, St. Lucia, Dominica, Monserrat, Antigua and Jamaica, and included sugar, jams, cocoa, spices, rums, along with liqueurs, orange wine and pimento dram from Jamaica and Dominica and a line of essential oils from the latter island that were really surprising.

The exhibit of sugars from the Barbados was especially good, and a line which must not be overlooked was an exhibit of Jamaica cigars of a very fine quality. As experts consider them the equal of, if not superior to, the Cuban article, there is every reason why preference should be given to the British grown article. Asphalt from Trinidad and manjak from

the Barbados are also an interesting and important feature of the exhibit.



The Queen City Oil Co., Limited.

A fine collection of photographs is also shown illustrating the growth and culture

of various products as well as the natural scenery of the islands. The photos from Jamaica and Dominica are especially fine.

Altogether the exhibit is an eye opener to Canadians, suggesting as it does a multitude of lines upon which trade could be developed between Canada and our West Indian fellow members of the Empire. The Pickford and Black company are to be congratulated on the enterprise shown in arranging for and directing this very creditable exhibition.

#### BACK FROM BOSTON.

Mr. J. C. Rose, of Rose & Lallamne, and Mr. Albert Hebert, of Hudon, Hebert & Cie, have returned to Montreal after enjoying the hospitality of The Boston Molasses Co., at Boston. Mr. Gus. Carrier, of A. Carrier & Fils, Levis, P.Q., was also of the party. An enjoyable outing was spent, as will be readily understood by reading the account of the trip in another section of this week's issue.

The amount of fish seized and condemned by the Board of Health at New York City during the week ending September 11 was 825 pounds.

**WATCH**  
**Your Trade Grow**

WHEN YOU SELL YOUR CUSTOMERS

**"GOLDEN EAGLE" COFFEE**

CANADIAN OFFICE AND MILLS—

109 Front St. E., Toronto.

AMERICAN COFFEE & SPICE CO.

As long as you can buy the same kind of tea from the same dealer at the same price that certain dealers put up in packets, go ahead and buy it.

# Blue Ribbon Ceylon Tea

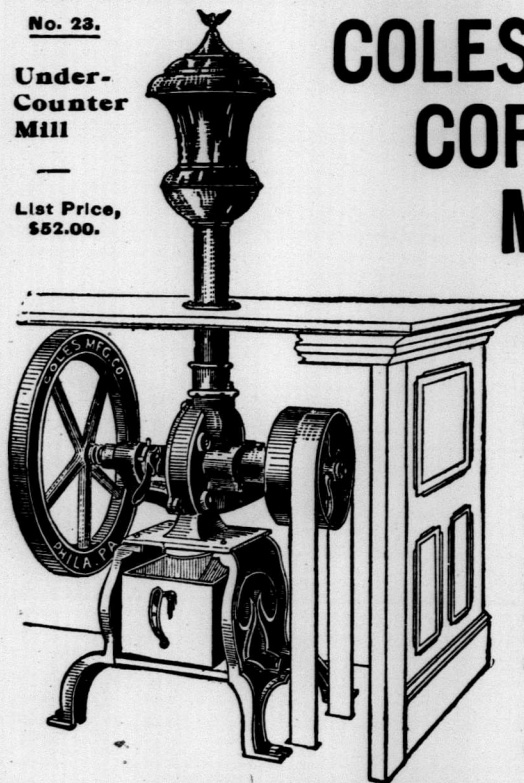
is obtained exclusively from certain tea estates in the hill country in Ceylon. It is shipped direct to us, and its quality cannot be duplicated in this country.

When your customers want the best at a reasonable price give them Blue Ribbon Red Label.

Push the Red Label Brand.

Every grocer our agent.

No. 23.  
Under-Counter Mill  
List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA PENN'A.

THE  
**FROU-FROU** (Swish)  
OF A LADY'S GOWN  
AND PETTICOAT.

AT the ball, the theatre, in the parlor, on the street, we hear the rustle of the skirt. This pleasant sound which fashion requires is produced better by **CHINESE STARCH** than by any other.

Similar products to ours, but poor imitations at best, are dropping out. Only the genuine **CHINESE STARCH** continues to enjoy unsurpassed popularity.

Every intelligent, up-to-date laundress, careful of her health, with an eye to economy and well-glazed linen, insists upon getting the genuine **CHINESE STARCH** from her grocer.

Manufactured only by

**OCEAN MILLS** Montreal, P.Q.

And sold by all live wholesale and retail grocers in Canada.

Retail at 10c. per package.

TRY A SAMPLE CASE. FOR SALE BY ALL JOBBERS.



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JOHN BAYNE MACLEAN,  
Montreal.

**The MacLean Publishing Co.  
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**MANUFACTURERS' AGENTS.**

THE question of selling agencies is at times a vexatious one for manufacturers. Complaint has recently been heard that, while at certain selling centres goods find a ready sale with no trouble on the part of the maker, at another centre, with equally good surroundings, a deadly inertia seems to have fallen on trade, and nothing but discouraging results are realized. A change in the system or agent has sometimes, in similar cases, changed all this and discovered the source of the trouble, which may have been due to a variety of causes. Manufacturers thus placed would do well to make a thorough investigation into all the conditions before concluding to withdraw from the field altogether, as THE GROCER is informed one or two have recently done.

The amazing variety of lines which are now being offered to the grocery trade make it every day more difficult to introduce a new line or induce a jobber to push it. The introduction of the most meritorious line requires greater publicity, and more persistent effort than ever before.

The reason for ill success may rest with the manufacturer in not giving sufficient attention to publicity, or with the jobber in not taking sufficient interest in the success of his client's product.

Special agents who concentrate their whole efforts upon one line have been suggested as a remedy, but this does not appear essential. A man who is capable of making a success of one line, granted a talent for organization, has given warrant for success with more. Indeed, the man who controls a number of lines has in many ways a distinct advantage over the man with only one. Expansion is the key note of modern business, and the success of the departmental stores is a striking refutation of the single line theory.

Indeed, the possibilities of the manufacturers' agent are of the brightest. All that is necessary is first-class business ability and that eternal vigilance which is the price of commercial success as well as of liberty.

We are wont to look upon our English cousins as somewhat behind the times in the matter of hustling, but that is just where we are often most mistaken. Several of the largest factors in London who began comparatively recently in a modest way as agents for one or two lines have reached out so that they now handle practically everything which can be brought under the term groceries, and have built up magnificent connections.

The methods of these successful London factors might well be studied by Canadian manufacturers' agents who have ambitions for larger things. They will supply any article asked for. If not in stock, it will be put in at once. If unknown, enquiries will be made from the many sources of information available in London until the product, no matter its source, is known and made available. In short, they are business men in every sense of the word. Their field is to supply what is wanted or what may be wanted—and they do it. A first enquiry may find them without being able to supply a given article immediately, but never a second.

The immensity of the market makes possible for the London factor what the Canadian agent cannot as yet hope to

rival, but he can at least copy that alertness and keen attention to what the trade may require, which has been so successful in the metropolis of the Empire.

**PROBLEMS EAST AND WEST.**

CANADA has long been crying out for more people to fill in the immense areas that have opened up and are continuing to open up in Ontario, Manitoba and the Territories of the Northwest.

It is one of the commonplaces of our national proclamations to point out what room there is within our borders for scores of millions of people. The last census report was somewhat discouraging. However, we are being enheartened by the immigration of the past two years, and by the good prospects for the future.

The newer sections of Ontario being opened up will attract many settlers, but it is in the Northwest that the great increase of population will be seen. Already men are forecasting what the shifting of the centre of population will result in. One thing is daily becoming more apparent; namely, the establishment of a western sentiment, lusty, insistent, dictatorial. The Territories are clamoring for provincial status; the grain and milling interests are getting to know their strength; Winnipeg is fast becoming a metropolis; at Ottawa the voice of western members is heard more frequently and more attentively.

It is not to be expected that there will be complete harmony between the East and the West. These two divisions of Canada are in the last analysis two individuals, with, in some respects, diverse interests, with but one purse.

When the West outpeoples the East—and the day may not be a remote one—and the western element in the House of Commons grows strong, there are likely to be some revolutionary changes. It is quite possible to imagine far-reaching party disturbances, in which the old lines of cleavage will be forgotten. Much depends upon the attitude of eastern statesmen. It takes time to bring about maturity, sobriety and reasonableness. The West must be humored for a season, guided as much as possible, allowed at times to have its own way. The dis-

## SHORT-SIGHTEDNESS OF THE CANNERS CONSOLIDATED.

ciplining of childhood and youth must always be accompanied by compromises.

The part of the older East is patience and wisdom. To deal with the new national problems that are forcing themselves upon us in such a way as to win the confidence, if not always the approval, of the West, will require a sympathy with western conditions and needs. This can be obtained only through intercourse and study. Fortunately the travel westward for pleasure and knowledge grows with each passing season, and every such journey gives inspiration and a truer appreciation of the possibilities and magnitude of Western Canada.

Politics in Canada will become broader, in keeping with our country's expansion. The call for men of large brain, honest and fearless, is making itself heard as never before. The young men east and west who will succeed our present legislators are already born; it is to be hoped that there are many among them earnestly studying Canada's problems, fitting themselves for the work that inevitably will fall to them. It is well to point out that the only greatness the world recognizes is the greatness of service. Let our young men serve their generation, seeking only the country's good. The rewards of true service may seem slow in coming—they generally are—but they are worth the effort.

### THE SUGAR QUESTION.

**S**PEAKING of the bearing on the Canadian market of the recent Sugar Act, which went into effect on September 1, in accordance with the terms of the Brussels convention, a prominent Canadian sugar refiner said that "it was rather too early to venture anything definite, as the effect is still problematical.

It would doubtless have a tendency, he thought, to benefit the West Indian Canadian sugar industry to the extent of the bounties that had been abolished.

Many, moreover, anticipate that the abolition of the bounties on beet sugar will have the effect of increasing considerably the consumption of sugar in European countries where beets are grown, for, in order to recoup themselves for the amounts paid in bounties, the governments of these bounty-paying countries until now have taxed the consumer to an extent equal to the bounty. This will no longer be necessary.

**T**HE selling terms of the Canadian Canners Consolidated Companies, Limited, which were shown in last week's *GROECR* to be illegal, reveal a somewhat short-sighted policy. A great amalgamated company practically controlling the Canadian canned goods trade, they could have made a reasonable rate of profit a practical certainty, to say nothing of employing illegal unbusiness-like methods.

Had they been wise, they would have taken advantage of their position as first in the field to cater to the demands of a growing market, and acquire a sympathetic clientele of customers by contenting themselves with reasonable dividends, meting out fair dealing all round. Such a course wisely directed would have discouraged excessive competition and saved the dignity and self-respect of the Canadian Canners Consolidated Companies, Limited, themselves. But such was not the counsel of the Consolidated Companies, and in attempting to squeeze out the 5 per cent. composing their opposition they have placed themselves in a position where they are in danger of running foul of the law and have, at the same time, incurred the displeasure of the greater part of the trade throughout Canada.

No man likes to be dictated to as to how he shall conduct his business, and to attempt to coerce a wholesaler into refraining from handling another factory's goods at the pain of losing any profit he might otherwise gain in an unwarrantable interference and an offence to personality. But the folly of it is that it fails in its object. Indeed, the independent factories are in clover, and find no difficulty in disposing of their output to houses who resent the arrogant dictation of the C.C.C., Ltd.

But even supposing that for the moment the device were successful, either or both of two difficulties would doubtless arise. Nothing invites competition like monopoly. It is a shouting invitation to investors who are seeking rich returns. Co-operation, where it is applicable, means the death knell of monopoly, and in the canning industry co-operation has already gained a foothold and made good its entry. The Western Brokerage Co. has recently acquired a factory of its own. Others may follow. Canadian business men are not slow in taking up a good thing. In-

deed, from an industrial point of view, we have no hesitation in declaring that a monopoly in the canned goods trades could not be maintained a week.

But conceding that it could, the consumer then comes in. The Canadian tariff makes provision for just such eventualities. Indeed it might be supposed that this case was in mind when power was given to the Government to remove, by order-in-council, the duties altogether when there is reason to believe that prices are being unduly exalted by combines or monopolies. So, even apart from the amendment to the criminal code, the canners were riding for a fall, as their policy was certain to work out to their own disadvantage.

### THE POVERTY OF THE RICH.

**T**HIS has been a remarkable year. The cant shibboleth of the socialist that "the rich are growing richer and the poor poorer" has been reversed. The poor have never been so prosperous. Work is plentiful, wages are high, the laborer is affluent, the tradesmen prosperous, and, except for the outbreak of strikes during the early Summer, now happily subsiding, the whole work-a-day world is full of confidence in the future and in easy circumstances for the present. The rich, who toil not nor spin, but flutter around Wall street and kindred resorts, have been hard hit—broke in fact. In New York the consumption of champagne and fancy waistcoats has fallen off tremendously. At a recent regatta bewitching maidens had, lack-a-day, to go unentertained, because the gilded youth who were wont to attend to these little matters were dead broke, while it is recounted that a Toronto broker the other day was unable to meet a draft for 50 cents, the amount of a blacksmith's bill. Indeed, unless there is a rift in the cloud the institution of soup-kitchens for destitute millionaires may become a matter for serious consideration with the approach of zero weather.

After all, the step between poverty and wealth is a short one, and whether it is up or down who can tell? Life in a cottage on \$1 a day or life in a palace with \$50,000 a year—which affords the greater happiness?

In this game of life the great thing is to play straight and play for all you are worth. The pleasure is in the game. The stakes are secondary.

WHARF AND WAREHOUSE OPENING.

**I**N response to an invitation from The Boston Molasses Co. to attend the opening of their new wharf and warehouses last week nearly 300 gentlemen, representing the wholesale grocery trade of all sections of New England, also Halifax, N.S., St. John, N.B., Montreal, Que. and Levis, Que., together with many men prominent in banking circles and on the "street," enjoyed a sail down the Boston harbor on board the steamer General Lincoln, leaving Rowe's wharf at 10.30 a.m. and returning to the company's new wharf, where refreshments were served, and after inspecting the new wharf and warehouses, continuing homeward to Rowe's wharf to tie up.

While the weather was threatening in the morning, the day turned out to be perfect, for the sky was overcast, eliminating the glare so trying on the water, and the guests, particularly those from interior places, saw much to interest them in the harbor shipping, the Atlantic liners, coastwise passenger boats, sailing craft, islands, forts, lighthouses, etc., that were pointed out by those more familiar with the harbor.

Thus, comfortably gathered in groups in various parts of the steamer, the trip was most pleasant. Many old acquaintances were renewed and new ones made. Indeed there was more than one reunion and business was, for once, forgotten.

Prominent in the foreground, on the South Boston water front, the sign of the "Boston Molasses" across the end of the dock buildings, that were soon to be inspected, stood out in twelve-foot letters, the largest sign letters ever used in Massachusetts, the work of The Howes Mayo Co., Boston, Mass.

Mr. Felix Taussig, president, and Mr. Edwin C. Stevens, secretary of The Boston Molasses Co., Mr. C. F. Bates, treasurer, Mr. A. E. Brownville, ass't. treasurer, and other gentlemen connected with the company, were active in promoting the pleasure of their guests, extending them unbounded hospitality.

The General Lincoln made a beautiful landing at the dock, where on disembarking another party was found who had come by carriages direct to the dock. The guests beheld, spread in the open air, long tables with snowy cloths in readiness for what, with the ashes of the pile of seaweed at one side, promised to be a regular old-fashioned Rhode Island clam-bake. Such in fact it was.

Operators from the studio of Elmer Chickering first took a group picture, after which, under the guidance of Messrs. Taussig and Stevens, the wharf and the vast plant thereon were inspected. The guests were surprised and pleased with the magnitude and completeness of the plant. It is located on what is known as the Commonwealth Land, the wharf and warehouses covering an area of over 300,000 square feet. The pier is 300 feet long and 50 feet wide, and the building, all under one roof, is 850 feet long and 260 feet wide. The storage capacity of the entire plant is 100,000 barrels. The plant is fitted with all modern appliances including a double track railway extending the entire length of the plant, from the Summer street side to the end of the pier. It is finely lighted naturally and by electricity generated on the premises.

The pier has a docking berth on each side 50x200 feet, with a depth of 15 feet at mean low water. On the west side

the docking berth is 200x80 feet, with a depth of 18 feet at mean low water. The channel approaching the dock is 18 feet deep.

After the inspection of the plant a photograph of the entire party, arranged along the dock, was taken, after, seats were given at the tables, where a clam-bake was served in true conventional style, with all the usual accessories and some not so usual.

While the company were re-embarking for the return to Rowe's wharf the band played "God save the King" while the gentlemen from His Majesty's Canadian provinces stood with bare heads.

The return to Rowe's wharf occupied only a few minutes. While she was docking cheers were given for the genial captain of the General Lincoln who bowed his acknowledgments from the pilot house, and then all went ashore, pausing on the wharf to give hearty cheers for The Boston Molasses Co., President Felix Taussig and Mr. Edwin C. Stevens.

Mr. J. C. Rose, of Rose & Laflamme; Mr. Albert Hebert, of Hudon, Hebert & Co.; Gus. Carrier, of A. Carrier & Fils, Levis; L. G. Crosby, St. John, N.B., comprised the Canadian contingent, and all thoroughly enjoyed the hospitality of The Boston Molasses Co.

MANITOBA MARKETS.

Winnipeg, September 14, 1903.

**A**FTER an absence of a couple of weeks your correspondent has returned to find matters very little changed from the position of the market on August 22, when the last report was sent in.

Business is very active in both grocery and provision lines and the changes in prices have been few and unimportant.

On the whole the crop was cut under favorable conditions but the past week has been singularly unfavorable for threshing operations, and Saturday brought a perfect torrent of rain in all parts of the province and territories, and slight snow fall in some sections. Fine weather is predicted for this week.

So far the amount of wheat shipped is very heavily in excess of last year at the same period and the price for cash wheat has been from 16½ to 17 over the price of cash wheat last year at the date. This demand for cash wheat is due to the fact that the old crop was very closely cleared up and millers have been anxiously looking for new wheat. The fact that the crop is lighter than last year and the American markets firm is making prices for all lines of wheat much higher than last year. The dealers claim that the prices here are above export and this will have the tendency of restricting the amount of trading done. Should the present wet weather continue it will no doubt lower the grade, but so far the percentage of No. 1. hard has been very large and the berry plump and well filled.

The canned goods situation presents quite as unsatisfactory a front as it did three weeks ago. Up to date no prices for tomatoes or corn have been received and the indications are that both these lines will be scarce, as unfavorable weather is exposing them to frost. The new pack of raspberries is arriving and other lines are without change. In canned salmon the situation is strong, particularly for sockeye. The present quotations for the new pack are \$7.50 f.o.b.

coast for the same grade of salmon that is now selling here at \$6 per case.

**DRIED AND EVAPORATED FRUITS.**—The situation is strong and all lines are firm. New apricots range in price from 10½ to 12c.; new peaches, 7½ to 8c.; silver prunes, 8½ to 9c.; black pitted plums, 8½ to 9c.; prunes, 1 to 9c., according to size and pack. Raisins, valencias, fine off stalk, \$2.30; layers in 28-lb. boxes, \$2.50; sultanas 9c.; muscatels, 7½ to 9c., according to the number of crowns; currants, new filiatras, 5½ to 6c., cleaned, 1c. extra.

**SUGARS.**—Firm in price and with strong demand. Granulated, \$1.75 to \$1.85, and bright yellows, \$1.15 to \$1.20. The sale of sugar has been exceptionally heavy, even for the preserving season.

**RICE.**—The market is unchanged and steady with prices as follows: B. rice, 4½ to 4¾c.; Japan, 5¼ to 5½c.; Patna, 5 to 5½c.

DAIRY PRODUCE.

**CHEESE.**—The market here is firm and advancing. The best grades bring 11c. in Winnipeg. If the present cold wet weather should continue it will curtail the make and prices may go higher.

**BUTTER.**—For creamery butter the demand is fair and prices range from 17 to 18c. factories for the best grades. In dairy butter, large quantities are going in store and prices are without much change. Round lots of good fresh dairy are worth 11 to 12c. Winnipeg, with 13c. for extra choice lots.

**EGGS.**—The supplies still continue below requirements and prices have advanced 1c. per dozen, dealers now offering 16c. Winnipeg, subject to candling.

EXPORT CATTLE.

The low price in the Old Country markets is having the effect of retarding shipments from the west as ranchmen are not willing to accept present prices, which are 3 to 3½c. point of shipment for export steers, and 3½c. for the top of the market.

DRESSED AND CURED MEATS.

**BEEF.**—Dressed carcasses are a fraction lower this week, and 6½c. is the top of the market for prime meat. Veal is 8 to 9c.; mutton 9c.; lambs 12c.; and hogs 8½c.

**CURED MEATS.**—The market is strong and active, the latest price list issued being: Hams, sugar cured, 11½ to 15c.; breakfast bacon, 14½c.; backs, 13c.; shoulders, 9c.; spiced roll, 11½c.; dry salt, long clear, 11½c.; smoked, long clear, 12c.; dry salt, shoulders, 9½c.; boneless backs, 12c.

POULTRY.

The supplies to this market are more limited even than usual and are in worse condition. It is impossible at the present to purchase on the Winnipeg market a really choice pair of chickens and there are no geese or turkeys offering. Chickens retail at 15 to 16c.

VEGETABLES.

There is a good trade in all lines of vegetables as householders are now arranging for Winter supplies and pickle factories are taking large quantities. It is a matter of great surprise to visitors from the east to see whole wagon loads of cauliflower, as white as snow, being driven along the streets. There is no province in Canada that can touch Manitoba in cauliflower, celery, cabbages and onions.

We Regard our position as somewhat "unique," inasmuch

as our many years experience in the Ceylon Tea trade has been the means of teaching us "some things" concerning it (as we have not worked without studying). That we have made a success of

**"SALADA"** CEYLON TEA is proof conclusive that the lessons taught us have been well and skilfully applied.

Not a bad proposition for any dealer to confederate his Tea interests with.

What are your views on the subject?

|| We would appreciate an opportunity to discuss the situation with you.

Address, "**SALADA**," Toronto or Montreal.

OFFICES: TORONTO, MONTREAL, DETROIT, BUFFALO, CLEVELAND, BOSTON, NEW YORK, PITTSBURG, CHICAGO.

O Yes!

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

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

No store is complete without it.

In witness thereof we have affixed our name:



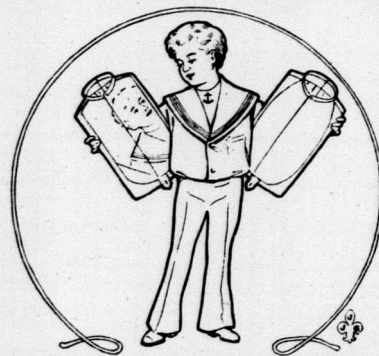
**Batty & Co.**

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

Established 1821



Bulk starch gives you more trouble to handle and less profit—it gives your customers more trouble to use and less satisfaction—than

**Celluloid Starch**  
Never Sticks Requires no Cooking.

These are reasonable arguments why you should keep it in stock. Ask your customers who have used it what they think of it and you'll get more arguments in its favor.

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

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, Sept. 17, 1903.

### GROCERIES.

**T**RADE continues good, with every indication of excellent Fall business. All jobbers have been busily occupied interviewing the many visitors during Exhibition time, and the results in most cases have been most satisfactory. In canned goods trade continues to maintain itself with prices firming up in face of decreased stocks. Coffee is moving nicely and shows indication of increased handling. Spices are firm, with trade of little interest. Syrups and molasses are uninteresting but still maintain firm prices. Rice is fairly active with good crop prospects and buyers keeping present stocks well drawn upon. Tapioca is featureless. Tea has not been moving freely and buyers are not showing the amount of interest the situation would warrant. The London market continues remarkably firm, the arrivals not being sufficient to keep up stocks. The demand coming to hand is having the effect of gradually reducing spot stocks, with prices consequently firming toward advance. Foreign dried fruits are occupying a good deal of attention, and, in some cases, prices for futures have already made signs of advancement. In Valencia raisins there has been an advance of 1s. per cwt. in the primal markets on the strength of official reports of a crop shortage, the expected crop being estimated at some 500,000 boxes short of last year. The quality, however, is reported as exceptionally good. In currants there is little to note; the higher grades are changing hands at prices that should prove of value to the buyers, the price showing little advance over the minimum fixed by the Government with added costs.

### CANNED GOODS.

The situation in canned goods continues somewhat strained. Stocks are greatly reduced, whilst demand continues active, thus making it difficult for jobbers to keep supply equal to demand. The indications at present moment point to a better crop of tomatoes than previous reports. Prices, however, will probably be in advance of quotations. There is also a better outlook regarding corn, but it is not yet advanced sufficiently for final advice. We quote:

|                            |          |      |
|----------------------------|----------|------|
| Apples, 3s.                | 0 80     | 0 90 |
| " gallons                  | 1 90     | 2 00 |
| Asparagus                  | 2 75     | 3 00 |
| Beets                      | 0 60     | 0 95 |
| Blackberries, 2s.          | 1 50     | 1 70 |
| Beans, 2s.                 | 0 85     | 1 00 |
| Corn, 2s.                  | 2 00     | 2 10 |
| Cherries, red, pitted, 2s. | 2 30     | 2 50 |
| " white                    | 0 87 1/2 | 1 00 |
| Peas, 2s.                  | 1 10     | 1 25 |
| " sifted                   | 1 30     | 1 50 |
| " extra sifted             | 1 00     | 1 50 |
| Pears, 2s.                 | 1 75     | 2 00 |
| " 3s.                      | 1 50     | 1 60 |
| Pineapples, 1 1/2s.        | 1 80     | 2 00 |
| " 2s.                      | 2 25     | 2 47 |
| " 3s.                      | 1 25     | 1 55 |
| Peaches, 2s.               | 2 00     | 2 50 |
| " 3s.                      |          |      |

|   |          |          |
|---|----------|----------|
| Plums, green gages, 2s.                     | 1 15     | 1 25     |
| " Lombard                                   | 0 85     | 1 00     |
| " Damson, blue                              | 0 85     | 1 00     |
| Pumpkins, 3s.                               | 0 85     | 0 90     |
| " gallon                                    | 2 10     | 2 25     |
| Rhubarb                                     | 1 25     | 1 40     |
| Raspberries, 2s.                            | 1 35     | 1 50     |
| Strawberries, 2s.                           | 0 85     | 1 00     |
| Succotash, 2s.                              | 1 45     | 1 50     |
| Tomatoes, 3s.                               | 3 50     | 3 70     |
| Lobster, talls.                             | 1 85     | 1 90     |
| " 1-lb. flats                               | 1 00     | 1 25     |
| " 1/2-lb. flats                             | 1 45     | 1 55     |
| Mackerel                                    | 1 35     | 1 40     |
| Salmon, sockeye, Fraser                     | 1 55     | 1 60     |
| " Northern                                  | 1 00     | 1 10     |
| " Horseshoe                                 | 0 95     | 1 00     |
| " Cohoes                                    | 0 19     | 0 20     |
| Chums                                       | 0 14     | 0 14     |
| Sardines, Albert, 1/2s.                     | 0 19     | 0 20     |
| " 1s.                                       | 0 14     | 0 14     |
| " Sportsman 1/2s.                           | 0 23 1/2 | 0 23 1/2 |
| " 1s.                                       | 0 08     | 0 10     |
| " Portugese 1/2s.                           | 0 25     | 0 27     |
| " P. & C., 1/2s.                            | 0 35     | 0 38     |
| " P. & C., 1s.                              | 0 03 1/2 | 0 04     |
| " Domestic, 1/2s.                           | 0 09     | 0 11     |
| " Mustard, 1/2 size, cases 50 tins, per 100 | 8 00     | 9 00     |
| Haddies                                     | 0 35     | 1 00     |
| Kipper herrings, domestic                   | 1 45     | 1 55     |
| " imported                                  | 1 00     | 1 10     |
| Herrings in tomato sauce, domestic          | 1 45     | 1 55     |
| " imported                                  |          |          |

### CANNED MEATS

|                              |       |       |
|------------------------------|-------|-------|
| Comp. corn beef, 1-lb. cans. | 1 50  | 1 65  |
| " 2-lb.                      | 2 65  | 2 75  |
| " 6-lb.                      | 8 00  | 8 25  |
| " 14-lb.                     | 18 50 | 19 00 |
| Lunch tongue, 1-lb.          | 2 85  | 3 00  |
| " 2-lb.                      | 5 00  | 6 00  |
| English brawn, 1-lb.         | 1 50  | 1 60  |
| English brawn, 2-lb.         | 2 75  | 2 85  |
| Camp sausage, 1-lb.          | 1 50  | 1 65  |
| " 2-lb.                      | 2 65  | 3 00  |
| Soups, assorted, 1-lb.       | 1 00  | 1 50  |
| " 2-lb.                      | 2 20  |       |
| Soups and Boull, 2-lb.       | 1 80  |       |
| " 6-lb.                      | 4 50  |       |
| Sliced smoked beef, 1/2s.    | 1 50  | 1 70  |
| " 1s.                        | 2 65  | 2 80  |

### COFFEES.

The home trade continues fairly good, there being distinctly better indications of progress than is usually the case. Foreign markets continue firm, and in New York buyers are anxious with sellers reluctant. Prices consequently are firming to advancing point, whilst crop reports mostly denote shortage of results compared with previous estimates. We quote:

|                     |          |          |
|---------------------|----------|----------|
| Green Rio, No. 7    | Per lb.  | 0 07     |
| " No. 6             | 0 07 1/2 |          |
| " No. 5             | 0 08     |          |
| " No. 4             | 0 08 1/2 |          |
| " No. 3             | 0 09 1/2 |          |
| Mocha               | 0 23     | 0 23     |
| Old Government Java | 0 22     | 0 30     |
| Santos              | 0 09 1/2 | 0 10 1/2 |
| Plantation Ceylon   | 0 26     | 0 30     |
| Porto Rico          | 0 22     | 0 25     |
| Guatemala           | 0 22     | 0 25     |
| Jamaica             | 0 15     | 0 20     |
| Maracaibo           | 0 13     | 0 18     |

### SUGAR

The market has been quiet all the week under review and rather an easier feeling has developed.

Transactions in raws have been light, amounting to little over 5,000 bags export and to arrive, at full recent quotations. The situation has been rather abnormal, as it has been felt that U.S. refiners would have readily conceded a further 1-16c. advance if any large quantity of sugar had been brought out, but for the small lots offering there was no disposition to pay over 3 1/2c. duty paid, for basis 96 test. At the moment, buyers have withdrawn from the market, and it is doubtful if next transactions will realize even this price. However, without sellers, the question is not being tested.

Owing to the labor holidays, meltings for the week ending September 9 were only 42,000 tons, being 6,000 tons less previous week. Receipts were also light, being only 24,884 tons, thus reducing stocks for the week by over 17,000 tons, and these are given as 220,517 tons. Exports from Cuban ports by cable were only 5,800 tons, so it is likely receipts at the U.S. ports will continue light, as estimated afloats from all countries are only 185,000 tons, against 315,000 tons last year. Combined Cuban and U.S. stocks were 415,017 tons, against 341,368 tons same time last year. Total stocks of Europe and America at latest uneven dates were 1,824,017 tons, against 1,901,405 tons at same period last year, the decrease being 77,388 tons.

European markets have held firm on basis 8s. 6d. for September shipment f.o.b. Hamburg, while May delivery is quoted as high as 9s. 3d. Former quotation is considerably above the parity of cane sugars in New York and, naturally, there is little business doing in beets.

Java sugars are held as high as 10s. 3d. c.i.f. for the only July shipment cargo unsold, and 10s. c. & f. for September shipment cargoes. September shipments are likely to be 14,000 tons less than same month last year, and the total shipments to the United States from June to September this year will be probably 160,000 to 170,000 tons less than the same time last year.

The refined situation has been quiet so far as new business is concerned and has developed a new phase. On Monday, September 14, The American Sugar Refining Co. reduced prices 10c. per 100 pounds all round, while Howell reduced their prices 5c. per 100 pounds, to same basis as Arbuckle, these two latter being on the net basis, both 5c. per 100 pounds lower than the trust prices. This weakness in New York was followed here next day by a partial decline of 10c. per 100 pounds, the Guild official advice applying to all refineries, with the exception of the Redpath refinery, but just as we go to press, a further circular has been issued, officially reducing all quotations to the foregoing extent. We understand, however, that the Redpath refinery have made no change in their own quotations which places the distributor at a disadvantage of 10c. per 100 pounds in handling this brand. The decline in the United States markets is attributable to the slow demand consequent upon extremely unfavorable weather, but, now that the weather has turned warmer and brighter with the canning season in full swing, it is not unlikely that we may see a quick reaction to former figures. We quote:

|                                  |      |
|----------------------------------|------|
| Paris lumps, in 50-lb. boxes     | 4 78 |
| " " " " " " " " " " " "          | 4 88 |
| " " " " " " " " " " " "          | 4 73 |
| " " " " " " " " " " " "          | 4 63 |
| St. Lawrence granulated          | 4 18 |
| Redpath's granulated             | 4 18 |
| Acadia granulated                | 4 08 |
| Maple Leaf granulated (Berlin)   | 4 03 |
| Crystal granulated (Wallaceburg) | 4 08 |
| Imperial " (Dresden)             | 4 03 |
| Beaver " (Wiarnton)              | 4 03 |
| Phoenix                          | 3 88 |
| Cream                            | 3 88 |
| Bright coffee                    | 3 88 |
| Bright yellow                    | 3 88 |





# Talbot Freres

## CHOICE QUEEN OLIVES.

|                                  |                 |
|----------------------------------|-----------------|
| 64 oz. bottles, cases ½ doz..... | \$8 50 per doz. |
| 36 oz. bottles, cases 1 doz..... | 5.00 "          |
| 20 oz. bottles, cases 1 doz..... | 3.40 "          |
| 10 oz. bottles, cases 2 doz..... | 2.10 "          |

## FRENCH PEAS, - - - Cases 100 tins.

|                         |                  |
|-------------------------|------------------|
| Sur - Extra - Fins..... | \$16.00 per case |
| Extra - Fins .....      | 13 50 "          |
| Fins .....              | 11.50 "          |
| Mi - Fins .....         | 10.00 "          |

## MUSHROOMS, - - - Cases 100 tins.

|                  |                  |
|------------------|------------------|
| 1er. Choix ..... | \$18 00 per case |
| Choix .....      | 16.50 "          |
| Hotel .....      | 14.00 "          |

Macedoines de Legumes, 1er. Choix. Cases 100 tins, \$11.00 per case

Flageolets (Lima Beans) Fins - - Cases 100 tins, \$14.00 "

Asparagus Tips, - - - Cases 100 tins, \$19.00 "

Artichokes Bottoms, - - - Cases 100 tins, \$26.00 "

## Alimentary French Pastes.

Macaroni, Vermicelli, Spaghetti, Alphabets, Petites Pates,  
Letters and Figures, Nouilles, Coudes.

1-lb. packages, boxes 25 lbs., .07½ per lb.  
Bulk boxes 25 lbs, .06½ "

# HUDON, HEBERT & CIE.

WHOLESALE GROCERS AND WINE MERCHANTS,  
**MONTREAL.**

The most liberally managed firm in Canada.

**We Aim**  
to please our Customers  
and the way to do it is to give them  
**Good Fruit** that will ensure them a  
**Good Profit.** Try us.

**WHITE & CO.**  
Direct Importers Fruit and Produce.  
64 Front East, - - TORONTO.



**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.

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

**FRUIT.**  
Our prices are right.  
Our goods are right.  
Write, wire or 'phone your order.  
Special attention given to mail orders.

**HUSBAND Bros. & Co.**  
Wholesale Fruit and Commission Merchants.  
82 Colborne St., TORONTO  
Phones—Main 54, Main 3428.

**THE FRUIT WE SHIP**  
Is the fruit you want—**THE BEST.**  
Everything in season—Domestic and Foreign

Ask and receive our weekly  
price list.

**McWILLIAM & EVERIST**  
FRUIT and VEGETABLES.  
Telephone Main 645, Office  
" " 3394 Warehouse ...TORONTO

|                             |      |      |
|-----------------------------|------|------|
| Cauliflowers, per doz.      | 0 50 | 1 50 |
| Carrots, per doz.           | 0 15 | 0 15 |
| Parsnips, per doz.          | 0 20 | 0 20 |
| Vegetable marrows, per doz. | 0 40 | 0 60 |
| Green corn, per doz.        | 0 25 | 0 50 |
| Celery, per doz.            | 0 30 | 0 50 |
| Green peppers, per basket.  | 0 08 | 0 10 |
| Red peppers per basket.     | 0 30 | 0 50 |
| Egg plant, per basket.      | 0 35 | 0 50 |
| Butter squash, per doz.     | 0 50 | 1 25 |
| Hubbard squash, per doz.    | 0 75 | 1 25 |
| Pumpkins, per doz.          | 0 75 | 1 50 |
| White turnips, per doz.     | 0 15 | 0 25 |
| Oyster plants               | 0 20 | 0 30 |
| Leeks, per doz.             | 0 10 | 0 15 |
| Sage, per doz.              | 0 10 | 0 15 |
| Savoury, per doz.           | 0 10 | 0 15 |

**FISH.**

The supply is improving and in a couple of weeks the Fall run will be on. The demand is fair and a scarcity of white fish is reported. Other lines are ample. We quote:

|                                   |      |      |
|-----------------------------------|------|------|
| Whitefish, fresh, per lb.         | 0 09 | 0 09 |
| Trout, fresh, per lb.             | 0 08 | 0 09 |
| Herrings, fresh, per lb.          | 0 07 | 0 07 |
| British-Columbian salmon, per lb. | 0 20 | 0 25 |
| Halibut, per lb.                  | 0 12 | 0 15 |
| Perch, per lb.                    | 0 05 | 0 05 |
| Mackerel, each.                   | 0 25 | 0 25 |
| Eastern salmon, per lb.           | 0 25 | 0 25 |
| Haddock, per lb.                  | 0 06 | 0 06 |
| Cod, per lb.                      | 0 07 | 0 07 |

**GRAIN, FLOUR AND BREAKFAST FOODS.**

GRAIN.—There is no change in the price of Manitoba wheat since last issue, but red Ontario wheat has advanced 1c. per bushel. The old stock of Manitoba wheat is now almost exhausted. We quote:

|  |      |      |
|--|------|------|
| Manitoba wheat, No. 1 hard, per bush, Toronto. | 0 93 | 0 93 |
| " " Northern                                   | 0 91 | 0 91 |
| Red, per bushel, on track Toronto              | 0 78 | 0 79 |
| White " " " "                                  | 0 77 | 0 78 |
| Barley " " " "                                 | 0 42 | 0 44 |
| Oats " " " "                                   | 0 31 | 0 32 |
| Peas " " " "                                   | 0 61 | 0 63 |
| Buckwheat " " " "                              | 0 41 | 0 41 |
| Rye, per bushel, " " " "                       | 0 49 | 0 50 |

**BREAKFAST FOODS.**—There is no change in this market. There is a fair amount of business being done. We quote:

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

**FLOUR.**—There has been a general advance in the price of flour since last week's issue. Ontario patents are up 10c. per barrel, Hungarian patents 10c. to 15c. per barrel, Manitoba bakers' 5c. per barrel, and straight roller 10c. per barrel. We quote:

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

**HIDES, SKINS AND WOOL.**

No change is reported in these lines since last week. Wool is very quiet as there is absolutely no export demand whatever. We quote:

**HIDES.**

|                       |      |      |
|-----------------------|------|------|
| No. 1 green, per lb.  | 0 08 | 0 08 |
| " 2 " " "             | 0 07 | 0 07 |
| " 1 " steers, per lb. | 0 08 | 0 08 |
| " 2 " " "             | 0 07 | 0 07 |
| Cured, per lb.        | 0 08 | 0 08 |

**CALFSKINS.**

|  |      |      |
|--|------|------|
| Veal skins, No. 1, 6 to 14 lb. inclusive | 0 09 | 0 09 |
| " " " 2 15 to 20 lb. " "                 | 0 07 | 0 07 |
| " " " 1 15 to 20 lb. " "                 | 0 08 | 0 08 |
| " " " 2 " " "                            | 0 05 | 0 05 |
| Deacons (dairies), each.                 | 0 60 | 0 60 |
| Lambskins, each.                         | 0 50 | 0 50 |
| Pelts, each.                             | 0 50 | 0 50 |

**WOOL.**

|                              |      |      |
|------------------------------|------|------|
| Unwashed wool, per lb.       | 0 09 | 0 10 |
| Fleece wool,                 | 0 16 | 0 17 |
| Pulled wools, super, per lb. | 0 16 | 0 17 |
| " " extra                    | 0 19 | 0 20 |
| Tallow, per lb.              | 0 04 | 0 05 |

**C. Gardiner Johnson & Co.,**  
VANCOUVER, B. C.  
Importers of...  
**Skinner's Queensland Turtle Soup**  
Dealers in...  
**Fraser River Canned Salmon**  
**British Columbia Herrings**  
IN SEASON CAN SUPPLY YOU WITH FINEST  
FISH, ALL KINDS.

**FISH AND OYSTERS**  
WHOLESALE.  
The F. T. JAMES CO., Limited  
76 Colborne Street, TORONTO.

**BUTTER**  
We are Buyers.  
Get our Prices.  
**EGGS**  
The Wm. Ryan Co.,  
... Limited.  
70 and 72 Front St. E., Toronto.

**BUTTER and EGGS**  
—WE ARE—  
**BUYERS and SELLERS**  
Correspondence solicited from **ONTARIO**  
**MANITOBA and LOWER PROVINCES.**  
**Rutherford, Marshall & Co.**  
Wholesale Produce Merchants,  
TORONTO.

The  
**DAWSON Commission**  
**Co., Limited**  
**FRUIT, PRODUCE AND**  
**COMMISSION MERCHANTS.**  
Cor. Market and  
Colborne Streets, **TORONTO**

**SPECIAL VALUES**  
In Lemons, Oranges,  
Berries and Vegetables.  
GET OUR QUOTATIONS.  
**CLEMES BROS.**  
37 to 41 Church St. **TORONTO.**  
ASK FOR OUR WEEKLY PRICE LISTS.

## CANADIAN MEATS

### CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

**WHITELEY, MUIR & CO.,**

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LIVERPOOL, - ENGLAND.

Western Union Code.

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

DRIED, GREEN, EVAPORATED APPLES.

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

Quick  
Returns.

**Capital Fruit & Produce Co.,**

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### H. J. ASH

WHOLESALE FRUIT and PRODUCE  
COMMISSION MERCHANT.

BANANAS, ORANGES, LEMONS,  
MALAGA GRAPES, NUTS, ETC.

66 Colborne Street, - TORONTO.

### We Make Brooms

The kind that sell.

WRITE US. Our prices are right

**THE CANADIAN BROOM CO.,**

LIMITED

Mfrs. of Brooms and Whisks

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### 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 MARKETS

### QUEBEC MARKETS.

Montreal, Sept. 17, 1903.

#### GROCERIES.

THE jobbing trade reports indicate a very satisfactory trade during the past week, in fact, some of them speak most glowingly of the fine condition of business, and the prospects for a large Fall trade are very bright. A decline of 10c. per 100 pounds in sugar, in effect on Tuesday, while not effecting any increase in sales, has had the tendency to cause merchants to keep their country demands filled up. The preserving season is in full swing, and, naturally, sugar is going out freely. Teas have been selling freely and good invoices are being made. Ceylon and India blacks are in better demand. Japans at 17½ to 20c. are freely booked, while lower grades from 11 to 15½c. are steady. China blacks are unchanged. Ceylon and India greens are turned over readily, and the demand continues to increase. The canned goods situation is unchanged, the Canadian Packers' Association still holding back quotations on tomatoes and beans. Corn is offered at 90c., and good orders taken at that figure. French sardines are getting scarcer every week, and Canadian pack are also ruling higher. Salmon is in good demand and the discouraging reports from the Coast have drawn buyers' attention to same, and, at the strong advance noted last week, orders are being booked, as it is expected that the short catch this year will push up prices still higher. In syrups and molasses nothing has eventuated since last report, the latter being still very high. Pessimistic jobbers look for 50c. prices in Barbados before the close of the year. Spices are unchanged. Rice and tapioca are also quiet and little is doing. Coffee is dull and business quiet. New valencias have come to hand, F.O.S. selling at 7½c., selected at 8c. and 4 crown layers at 8½c. The direct steamer Bellona, expected in a few weeks, will bring prices down from ½ to ¾c. Currants are expected by same vessel and opening figures are given as about ¼ to ½c. for fine filiatras, and cleaned fruit at 5¼ to 5½c. California apricots are dearer. Prunes are reported as likely to open up from ¼ to ½c. higher than last year. New evaporated apples are quoted at 6½c. to open, and good trade is anticipated, as reports show the apple crop of England and France a failure, and, with the exception of Germany, the continental crops are only fair. In flour an advance of 30c. per barrel is noted since our quotations last week. It is expected that another advance may be looked for. On Saturday last the Ogilvies jumped up their prices 15c. per barrel, and another advance of 15c. was made on Tuesday, and prices for best are \$1.80, and \$1.50 for second grade. Hay is coming in very freely and considerably in excess of requirements. Prices, consequently, have slumped, and weaker figures are looked for. Rolled oats, cornmeal and feed are quiet and prices unchanged. In fish, trade is more active, and there is a good demand for all kinds. Lake trout and white fish are plentiful; pickerel and pike are scarcer. There is a much better demand for Canadian fruits, and prices generally rule steady. Californias are now almost off the market. As was predicted in these columns last week, there has been a further advance in beans. It is not likely that the limit has yet been

The  
Canadian Grocer

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I

Represent some of the leading houses in

CANADA and the U. S.

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

Wholesale Commission Merchant and Broker.

reached. Changed quotations are given below. Potatoes are in good supply, and the market is easier. Honey is still in good supply, and buyers are not anxious to purchase. Evaporated apples are somewhat easier. There is still a good demand in England for Canadian hams and bacon; market is firm. The egg market is strong at present. There is a good export inquiry for butter, and prices rule firm. Cheese continues strong and no weakening is anticipated at present. In hides, there has been some improvement. Better prices are being obtained for lambskins.

SUGAR

The decline of 10c. per 100 pounds on sugars in effect Tuesday morning does not seem to have caused any extra demand. Trade is good and the turn-over slightly over last year's business. We quote:

Table listing sugar prices: Granulated, bags and bbls. \$4 10; Paris lump, boxes and bbls. 4 65; Extra ground, bbls. 4 50; Powdered, bbls. 4 30; Domino lumps, boxes and bbls. 4 55; Phoenix. 3 95; Cream. 3 80; Bright coffee. 3 80; No. 3 yellow. 3 70; No. 2. 3 50; No. 1. 3 40; Raw Trinidad. 3 15; Trinidad crystals. 3 25.

SYRUPS AND MOLASSES.

There is no change in quotations this week. The demand for molasses continues good and prices are held firm at quotations as under. Syrups are unchanged though more in demand, owing to the high prices ruling on molasses. We quote:

Table listing syrup and molasses prices: Barbados, in puncheons, old. 0 42; Antigua. 0 37; Porto Rico. 0 45; Corn syrups, bbls. 0 92; Bbls., per 100 lb. 2 65; Kegs. 2 80.

TEAS.

There has been a better demand recently for Ceylon and India blacks and the market has improved locally as well as in London and primary markets. Pekoes and Orange Pekoes are about 1/2 to 1d. higher and there has been a keener demand for lower grades. In Japans there has been a good demand for teas from 17 1/2 to 20c. There has been rather a falling off in Japans, 15 1/2 to 16c., as Young Hysons are reported as showing so much better value at same figures. No change in China blacks. Ceylon and India greens are being picked up quite freely and the demand is on the increase. The market generally has been active during the past week, some very good lots of Ceylon and India greens having been sold, these being on invoices from garden outputs. We quote:

Table listing tea prices: Good to medium Japans. 0 17 1/2; Fine to choice Japans. 0 23; Ceylon greens. 0 14; Indian greens. 0 16; Japan style China congoes. 0 08; Pealoff Gunpowder. 0 21; Common. 0 12; Ceylon blacks. 0 14; Indian. 0 11.

COFFEE.

A very quiet and featureless market; continues steady. New York changes

affect only in a very limited degree the position of the local market. We quote:

Table listing coffee prices: Good cucutias. 0 09 1/2; Choice. 0 11; Jamaica coffee. 0 07 1/2.

SPICES.

There is nothing special to report in these lines. All kinds of spices are firm and strong. Quotations unchanged as last week:

Table listing spice prices: Nutmegs, per lb., as to size. 0 40; Penang mace, per lb., as to quality. 0 70; Pimento, ground. 0 18; Cloves. 0 18; Pepper, ground, black (according to grade). 0 18; Ginger, whole Cochin. 0 17; Jamaica. 0 13; African. 0 12; ground Japan. 0 15; Cochin. 0 19; Jamaica. 0 18; African. 0 13.

RICE AND TAPIOCA.

A fairly good demand is met for Patna rice. Tapioca is only in ordinary condition, trade being as usual. No features exist in this article to warrant special notice, as there is only a limited consumption. Quotations are:

Table listing rice and tapioca prices: B rice, in bags. 3 40; CC rice, in bags. 3 30; Imported Patna rice, in bags. 4 62 1/2; In the open territory prices are about 10c. less.

"MOUNT ROYAL" FANCY RICES.

Table listing fancy rice prices: Mandarin Patna. 4 25; Imp. Glace Patna. 4 50; Polished Patna. 3 87 1/2; Jaya Caroline. 3 55; Lustré. 3 75; Snow Japan. 4 87 1/2; Japan Ice Drips. 5 25; Tapioca, medium pearl. 0 02 1/2; Imported Italian. 0 09.

CANNED GOODS.

In canned goods the situation is practically unchanged. Business is only fair. The Canadian Cannery Association is still holding back quotations on tomatoes and beans. Corn is offered at 90c. with good business and prospects for steady and large trade. New beans are quoted by the Association at 82 1/2 to 85c. French sardines are very scarce and getting more so every week, and very few are being offered. Offers for new French sardines are only accepted subject to pack and no guarantee for delivery. Canadian sardines also are scarce and prices are advanced 15c. per case. We quote:

Table listing canned goods prices: Tomatoes. 1 60; Corn. 0 90; Peas. 0 87 1/2; String beans. 0 82 1/2; Strawberries, preserved. 1 40; Succotash. 0 85; Blueberries. 1 10; Raspberries. 1 40; Gooseberries. 1 40; Pears, 2s. 1 20; Peaches, 2s. 1 40; Plums, Lombard 2s. 1 30; Cherries, red pitted, 2s. 2 20; Baked beans, 3s. 0 90; 3-lb. apples. 0 82 1/2; Gallon apples. 2 90; 2-lb. sliced pineapples. 2 90; Grated pineapples. 2 15; Singapore whole pineapples. 2 20; Pumpkins, per doz. 0 90; Spinach. 1 40; Sugar beets. 0 95; Salmon, pink. 0 90; Lobsters, talls. 3 25; Canadian Sardines, 1s. 3 60.

FOREIGN DRIED FRUITS.

New valencias ex steamship Pretorian are at hand and selling at 7 1/2c. for F.O.S., 8c. for selected, and 8 1/2c. for 4-crown layers. Direct steamer, expected about first week in October, will bring prices down, as some sales to arrive per steamship Bellona have been made at from 1/2 to 3/4c. lower. Currants, to arrive ex Bellona, are expected to open at about 4 1/2 to 5c. for fine filiatra, and cleaned fruit from 5 1/2 to 5 3/4. California apricots are dearer. In California raisins no new prices for muscatels are given out yet. An advance of 1/4 to 1/2c. is reported in California prunes on opening prices, which brings them that much higher on last year's cost; the demand is good locally and stocks are reported very light. New evaporated apples are reported as likely to open about 1c. advance over last year's opening prices. The bareness of the English market is given as an active factor in this strong position. Dried apples will, in consequence of the bare English and continental situation, be in good demand. Figs and dates are featureless. We quote:

CURRENTS.

Table listing current prices: Fine Filiatras, per lb. in cases. 0 05; Finest Vostizzas. 0 06 1/2; Amalias. 0 05 1/2.

SULTANA RAISINS.

Table listing sultana raisin prices: Sultana raisins, per lb. 0 09.

VALENCIA RAISINS.

Table listing valencia raisin prices: Finest off-stalk, per lb. 0 06 1/2; New, finest off-stalk, per lb. 0 07; Selected, per lb. 0 07 1/2; Layers. 0 07 1/2.

FIGS.

Table listing fig prices: Comadres, per tapnet. 0 90; Elemes, per box. 0 75.

DATES.

Table listing date prices: Dates, Hallowees, per lb. 0 04 1/2.

CALIFORNIAN EVAPORATED FRUITS.

Table listing californian evaporated fruit prices: Apricots, per lb. 0 11; Peaches. 0 09; Pears. 0 11.

MALAGA RAISINS.

Table listing malaga raisin prices: London Layers. 1 75; "Connoisseur Clusters". 1 50; "Royal Buckingham Clusters". 4 50; "Excelsior Windsor Clusters". 1 30.

CALIFORNIAN RAISINS.

Table listing californian raisin prices: Loose muscatels, per lb. 0 09; Seeded, in 1-lb. packages. 0 08; in 12-oz. packages. 0 08.

PRUNES.

Table listing prune prices: 30-40s. 0 08; 40-50s. 0 08; 50-60s. 0 07; 60-70s. 0 07; 70-80s. 0 07; 80-90s. 0 07; 90-100s. 0 07; Oregon Prunes (Italian style) 40-50s. 0 07; Oregon prunes (French style) 60-70s. 0 08; 90-100s. 0 04 1/2.

GREEN FRUITS.

There is a much better demand this week for Canadian fruits, and only fair supplies are on hand. The season for California fruit is now almost over. Canadian peaches have been advanced considerably, but Canadian grapes are somewhat cheaper. Changed quotations are given below. We quote:

Table listing green fruit prices: Sorrento. 3 50; Maiori seedless lemons. 4 00; Messina lemons. 3 75; Cocconuts, per bag of 100. 3 25; Canadian apples, in bbls. 1 50; Bartlett pears. 3 00.

## THE MARKETS

The  
Canadian Grocer

|                                  |      |      |
|----------------------------------|------|------|
| Apples, 24 to case               | 1 50 | 1 75 |
| Apples, 30 to case               | 2 00 | 2 25 |
| Bananas                          | 4 50 | 5 00 |
| Canadian peaches, per basket     | 1 75 | 2 00 |
| "    plums                       | 0 40 | 0 60 |
| "    pears                       | 0 30 | 0 40 |
| Tomatoes                         | 0 30 | 0 35 |
| Watermelons                      | 0 30 | 0 35 |
| Grapes, Canadian                 | 0 20 | 0 30 |
| California Tokay grapes, per box | 2 50 | 3 00 |
| Guinea oranges, in bbls.         | 6 00 | 6 00 |
| "    boxes                       | 3 50 | 3 50 |

### FISH.

The demand for fresh fish is improving now that the season has opened and the holidays are over. There is a good trade for all kinds of Western Lake trout and white fish, which are plentiful. Pickerel and pike continue scarce, though this is only temporary and dealers expect a good supply next week. In prepared fish the demand is regular, with nothing new to note. In salt fish the season has not opened yet. Mostly all kinds of salt fish are scarce. We quote:

|   |       |       |
|---|-------|-------|
| Daddies                                     | 0 07  | 0 07  |
| Smoked herring, per box                     | 0 15  | 0 15  |
| Fresh haddock, per lb.                      | 0 04½ | 0 04½ |
| Doce, per lb.                               | 0 08  | 0 08  |
| Pike  | 0 07  | 0 07  |
| Habitat, per lb.                            | 0 10  | 0 10  |
| Cape salmon, frozen, per lb.                | 0 15  | 0 15  |
| Salmon trout, per lb.                       | 0 07½ | 0 07½ |
| "    B.C., per lb.                          | 0 15  | 0 15  |
| Steak cod                                   | 0 05  | 0 05  |
| Brook trout, per lb.                        | 0 18  | 0 18  |
| White fish, per lb.                         | 0 07½ | 0 07½ |
| No. 1 Herring, Nova-Scotian, per bbl.       | 5 00  | 5 50  |
| "    half bbl.                              | 2 75  | 3 00  |
| No. 1 Holland herring, per half bbl.        | 6 50  | 6 50  |
| No. 1 Scotch herring,                       | 6 50  | 6 50  |
| "    per keg                                | 0 95  | 0 95  |
| Holland herring, per keg                    | 0 65  | 0 75  |
| No. 1 green codfish, new, per 200 lb.       | 5 50  | 5 50  |
| No. 1 large green codfish, new, per 200 lb. | 6 00  | 6 00  |
| Boneless cod, 1 and 2-lb. blocks, per lb.   | 0 06  | 0 06  |
| "    fish                                   | 0 05  | 0 05  |
| "    loose, in 25 lb. boxes                 | 0 04½ | 0 04½ |
| Loose boneless cod, per lb. in 40-lb. boxes | 0 05  | 0 05  |
| Dried codfish, new, per 100-lb. bundles     | 4 75  | 4 75  |
| B.C. salmon, per bbl.                       | 13 50 | 13 50 |
| Standard bulk oysters, per gal.             | 1 50  | 1 50  |
| Marshall's kippered herring, per doz.       | 1 40  | 1 40  |
| Canadian kippered, per doz.                 | 0 90  | 0 90  |
| Canadian 1/2 sardines, per 100.             | 3 75  | 3 75  |
| Canned cove oysters, No. 1 size, per doz.   | 1 30  | 1 30  |
| Canned cove oysters, No. 2 size, per doz.   | 2 25  | 2 25  |

### VEGETABLES.

The vegetable market is steady. All varieties seem in good supply and of good quality. We quote:

|                        |      |      |
|------------------------|------|------|
| Cabbage, per doz.      | 0 30 | 0 40 |
| "    red, per doz.     | 0 50 | 0 50 |
| Cauliflowers, per doz. | 0 10 | 0 10 |
| Onions, per basket     | 0 50 | 0 60 |
| Carrots, per dozen     | 1 00 | 1 50 |
| "    per basket        | 0 40 | 0 50 |
| Parsnips, per bunch    | 0 15 | 0 15 |
| Green corn, per dozen  | 0 10 | 0 15 |
| Lettuce, per dozen     | 0 25 | 0 35 |
| Celery, per doz.       | 0 25 | 0 35 |
| Peas, per doz.         | 0 10 | 0 10 |
| Radishes, per doz.     | 0 15 | 0 25 |
| Pumpkins, per doz.     | 0 50 | 1 25 |

### NUTS.

There seems to be a scarcity locally of Grenoble walnuts and Tarragona almonds and market is strong. Jobbers are looking around on spot for stocks to keep themselves going until new nuts arrive. Market will undoubtedly be quite bare before new stock arrives. Prices will be firm until then. We quote:

|                                   |       |       |
|-----------------------------------|-------|-------|
| Chestnuts, per lb.                | 0 12  | 0 13  |
| Walnuts, per lb.                  | 0 08  | 0 09  |
| Tarragona almonds, per lb.        | 0 11  | 0 12  |
| Brazil nuts, medium, per lb.      | 0 12½ | 0 13½ |
| "    large, per lb.               | 0 13½ | 0 14½ |
| "    small, per lb.               | 0 14½ | 0 15½ |
| Valencia shelled almonds, per lb. | 0 26  | 0 26  |
| Belgian shelled walnuts, per lb.  | 0 25  | 0 25  |

### COUNTRY PRODUCE.

#### BEANS.

Another advance is to be noted this week of from 10 to 15c. per bushel. The advance is due to the small crop. There is a good demand, but the offerings are light. Further advances may be expected at any time. We quote:

|                          |      |      |
|--------------------------|------|------|
| Choice prime, per bushel | 1 90 | 2 10 |
| "    carlots             | 1 75 | 1 75 |
| Choice, small lots       | 1 55 | 1 70 |
| Ordinary, carlots        | 1 20 | 1 30 |

### HOPS.

The market is only fairly active. New hops are expected to arrive shortly. Some inquiries from brewers are reported. We quote:

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

### HONEY.

There is still a large quantity of honey on the market and buyers are not anxious to purchase at prices asked. Prices are very uncertain at present and it is difficult to give exact quotations. Strained white has been sold as high as 9 to 10c. for new and 8 to 8½c. for old. But the values which most dealers quote are buckwheat honey 6c. and clover 6½c. delivered in Montreal. Comb honey is still offering freely, the prevailing prices being \$1.25 to \$1.50 per case of one dozen sections.

### MAPLE PRODUCTS.

The market is quiet and featureless. We quote:

|                             |       |       |
|-----------------------------|-------|-------|
| New syrup, in wood, per lb. | 0 05½ | 0 06  |
| New syrup, in large tins    | 0 70  | 0 75  |
| Old " in wood               | 0 55  | 0 60  |
| Pure sugar, per lb.         | 0 07  | 0 07½ |
| Pure Beauce sugar, per lb.  | 0 08  | 0 09  |

### EVAPORATED APPLES.

The market is a little easier than last week and, as was predicted, prices have sagged somewhat. We quote:

|                      |       |       |
|----------------------|-------|-------|
| New, in jobbing lots | 0 05½ | 0 06  |
| Straight carlots     | 0 05½ | 0 05½ |

### POTATOES.

Potatoes are in excellent supply and of much better quality than was expected. The market is easier as a large crop is expected and a sale of 500 bags is reported at 10c. for future delivery. Spot prices are somewhat higher, the prevailing prices for new potatoes being from 60 to 65c. per bag.

### FLOUR AND GRAIN.

#### FLOUR.

There is great scarcity at present and the market is very firm with advanced prices. Farmers are holding their grain anticipating higher prices, and millers, who have sold for future delivery, are all having trouble in getting the grain they want, hence the increased prices. We quote:

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

#### GRAIN.

Offerings from the country are still light and the situation is unchanged. Business continues very quiet and little activity can be expected until supplies increase. We quote:

|                     |       |       |
|---------------------|-------|-------|
| No. 1 hard Manitoba | 0 93½ | 0 93½ |
| No. 1 Northern      | 0 92  | 0 92  |
| Rye                 | 0 58  | 0 58½ |
| Peas                | 0 72  | 0 73  |
| Corn                | 0 59  | 0 60  |
| Buckwheat           | 0 48½ | 0 48½ |
| Barley              | 0 50  | 0 51  |
| Oats                | 0 36½ | 0 37  |
| Malt                | 0 75  | 0 80  |

#### HAY.

There have been increased receipts of baled hay this week considerably in ex-

cess of requirements. The result has been a considerable slump in the market and the tendency is still downward. We quote:

|                 |       |       |
|-----------------|-------|-------|
| No. 1 timothy   | 10 00 | 11 00 |
| No. 2 timothy   | 8 50  | 9 50  |
| Clover, mixed   | 7 50  | 8 00  |
| Clover, carlots | 7 00  | 7 50  |

### FEED.

The demand for feed is good and there is a fairly active market at firm prices. We quote:

|                        |       |       |
|------------------------|-------|-------|
| Ontario bran, in bulk  | 15 50 | 16 00 |
| "    shorts            | 18 00 | 19 00 |
| Manitoba bran, in bags | 17 00 | 17 00 |
| "    shorts            | 19 00 | 20 00 |
| Mouillie               | 22 00 | 30 00 |

### CORNMEAL.

There has been no change since our report last week. We quote:

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

### ROLLED OATS.

Trade continues very quiet and there is nothing special to note. We quote:

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

### HIDES.

There have not been any quotable changes of importance since our last report. Lambskins are firmer and it is reported that in some instances as high as 60c. has been paid. The minimum price is now 55c. Other hides remain unchanged. Business shows some improvement all round. We quote:

|                       |      |       |
|-----------------------|------|-------|
| No. 1 beef hides      | 0 09 | 0 09  |
| No. 2 " "             | 0 08 | 0 08  |
| No. 3 " "             | 0 07 | 0 07  |
| No. 1 buff sheepskins | 0 77 | 0 79  |
| Lambskins             | 0 55 | 0 60  |
| No. 1 calfskins       | 0 11 | 0 12  |
| No. 2 " "             | 0 09 | 0 09½ |

### ASHES.

The market continues firm and there is still a good demand for export. Pearls are in good demand but none are offering. We quote:

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

### NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Sept. 15, 1903.

THE wholesale grocery trade are finding business very active. There is not only spot business but Fall orders for canned goods, and dried fruits are being taken. The raisin situation is a most peculiar one. For many years we have depended largely on California for raisins and the demand for seeded has grown to be the large end of the business, California being the only seeded offered. This year the California market has opened so high that the sale from there of raisins will be very small, while valencia and malagas will largely supply the market. As malaga seeded are offered this season we are more independent of California than before.

The growing tendency on the part of many retailers, even those doing a large trade, to ask for the breaking of quite small packages, is a grievance which is found very irksome by wholesalers, especially as a disinclination is shown to pay any advance for the accommodation.

OIL.—In burning oil prices are held at the low figures quoted now for some weeks. There is active sale as season advances. In lubricating oils the market has been quite a firm one. Linseeds are again easier; this is a season of light



# HAVE YOU EVER HEARD

a single complaint from a customer about

# JAMES' DOME LEAD?

If not, why not? The answer is clear, the goods are right.

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

# SALT

Prompt Delivery

Lowest Prices

Finest Quality

**WARREN BROS. & CO., - TORONTO**

EARLIEST ARRIVAL OF

# 1903 Crop Valencia Raisins.

— IN STORE —

1,000 Boxes Trenor Blue Eagle Fine Off-Stalk, - 7½c.

We have just picked up a bargain which we offer at a bargain, here it is: **Wm. Rogers & Co.,** Finest Ondara Four-Crown Layer Valencia Raisins, 1902 crop, in remarkably good condition.

|                   |         |      |
|-------------------|---------|------|
| 1,125 Boxes       | 28 lbs. | 6c.  |
| 355 Half Boxes    | 14 lbs. | 6¼c. |
| 699 Quarter Boxes | 7 lbs.  | 6½c. |

# HUDON, HEBERT & CIE.

MONTREAL.



districts of Ontario and in a few days the entire tone of the market was changed.

Cornmeal has advanced 10 cents, and is now quoted at the round figure, \$3. This is due to the lateness of the corn crop and the stronger feeling in this commodity. Flour, both Ontario and Manitoba, has again advanced. There is not a very brisk demand and retailers here are slow to realize the position of the market. At present mill prices flour can only be sold here within the range of the following quotations: Straits, \$3.90 to \$4; ninety per cents., \$4.05 to \$4.15; eighty per cents., \$4.35 to \$4.45; Manitobas, \$5 to \$5.10.

There is some improvement in the demand for provisions and the jobbing price on pork is easier at \$19.50 for clear and \$20 for American and P.E.I. mess.

There has been no change in molasses, but the market is firm. Quite large quantities of Barbados are being sold here for the Quebec and Montreal markets.

Sugar is firm and unchanged. A considerable quantity of European refined is arriving but not so much as in former years. The demand is good, as considerable quantities are now required for preserving the Autumn fruits.

Just at the moment cheese is a little quiet, but any sales made are at extreme figures. In a jobbing way nothing in the shape of choice Septembers can be had for less than 12 cents.

Factories are holding butter for higher prices, for at the figure dealers offer butter gives a less return per 100 pounds of milk than does cheese.

Eggs are in fair demand and light supply. Jobbers are receiving 17 cents for reliable stock.

Tobaccos have advanced. The new prices at which The Empire Tobacco Company's products sell to the trade here are as follows: Red Fox, 43c.; Bobs, 41c.; Old Fox, 47c.; Pay Roll, 6's, 52c.; Amber, 8's, 56c.; Amber, 3's, 59c.; Snowshoe chewing, 57c.

Large quantities of Nova Scotia green fruits are now arriving at the following prices: No. 1 Gravenstein apples, \$3; Bartlett pears, \$5; tomatoes, 35c. for 6-qt. basket; corn, 15c. per dozen, and very scarce; Niagara grapes, 50c. for baskets and 20c. for reputed halves.

A good supply of Jamaica oranges arrived by last steamer and sold at \$7. About 50 per cent. of the Jamaica orange crop was damaged by the storm, but as the crop was unusually large the market is not likely to be much affected. Bananas are higher and The United Fruit Co. have not been filling more than 25 per cent. of the Halifax orders of late.

#### BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Sept. 12, 1903.

LAST night at the Hotel Vancouver the visiting delegates of the Chambers of Commerce of the British Empire were the guests of the Vancouver City Corporation and the Vancouver Board of Trade at a banquet which had been jointly prepared, under the direct management of the Board of Trade. Friday evening the delegates returned to the city on the handsome new steamer Princess Victoria, which had been chartered by the Provincial Government to take the visitors on that most delightful day's excursion from the city of Victoria, by way of the gulf, through the many small islands off the coast of Vancouver

Island to Nanaimo, and thence across the gulf to Vancouver. The steamer arrived in harbor a little after 6, giving the visitors an opportunity of seeing the beauties of English Bay in the evening, and of the magnificent entrance to Burrard Inlet, the inland sea which forms Vancouver's famous harbor, the greatest on the Pacific coast, and one which is destined to hold vast commerce as the trade of the Orient is modernized and developed.

Yesterday the delegates were entertained by the Board of Trade, the time being spent in visiting the various points of interest in and around the city, and seeing what could be seen of the salmon canneries and fish freezing plants of the Fraser River. To this end a trip to New Westminster had been arranged. Some of the canneries are still in operation, and it was arranged that the visitors should see the whole operation of canning salmon as it is done in the big plants of the Fraser, from the taking of the fish from the scows and boats as they are delivered by the fishermen, to the time when the filled tins are taken from the steam cooking retorts and carried in trays to be taken to the labelling room for lacquering and packing in cases ready for shipment.

The big cold storage plants where fish are put up in the fresh state and frozen for shipment to all parts of the world were seen also.

The wholesale grocers have not yet recovered from the rush of orders which have been sent off to Dawson and other Yukon points during the past three weeks or so. Stocks have been badly broken up. In fact it was an impossibility to keep stocks up while such vast quantities of goods were being sent forward. Every wholesale house is now straightening out the stocks which remain with the hope of being able to get them back on a business basis shortly. Even this is difficult as northern shipments are still lively, and likely to be so until the freeze-up. There are always many late orders coming in, and at present there are even a number of buyers from the north in the city looking up supplies for the Winter. This is especially true in the line of vegetables. The Dawsonites are entirely dependent on this market to supply them with such homely necessaries as potatoes, and the market in the north is very fastidious. Any old Murphy is not good enough. There must be a careful selection of every tuber which is sent north, as many amateur dealers have discovered to their cost, when they found themselves face to face with the market in Dawson. Potatoes are almost a luxury at all times in the north, and most especially so in the Winter season. Therefore the consumer demands a selected article when he pays a high price for his potatoes.

The Ashcroft potato, a specialty of the dry sandy soil of the interior district around Ashcroft, Spence's Bridge and other up-line points is particularly desired in Dawson. It is the best potato grown in the country, and in fact would be hard to beat anywhere. Whether it is a variety distinct from that grown elsewhere, or that the peculiar conditions of soil and climate have specialized some well-known sort of potato, it is now recognized that the long, smooth oval, yellow-white skinned, and clear-meated potato from Ashcroft cannot be counterfeited. The boiling is the test and potatoes grown elsewhere from seed produced in the Ash-

croft district cannot hold their own with the genuine.

It is too early yet to dig the Ashcroft potatoes for shipment north, though one car has arrived on the market here this week. The fully matured stock for shipment to Dawson will not be in for some two or three weeks yet. By that time it is a chance to get them through before cold weather. Small wonder then that Ashcroft potatoes command fancy prices in Dawson at all times.

The grocery markets show but slight alterations this week. The trade has been notified of the withdrawal of all lines of canned goods by the packers of Eastern Canada. No orders are now being accepted, even at open figures. All quotations have been withdrawn for the present. On some lines no quotations have been made at all this season.

California supplies of such canned vegetables as come to this market are at high prices. Tomatoes are now costing, laid down here, \$1.33½, and the California shippers expect to advance that quotation. Local wholesalers expect to better that from the east.

All canned fruits from California have advanced in price since first quotations. The position of dried fruits is strong in sympathy. In fact all dried fruits have advanced slightly.

Beans, all varieties of which are supplied to this market from California, have dropped slightly in expectation of new crop being ready for the market.

In fruits, the only really new item this week is the Concord grape supplied the market from Washington. The price is 75 to 85c. per ten-pound basket. California grapes are quoted at \$1.75 to \$2 for the 20-lb. basket. Crawford peaches are in fairly liberal supply from the State of Washington at 90c. to \$1 per crate. There are also some of the Muir variety from California at about the same figure. Bartlett pears from Washington and Oregon are in good supply and of much better quality than the California goods averaged this season. The price is \$1.75 to \$2 per box, 40 lb.

It is between seasons for apples just now. There are no California apples coming in and Washington, like British Columbia, is almost over for early varieties, while the later varieties are not ready to ship yet. This, of course, is referring to choice goods. A fair supply of some sorts of local apples is at hand at from 75c. to \$1.25 per box.

Plums, even local, are almost over for this season. The crop has been very heavy and sold at low figures. Italian prunes are coming in from Washington, but the local crop of Italians are not being marketed to any extent yet.

Produce market conditions are somewhat relieved by receipt yesterday of three cars of eggs from Eastern Canada by The W. H. Malkin Co. Ltd. The market has been rather short recently. Prices are firm at quotations which have been ruling lately. A car of Ontario cheese is also among this week's receipts. Creamery butter is being received in sufficient quantities from Manitoba and the Northwest. There are also some shipments of dairy coming in from the same source. Local creamery butter is up again, the retail price of Edenbank creamery now being 35c. per pound.

TEA REPORTS.

**M**CMEEKIN & CO.'S notes on Indian and Ceylon teas for the month of August, issued from London under date of September 3, report:

**INDIAN.**—There was a steady tone throughout the month and the demand was quite equal to the supply. All grades remained firm, with a tendency towards advancing prices. The average of public sales for the month was 8½d. per lb., against 7½d. per lb. for the corresponding month of last year. The statistics, generally, are of a satisfactory character and the volume of the deliveries shows a fair expansion.

**CEYLON.**—The indifferent quality of recent months was again apparent, but towards the close of the month there was some improvement. Although medium teas were irregular in the early auctions, the tone generally was strong, with a tendency to advance, especially in regard to teas for price and a few lots of choice character. The average public sale price for the month was 7d. per lb., as against 6½d. per lb. for the corresponding month last year.

**GREEN TEAS.**—The trade in these was insignificant, only 55 packages of Indian and 229 packages of Ceylon having been printed for auction.

William James and Henry Thompson in their London tea circular for same date say: The bidding this week has been active and the way in which the sales have passed contrasts favorably with what happened this time last year when the heavy stocks held by the trade, the uncertainty as to the extent of the Indian crop, and the disturbances over the clearing house question, all combined to unsettle business. Tea is now evidently wanted by the trade generally and a brisk market may reasonably be expected, for some weeks at all events.

The London August figures are interesting. In the first place stocks of all kinds are fourteen millions less than last year, while deliveries for the past three months show an increase of five million pounds. It is also noteworthy that this increase consists almost entirely of Indian tea, Ceylon showing a decrease of one million pounds, which was counterbalanced by correspondingly heavier clearances of China.

Gow, Wilson & Stanton, writing September 4, say: The report of the director general of statistics gives the total acreage under tea in India at the end of 1902 as 525,252 with a production of 188,589,261 lb., against an acreage of 524,767, and production of 191,302,773 lb. in 1901. It also states that only 4,

Fads in Many Lines Come and Go,

but Clark's Meats

are steady sellers.

That's why you should stock them.



Delicious, Healthful  
The Ideal Fruit

—FOR—

SPRING and SUMMER USE

ONCE TRIED, ALWAYS USED. ASK FOR IT

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



Capstan Brand Mustard

is pure and is equal to any in the market.

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

Ask your wholesale grocer for it or see our travellers

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

EPPS'S

GRATEFUL.  
COMFORTING.

IN 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

FINEST ORANGES GROWN

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

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

464,762 lb. were retained for local consumption, besides 3,480,716 lb. imported from other countries.

**INDIAN.**—Demand was strong, all kinds selling very steadily, while anything with attractive quality realized full prices.

**CEYLON.**—Medium teas if anything a trifle dearer, while better class descriptions sold well, last week's rates being maintained for commonest grades. Quality is now beginning to show signs of improvement.

## Window and Interior Displays

Timely Hints  
and Suggestions.

### The Competition.

ONLY two and a half weeks remain of the time limit for the window-dressing competition, and those who contemplate entering, but who have not as yet arranged and photographed the window, will need to pay immediate attention to it. The prizes, which are \$10, \$7 and \$5 are well worth competing for, and the additional offer of \$2 for every photograph worth reproducing insures the sender against loss. In addition to the chances of obtaining the money, there are the advantages to be derived from the healthy stimulus the entering in such a competition will give to the interest the merchant will have in his windows. Numerous ideas will be seized upon in the preparation of a prize window, that would not be noticed if an ordinary window were being arranged. Although at the moment this stimulus may not be deemed worthy of much notice, in after months its value will be duly appreciated and the continual interest in window-dressing and the ideas gathered will reap their own reward.

#### PHOTOGRAPHING THE WINDOW.

Many questions have been asked, since the competition opened, concerning the photographing of the window, the great difficulty being the prevention of the reflection in the glass of the buildings on the opposite side of the street. This obstacle to good photographs has prevented many a picture from being taken, and spoiled many others for reproduction.

If the photo must be taken in the day time, it can be considered, as a general rule, that the early morning is the best time, when the light is clear and few pedestrians are on the street. Of course, the hour has much to do with the extent of the reflections, as the shining of the sun on the opposite buildings will absolutely spoil a picture if the light is at all reflected in the window. But provided it is sufficiently early, but still light enough, the face of the opposite buildings will be too dark to cast annoying reflections, and will act as a screen from objects that would catch the light. The best moment can be considered by studying the light the morning previous to the taking of the picture.

Should the early morning prove unsuitable, there is another method which allows the taking of the picture at any hour of the day. Take a piece of black cambric or any cheap black material of a width of about four or five feet more than the window and of a height to be found by experiment. Attach this to two poles, one on each side, and have a couple of boys

### A Window Display Competition.

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

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

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

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

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

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

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

hold this screen just behind the camera. The object is to hide the buildings which would cast reflections, and the size can be found by tests. This method is very little trouble, proves of uniform success, and the screen can be rolled up and stored away for future use.

To the store with well lit windows—those using gas or electricity—the best photographs can be taken at night. The

only difficulty met with in such a picture is the "halation" caused by the lights themselves. To prevent this the lights can be concealed from view (a point that is always observed in the best windows), or non-halation or "backed" plates can be used. These plates eliminate almost all of the mass of light that surrounds the lights themselves. In some windows, where the lights are visible they are of such height as to interfere very little with the exhibit, and in such cases the ordinary plates can be used. The exposure for a night window will vary according to the degree of light and the rapidity of the plate, from five minutes to possibly half an hour. The passing of people between the camera and the window will not interfere with the picture, provided they are not allowed to stand.

A letter has been received asking if flashes cannot be used in taking a picture of a window. Outside the window a flash would be of absolutely no use, merely reflecting on the glass and going no further for picture purposes. Inside the window the flash would have to be set off out of sight, and the halation even then would be impossible to prevent. The light, too, from a flash in the window would be cast necessarily on slightly different sides from those seen by the camera. Flashes cannot be used for the window, but for interior work are unsurpassed, unless the light from outside is very good.

#### THE EXPENSE BUGBEAR.

When some expense is apt to be incurred in the preparation of a window, it is a common thing for that scheme to be abandoned, and another one adopted, which includes only the arrangement of the goods, without outside accessories. If a window is considered as valuable, why cannot the expense be thought of as paying for itself? A display that shows expense, shows extra attention on the part of the merchant, and every spectator is favorably impressed. A window that costs \$5 may sell \$100 worth of goods, and the moral benefit cannot be estimated. In every case, too, part of the auxiliary fittings can be retained for another display. Cheap windows, when never varied, will bring cheap trade.

**Durable**  
**Artistic**  
**and not Expensive**

Three urgent reasons why you should use our

**Metallic**  
**Ceilings and Walls**

They appeal to practical people everywhere.

Strictly Sanitary—Beautiful in Design and Finished Effect—and made in a multitude of patterns suited to all kinds of buildings.

**RELIABLE GOODS THAT NEVER DISAPPOINT.**

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

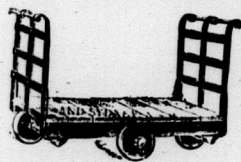
**DRIED APPLES**

WE ARE BUYERS  
LARGEST DEALERS IN CANADA

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

**TRUCKS**

for Warehouse  
and Factory.



Save You Money  
Do Men's Work  
Draw no Salary

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

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

HINTS TO BUYERS.

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

A. F. MacLaren Imperial Cheese Co. state that the weather now permits shipment of country orders of Canada Cream Cheese.

The R. & J. H. Simpson Co., Guelph, have a snap to offer in high grade vinegars.

The carload of Singapore Canned Pineapple, recently imported by Balfour & Co., Hamilton, are being sold at extremely low figures considering the superior quality of the goods.

A. F. MacLaren Imperial Cheese Co. have on the road a large shipment of Bendorp's Cocoa to supply the demand of the coming cocoa season; shipment to arrive about October 10.

The first shipment of new season's peels is in store with The Eby, Blain Co., Limited.

A shipment of fine French petit pois, all grades and sizes, and French beans, from the house of Delory, is in store with Henri Jonas & Co., Montreal.

New pack peas, corn and tomatoes are in full supply. Lucas, Steele & Bristol are holders.

With new valencias and new peels in store and new currants in sight, Balfour & Co., Hamilton, are making early preparations for the holiday trade.

A. F. MacLaren Imperial Cheese Co. purchased all the prize cheese exhibited at the Toronto Exhibition—some 150 boxes in number—about half white and half colored, which, of course, are the finest the country can produce. Retail grocers wishing to secure a few of the cheese will do well to send in orders at once.

New crop "Patna" rices are quoted at close figures by The Eby, Blain Co., Limited.

Special values in French alimentary pastes are offered by Messrs. Jonas & Co.

Lucas, Steele & Bristol offer Patterson's home made preserves in glass. Strawberries, raspberries, etc. Quality extra.

Balfour & Co., Hamilton, report a good demand in British Columbia and the N.W.T. for goods of the "Tartan" brand.

The Eby, Blain Co., Limited, are quoting low prices on first shipment new Valencia raisins, arriving this week.

Balfour & Co. have a large and carefully selected stock of green and black Ceylons, Hysons and Japan teas, all new goods and extra values, for the retailer to sell at 25 to 35c.

What is claimed to be the largest consignment of Spanish olives ever received in Canada by any one importer has just been received by Henri Jonas & Co., Montreal. Mr. Jonas visited the olive districts of Spain some months ago, and his selection of all grades of olives is reported as being of the finest, and specially low prices are made to jobbers.

Dearborn & Co., St. John, N.B., are offering new canned strawberries. These are packed under their own label.

Williams' soap for shaving, bars and sticks, may be procured from Lucas, Steele & Bristol.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

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

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

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

**SITUATIONS VACANT.**

**A**CTIVE salesman for general store; state salary; send references. Box 159, CANADIAN GROCER, Toronto. f

**B**AKER—At once; must be a first-class man; state wages and experience. Box 160, CANADIAN GROCER, Toronto. f

**M**ILLER—With two or three years' experience; must be sober, steady and not afraid of work; state wages expected. Box 161, CANADIAN GROCER, Toronto. f

**M**AN to take charge of cream department. Box 162, CANADIAN GROCER, Toronto. f

**SITUATIONS WANTED.**

**F**IRST-class man for cellar in pork factory seeks position; 25 years' experience in Ireland; steady. Box 156, CANADIAN GROCER, Toronto. f

**AGENCIES WANTED.**

**W**ANTED—Agencies for Newfoundland and Prince Edward Island; lines suitable for general and grocery trade; three to four trips per year. Address Box 28, CANADIAN GROCER. (38)

**To Butchers and Hide Buyers!**

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.

We advance money if desired. We pay spot cash. We pay the freights. We pay full market values.

We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

THE BEST

**SCOTCH CLAY TOBACCO PIPES**

are those manufactured by

**D. McDougall & Co.**  
GLASGOW, SCOTLAND.

**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.

# FLOUR AND CEREAL FOODS

## The Food Value of White Flour.

Prof. Harry Snyder before the Millers' National Federation at Detroit.

**T**HERE is no other food which can compare with wheat flour in value at ordinary prices. A larger amount and variety of nutritive substances can be procured in the form of wheat flour than from any other food.

With flour at 2½c. a pound, or \$5 a barrel, and meat at from 12c. to 16c. a pound (certainly a low figure for meats and a comparatively high figure for flour), 10c. worth of wheat flour contains more proteid nutrients and yields a larger amount of available energy than 10c. worth of any other foods. In other words, the laboring man gets a better balanced food and more for his money when he buys wheat flour than when he buys any other food.

For bread-making purposes, the value of flour depends largely upon the amount and character of the gluten, and the soundness of the original wheat. The process of obtaining the gluten by washing to remove the starch is simple, and can be carried out without the use of expensive apparatus.

The chemistry of flour and bread-making are subjects more worthy of study in schools and colleges than are mythology and ancient history. If more instruction were given in foods, people would be better off healthwise and they would not be so easily imposed upon. The average high school and college graduate knows but little about the value of flour and foods in general. Most text-books upon physiology and chemistry do not treat of the subject of foods as extensively as they should and, as a result, quack literature is too abundant.

Wheat flour is not susceptible to gross forms of adulteration. Less adulteration is practiced in the case of flour than of any other food article. Any tampering with the composition of flour or addition of any foreign material shows itself immediately in the production of a smaller or poorer bread product. Any chemical treatment weakens the expansion powers and affects the gluten which is a sensitive mixture of chemical compounds easily oxidized. As an illustration, if the flour is sterilized at 180 degrees F., the loaf is slightly smaller.

There is no food product which has had a better reputation for honest worth than wheat flour. The roller process of milling has been a step in advance in the production of flour of highest food value, be-

cause the granular middlings which were formerly lost are now reduced and recovered in the flour. It is more economical to grind flour by gradual reduction between steel rolls and to pass it through silk bolting cloths than it is to attempt to pulverize it in the human body, and force the coarse particles along the delicate mucous membranes.

The results and conclusions summarized in this series of investigations have been verified by a number of European investigators. Dr. Robert Hutchinson, of the London Hospital and of the Hospital for Sick Children, Great Ormond Street, London, in summing up the work which has been done by different scientists, says: "On the whole, we may fairly regard the vexed question of whole meal versus white flour as finally settled and settled in favor of the latter."

## The Golden Wheat Fields.

Like liquid gold the wheat field lies,  
A marvel of yellow and green,  
That ripples and runs, that floats and flies,  
With the subtle shadows, the change—the [sheen

That plays in the golden hair of a girl.

A cloud flies there—  
A ripple of amber—a flare  
Of light follows after. A swirl

In the hollows, like the twinkling feet  
Of a fairy waltzer, the colors run

To the western sun,

Through the depths of the ripening wheat.

I hear the reapers' far-off hum,  
So faint and far, it seems the drone  
Of bee or beetle; seems to come  
From far-off, fragrant, fruity zone,  
A land of plenty, where,  
Toward the sun, as hastening there,  
The colors run before the wind's feet  
In the wheat.

The wild hawk swoops

To his prey in the deeps;

The sunflower droops

To the lazy wave; the wind sleeps—

Then running in dazzling links and loops

A marvel of shadow and shine,

A glory of olive and amber and wine

Runs the color in the wheat.

—Hamlin Garland.

## Winnipeg Grain Receipts.

**T**HE Dominion grain inspector at Winnipeg has given out the returns of grain inspected in that city for the year ending August 30 as follows: Wheat, 51,833,000 bush.; oats, 3,054,000 bush.; barley, 565,200 bush.; flax, 655,000 bush.; speltz, 1,000 bush.; total, 56,117,200 bush.

Figures of receipts at Fort William and Port Arthur for the same period are:

Wheat, 31,237,823 bush.; oats, 1,608,963 bush.; barley, 345,928 bush.; flax, 16,167 bush. The differences between Winnipeg and Fort William figures indicate local consumption and all-rail shipments.

C. N. Bell, secretary of the Winnipeg Grain Exchange, referring to these figures, says he does not think the Canadians fully realize the volume of grain being shipped from Western Canada. The figures show that Winnipeg receipts of wheat greatly exceed those of Chicago or of Duluth. The figures are: Winnipeg, 51,833,000 bush.; Duluth, 42,046,923 bush.; Chicago, 37,940,953 bush. Mr. Bell says: "It will now be in order, so far as relates to the grain arrivals at least, to abandon the trite saying, 'Winnipeg will some day be a second Chicago,' for Chicago makes but a poor show compared with this market in wheat handling."

## A Wail From Philadelphia.

**T**HE alarm which, as previously noted, has been agitating the American Atlantic ports over the premier position which Montreal is taking in the export grain trade, finds voice in the following circular to shippers at Philadelphia.

"Rate from Chicago f.o.b. north Atlantic ports 7c. per bush.

"Rate from Chicago to f.o.b. ocean steamer Montreal 4c. per bush.

"Difference in favor of shipments through Canadian ports 3c. per bush.

"Here is a fine exhibit. The grain which was formerly handled by the north Atlantic ports and shipped through Duluth, Chicago and various lake ports is now being taken out of the United States by Canadian roads, shipped through Canada and put on ocean steamers at Montreal at 3c. per bush. less than it can be done through New York or Philadelphia. Grain exporters and parties engaged in this business are very glad to handle it at ¼c. per bush. margin. So far as the export grain business is concerned, the north Atlantic ports of the United States might as well be wiped off the map. The ocean freight from Montreal to the United Kingdom and continental ports is practically the same as it is from New York or Philadelphia. Thus it will be seen that the grain shipped from Montreal can be laid down in Europe at 3c. a bush. less than it can when shipped through United States ports.

"The remedy lies with the railway companies. The present basis of 5c. per bush. on grain at and east of Buffalo is prohibi-



## Come in with the rising tide.

The fad foods are on the decline. They are dying hard, but die they must. The public will have none of them. Common sense and proper thought on the nutritive elements in oats are bringing this about. The public want

### Tillson's <sup>Pan-</sup>Dried Oats

A food, not a fad.

The merchants who come in with this rising tide of popular favor will win sure profit. Send in your order for Tillson's Oats and come in with the rising tide.

THE TILLSON COMPANY, Limited,  
Tillsonburg, Ont.

TELEPHONE { MAIN 1257  
4675

## Wm. McCann Milling Co.

MILLERS  
AND GRAIN DEALERS

192 King St. East, - Toronto.

...tive and farcical. But a few years ago railways were glad to handle this business at 2½c. a bush, and when they got 3c. they thought they were making big money. The all-rail rate on grain for export from the Mississippi River to the seaboard is 16c. per 100. It is but a little while since an export rate of 10c. and 12c. was in operation, and the Atlantic seaboard had a fighting chance for business from west of the Mississippi.

"How long is this state of affairs to continue? The merchants doing business from the north Atlantic ports have worked for a number of years to build up the commerce of their respective ports and to sustain the ocean steamship lines, which are now running at considerable loss. Quite a number of steamers have been taken off, and unless something is speedily done to compete with those Montreal shipments there will be but few steamers running from the north Atlantic ports of the United States. Some of the lines will have to go out of business entirely."

## John MacKay

Limited

Successors to John MacKay, deceased  
ESTABLISHED 1854.

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

## Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

## Want Ads.

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

MacLEAN PUBLISHING CO., Limited  
Montreal and Toronto

## FLOUR

## FEED

## CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,  
Manitoba Blends,  
Pure Manitoba.

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

"Matchless" Feed.

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

**The Invention of Bread.**

THE discovery in Egypt of a loaf of bread 4,000 years old or older, a part of which was well enough preserved to make it possible to identify barley as the grain of which it was made, recalls the fact that one of the most remarkable of all inventions is so old that we have not only no account of it, but nothing pointing to it, and so common to-day that we rarely think of it as an invention or a wonder—it is bread.

There have been found in Egypt pictures and inscriptions that carry the history of bread-making very far back, and show us some of the early processes. Yet what they show us is unmistakably bread, and the invention of the process lies far back of that. We can learn from the monuments and records from Egypt, what we might have suspected—that grain was broken by pounding before the art of grinding was invented, and that food was warmed and perhaps cooked with hot stones before ovens were known. But a loaf of bread made from grain pounded to pieces and baked between hot stones is just as much bread as the loaf upon our breakfast table, and the circumstances or process of the invention of the art of making it is still a mystery.

Primitive man spent most of his time as the wild animal does—in seeking food. That grain grew wild and that our hungry ancestors chewed the kernels, as they probably chewed at one time or another almost everything that their teeth could deal with, can easily be imagined. But at what time it occurred to man to make bread, to bake the kernels, mix the resulting meal with water, and apply heat to it, we do not know and can never find out, for man did this so early that it was too old and familiar a story to be recorded when he learned how to make records.

Man ate the flesh of animals for a long period before he found it better cooked than raw, and there is undoubtedly a good deal of history in Charles Lamb's humorous account of the discovery of roast pig. The benefit of cooking was probably discovered accidentally. The step from raw to cooked meat is too long to have been taken by primitive man as the result of reflection or experiment. If man's first taste of roast meat came from animals in a burning forest, it would not have been unnatural for him to try heat on grain. The breaking of the kernels would easily have suggested itself as a relief to his teeth, and mixing the coarse meal with water would have readily occurred to him as a means of making the meal stick together, without which any process of bak-

ing or roasting would have been most inconvenient of application. But, unless the cooking of food were discovered accidentally, it was a greater advance on the pre-existing state of knowledge than the most remarkable of the inventions that have distinguished the nineteenth century.—The Practical Confectioner and Baker (London).

**Old World Bread Superstitions.**

Food is not lightly regarded by the poor of foreign lands who know what it is to feel the gnawing pangs of hunger and who would regard the waste that goes on in the home of the average American workman as nothing less than a mortal sin. Since bread forms the principal part of the diet in many old-world countries, it is naturally held in high esteem.

Nothing can be more beautiful than the act of the Breton peasant who, before cutting his loaf, makes the sign of the cross on it. If he stopped there, expressing his thankfulness for food, that would be well; but superstition carries him much further. If a child is born to him, a crumb of that bread, especially if it be rye bread, is put into the infant's sleeve, and then the chances of the baby's having the colic are diminished. If a cow shows signs of sickness, or a horse is lame, a crumb of the bread is supposed to benefit the animal.

In Bavaria, when you go into the woods, especially that portion infested by spirits, only put a crust of bread in your mouth and no ghost, spirit or witch can trouble you. Many retain an idea of the peculiar sanctity of bread. For instance, it is all right to leave a bit of meat on your plate, but it is wicked to leave a piece of bread. Very good fathers and mothers inculcate that idea, and little children believe then that there is something particularly sacred about bread which a potato does not possess.

**Stone Flour and its "Nutty Flavor."**

THE milling public at large, says The American Miller, has imagined that the celebrated case of Stones versus Rolls had been fought out in the lower courts, argued on appeal and decided by the supreme court of public opinion. But occasionally someone tries to get the case reopened. Such is the fact now in Australia, where a miller has taken the platform against roller flour. The rolls crush the life out of the flour and the flour crushes the life out of the people, he says; and he draws a picture of dyspeptic and toothless eaters of roller-made flour moving in an

ever-increasing procession towards lunatic asylums. And all because the wheat is crushed by metal instead of being ground by stone.

There are not many millers or others who talk in such a strain, but there are plenty who insist that the old-time "nutty flavor" deserted flour when rolls were introduced in the mill. There may be reason in this, in the exclusion of the germ, which is a distinct element of the wheat. But a British baker has gone further, and insists that the old-time flavor was produced by the dirt and trash ground up with the wheat in the old-time mills. He made a collection of 14 different kinds of impurities from a modern roller mill that would have been ground up in the old-time British mills in the proportion of 15 lb. of trash to every 280 lb. of flour.

So, maybe it was dirt and not germ that gave the "nutty flavor." But how is it that roller-made flour from macaroni wheat has this same flavor? Where was the flavor located, anyhow? In the dirt, the germ, or in the wheat?

**Cereal Notes.**

E. V. Tillson, of Tillsonburg, paid THE GROCER a visit last week.

Over 2,432,000 bushels of grain have passed through the Meaford elevator so far this year.

The Moose Mountain Star predicts a yield of 30 bushels to the acre in that district of Manitoba.

Spehcer Bros., bakers and confectioners, St. Thomas, Ont., are about to enter on the wholesale bakery business.

Another big milling firm to adopt the wire hoop for flour barrels is the Pillsbury-Washburn Co. The saving is said to be ½c. to 1c. per barrel.

One of the largest health food concerns in Battle Creek, Mich., purpose building a large factory in Canada early in the coming year.

Manitoba's first wheat shipment was made about 26 years ago. It was then considered a large shipment—some 500 bushels. To-day 42,000 farmers produce from 120,000,000 to 150,000,000 bushels of grain.

It has transpired that one of the leading Manitoba milling concerns have advanced their prices 15c. per barrel, making the price \$4.65 for patent and \$4.35 for second patent. The advance is made on account of the prices now being paid to the Manitoba farmers for their wheat.

## RELIANCE

can be placed in our brown and manilla wrapping papers. They are full weight and strong, durable papers. Full count to every ream.

MADE IN CANADA.

CANADA PAPER CO., Limited  
TORONTO and MONTREAL

BUY

## Star Brand

## COTTON CLOTHES LINES

- AND -

## COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

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.  
Dorchester, Mass.

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

## 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.

SAMUEL ROGERS, President.

## Beware of Imitations.

**VINEGARS**—We have established a reputation in this line that we want to maintain, and are only handling the best quality obtainable, which we can guarantee to give satisfaction or money refunded. You will find our price interesting.

**SPICES**—We have a large and complete assortment of the different kinds and qualities, and have prepared for a heavy season's business in this line. Price and quality guaranteed.

**JAPAN TEA**—New crop, good style and cup quality, in half-chests of 80 pounds, at 19 cts., good value at 22 cts. Write for sample. We have particularly good values in Ceylon and Indian Teas in chests, at 15½ to 16½ cts. per pound.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

## If Your Oil Man

should quote you a confidential price of two cents below the market, he would be pretty sure to get your order because

**YOU ARE IN BUSINESS FOR PROFIT**

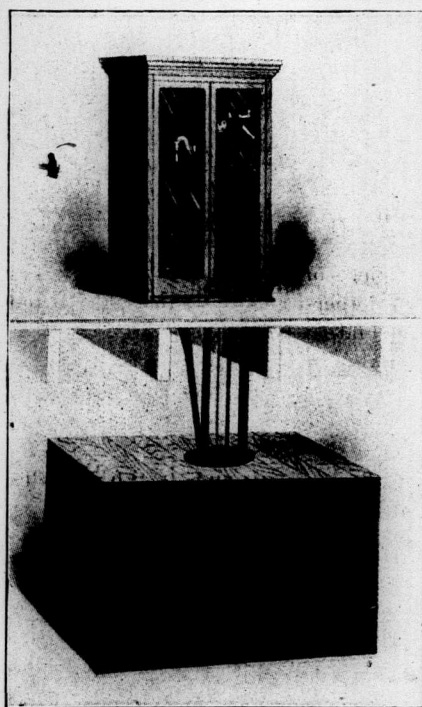
and that two cents per gallon means profit. Yet you hesitate to equip your store with a

**BOWSER**  
THREE MEASURE  
SELF MEASURING  
OIL TANK

which as surely means a saving greater than two cents on each and every gallon of oil you handle. It prevents loss from leakage and evaporation; it saves the oil you now lose from sloppy measures; it saves loss from pilfering while you are gone to the cellar after oil; it saves other goods from contamination from kerosene; it saves your time; it saves your back; it saves your labor, and muss, and dirt. All this it saves and more.

**S. F. BOWSER & CO.**

FORT WAYNE, INDIANA,  
65 Front St. E, TORONTO.



**OUR GLASS PANEL CELLAR CABINET.**

is a Beauty and as Good as it is Handsome.

**PUMP** FULL NICKEL OR  
BLACK ENAMEL  
GRAINED OR  
ANTIQUOAK **CABINET**

Is This What You Have Been Waiting For,  
ASK FOR CATALOGUE "B"—IT'S FREE.



Business Changes

ONTARIO.

THE assets of the grocery business of Jos. Charland, Ottawa, were sold on September 11.

Mary Lafond, grocer, Copper Cliff, has assigned to C. V. Price.

D. R. Owen, general merchant, Fernhill, has sold out.

E. A. Runians, grocer, Kingston, has sold out to F. W. Vanluven, Battersea.

J. G. Finch, general merchant, Manda min, has sold out to Ewart & Barnes.

The bailiff is in possession of the grocery business of J. B. Filiatrault, Ottawa.

Roome & Cole, general merchants, West Lorne, have sold out to T. F. Robinson.

J. O. Cameron, general merchant, Michipicoten River, has assigned to J. M. Begg.

Geo. Laing, general merchant, Richmond, has admitted his son into partnership.

Kerr Bros., general merchants, Farran's Point, are opening a branch at Aultsville.

M. H. Cook, general merchant, Waterford, has been succeeded by Sanderson Bros.

McAllister & Halliday, grocers, Ottawa, have dissolved partnership. D. Halliday continues.

QUEBEC.

N. Belanger, general merchant, Plessisville, has assigned.

Rattelade & Roy, grocers, Montreal, have dissolved partnership.

J. M. Couillard, general merchant, Ste. Martine, has sold his stock.

The assets of the grocery business of J. D. Pilon, Montreal, have been sold.

The assets of the grocery business of Henri Dessaint, Montreal, are to be sold.

The assets of the general business of J. W. Marchand, Beauharnois, are to be sold.

The assets of the grocery business of J. P. Galibois, Quebec, were sold on September 11.

L. Gauthier, general merchant, Grand Baie, is offering to compromise at 55c. on the dollar.

H. Breton, grocer and liquor dealer, Quebec, is offering to compromise at 20c. on the dollar.

The assets of the general business of W. McColme, New Richmond, were sold on September 15.

The assets of the general business of

J. L. Aubert, Thetford Mines, were sold on September 18.

A. Lepage, general merchant, Rimouski, has assigned and V. E. Paradis is pro-guardian. There will be a meeting of the creditors on September 19.

NOVA SCOTIA.

P. H. Ross, grocer, Lunenburg, has assigned.

H. B. Farnsworth, general merchant, Auburn, has assigned.

J. A. Doyle has given a certificate for Mary F. Doyle to carry on a grocery business under the style of A. L. Doyle & Co.

BRITISH COLUMBIA.

C. W. Ford, grocer, Vancouver, has sold out to Clark & Rogerson.

C. J. Moore & Co., general merchants, Cumberland, are opening a branch at Comox.

A. Des Brisay, grocer, Vancouver, has sold the Mt. Pleasant branch of his business to H. O. Lee.

W. J. MacDonald, general merchant, Whitewater, has removed to Sandon. The style now is MacDonald & McPhee.

J. A. Gillis, general merchant, Morrissey, has been succeeded by Gillis & Richardson, and the stand has been removed to Morrissey Mines.

MANITOBA AND N.W.T.

P. J. McDermott, general merchant, Minnedosa, is opening a branch at Clan William.

Smith & McKim, general merchants, Blackfalds, have been succeeded by Smith & Gurley.

W. G. McLaren, general merchant, Souris, is advertising his Elgin branch business for sale.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER,  
365 Richmond street,  
London, Ont., Sept. 14, 1913.

THERE is much commotion this week in all branches of the grocery trade in this city, incident to the Western Fair. Travellers have as usual gone out on their regular trips for a few days in the beginning of the week, but will all return home early. Unlike the other wholesale branches of trade, but few purchases are made in the wholesale grocery warehouses by outside merchants visiting the Fair, on account of the frequency with which calls are made by travellers on their respective routes. It is, however, expected that many will visit the houses with whom they deal regularly, but more from courtesy than with the intention of buying goods.

Last Saturday's market was a Western Fair market in every respect. Citizens—ladies predominating—were abroad at an early hour in search of the best the market afforded, and from the endless variety of products on sale it is fair to conclude that they accomplished their object, and that the prices demanded suited in every case the length of the purse carried.

Such a plentiful supply of apples, plums, pears, peaches, etc., has not been reported for many a day. Roots and vegetables were also plentifully supplied, and large sales were effected, presumably in view of the Fair week.

The advance in dairy products was well maintained, and both butter and eggs sold quick— at 2c. higher all round than a week ago. Poultry was largely supplied, and a brisk trade was done. Dressed chickens sold at 50 to 75c. per pair; ducks 70 to 90c. per pair. A few turkeys were offered but the prices demanded were too high for the average housekeeper.

\* \* \*

Grain is not so plentifully supplied as has been anticipated, and an increase in the price paid for oats may be noted over that of last week. The prices current for grains at this writing are as under: Wheat, 72 to 75c. per bushel; oats, 28½ to 31¼c.; corn, 60 to 65c.; peas, 84 to 90c.; buckwheat, 51 to 55c.; barley, 38½ to 43c.; rye, 53 to 56c.

\* \* \*

Bank clearings for the past week at the London Clearing House were \$795,519.

\* \* \*

Mr. Arthur Brener, cigar manufacturer, who has been ill with typhoid fever the past two or three weeks, is now rapidly convalescing.

\* \* \*

Mr. Cole, of this city, has taken possession of the oil property and woodyard purchased from Alex. Ewing, of Petrolia. Mr. Cole has also purchased the oil property west of Marthaville, for years owned by Samuel Stokes.

W.H.L.

PERSONAL MENTION.

Mr. John Sealy, St. John, N.B., has just shipped a car of fish to Vancouver.

Mr. J. A. Tilton, St. John, N.B., has just returned from a successful business trip to Newfoundland.

Mr. Charles Snow, Kagawong, was in Toronto at the Exhibition last week and favored "The Grocer" with a call.

Mr. Estin Williams, late of McWilliam & Everist, wholesale commission men, Toronto, left this week for Manitoba and the N.W.T. with a consignment of fruit. Mr. Williams will engage in business on his own account.

# CORKS                      CORKS

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

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

Telephone Bell Main 65.  
" Merchants 522.

Telephone orders receive prompt attention.

## THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

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

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

WM. ROSS, Manager.



In the Constellation of Brushes and Brooms there is no brighter Star in all the Firmament than that which characterizes the name "**BOECKH.**"

## ★BOECKH★ Brushes and Brooms



are the goods sought for by all enterprising dealers because they invariably give satisfaction to the purchaser, sell at right price and carry a right margin of profit.

AS BOECKH'S BRUSHES AND BROOMS ARE THE  
STANDARD OF MERIT, WHY STOCK OTHERS?

## UNITED FACTORIES, Limited,

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

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

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### A \$50 Investment.

**T**HE GROCER is sincerely interested in the tradesman's prosperity, and is glad to be able to suggest from time to time means by which grocers can increase their sales and profits. There is such a thing as increasing sales without increasing profits, and many a firm in its efforts to swell the yearly turnover has overlooked the question of margins, to find some black day that expansion is not always growth, and that a heavy turnover is not always accompanied by a corresponding increase in profits. When the year's balance is struck off the profit and loss account may prove a sad revelation.

There are possibilities, however, of larger sales with satisfactory profits without additional working expense, with comparatively small outlay. Every grocer has time to sell a little more. It then becomes a question as to what lines to push or to make prominent. In this connection we have to suggest that those grocers who have not already done so add a cigar department to their other activities—perhaps not a department exactly, say only a small stock, four or five or a dozen lines, tastefully and effectively displayed in a glass case. The cost for a very small stock of cigars need not exceed \$15 to \$25. A glass case can be had for another \$10 or \$15, making the initial investment ranging from \$25 to \$50. When the revenue from such a small investment is reckoned it will be found that the cigar department pays most gratifyingly.

Cigar selling consumes the minimum of time. "Give me a cigar, please," and in 60 seconds the transaction is completed. There is still another aspect worth noting: Grocery stores are women's stores; men drop in rarely to transact business. This is one of the unfortunate things in the grocery trade, for men are good buyers of many things if they can be interested at all. How often does the wife say to the husband, "You buy so much when you go shopping?" To attract the men is business wisdom.

The whole question can be stated in a few words: Cigar smoking is increasing. Cigars are sold by tobacconists, druggists, fruiterers and others. Then why should not the grocer sell cigars and make the

profit that he is, by his lack of interest, lack of business brightness, permitting to be enjoyed by his business competitor?

### Saints and Diplomacy.

For a number of years I ran a tobacco plantation in the Island of Cuba, remarked a middle-aged gentleman to a number of friends recently, and at the very outset met with the same difficulty every other manager has had for the last two hundred years. About three times a week was saints' day for all hands, and they'd knock off work to hang around the villages. It did no good to coax or threaten. I simply had to take it out in cussing them. When I first took hold I was waited upon by a priest, who wanted to know what sum I would pay over to him monthly for the benefit of the souls of my people. He had the flock in charge, and it was customary at all plantations to pay a regular stipend; but when the men began to keep saints' days I went to the priest and complained of the interruption.

"Senor, it is the custom and cannot be changed," he replied. "If my people did not respect the saints what would become of their souls?"

I said no more, but when the second monthly pay day came around I was better

prepared for the occasion. The priest was on hand for his stipend, as was every hand for his wages, but I gave it out that no one would be paid. Great excitement followed, and pretty soon the priest came to the office to ask why the money was withheld.

"It is St. John's day and I am not working," I replied. "I also have saints to look out for, as I forgot to tell you."

"But you will pay to-morrow?"

"Tomorrow is St. Thomas' day."

"And the day after?"

"Is St. David's day."

All leading Wholesale Grocers  
handle

# SWEET CAPORAL CIGARETTES.

## The AMERICAN TOBACCO CO.

OF CANADA, Limited.

### POPULARITY

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

# "BOBS"

## CHEWING TOBACCO

In 5 and 10c. Plugs.

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

**BOBS** is well advertised.

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

**BOBS** is A BIG PLUG FOR  
LITTLE MONEY

Made by

### THE EMPIRE TOBACCO CO., LIMITED

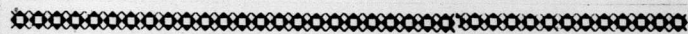
MONTREAL, QUE.

# Write This On a Post Card.

"Send me one thousand of your Cigars (200 ten-centers and 800 five-centers) the latter varying in price from \$25 to \$35."

Write also on the postal the colors you want—light, dark or medium. I will send the Cigars right along on trial and even after you pay for them (if you decide to keep them) you may send them back at any time within six months and get your money. *I take all the risk!*

J. BRUCE PAYNE, LIMITED,  
Granby, Que.



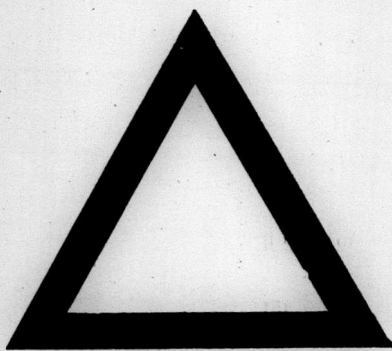
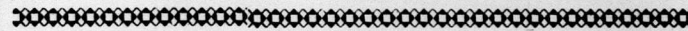
**Y** Stands for Years of study and brains, to build up a business that's worth all the pains.  
The business that the sterling "Always the same" qualities of

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

has brought us, grows every day.

**BRENER BROS.**

Cigar Mfrs., LONDON, ONT.



## 10c. Size of T. & B.

met with instant favor. T. & B. quality never varies. The T. & B. user never changes to another make. T. & B. 10c. size has a sure place in every complete tobacco stock. A first place too.

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



OUR "CORONATION."

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

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

**Dominion Show Case Co.**

53 Richmond St. East, TORONTO.

## Queen's Navy

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

**ERIE TOBACCO CO.,**

Limited

WINDSOR, ONTARIO

This space belongs to  
**T. J. Horrocks,**  
TORONTO

Known in connection with the

# RONTO

CIGAR

and as the only wholesale tobacconist in Canada outside the trust. Back him up.

## The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

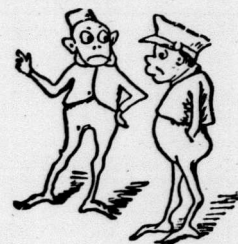
**J. M. FORTIER, Limited,**  
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

# "I tell you, old man,

"that the most satisfactory Tobaccos I use are  
" **McAlpin's.** Can't say just how they differ from others,  
" but I know they are different."



Your customers talk in this fashion after using our tobacco.

Then, too, there is the question of profit.

### CHEWING

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

UNION MADE.

### SMOKING

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

UNION MADE.

**The McAlpin Consumers  
Tobacco Co., Toronto**

LIMITED.

## TOBACCOS AND CIGARS

The  
Canadian Grocer

He looked blank for a minute, and then said:

"Senor, there seem to be more saints than money. Can't we spare a few of the former?"

Half an hour later I had knocked out all the saints in my calendar, and he had let go so many of his that they came in only on Sundays, and after that we had no further trouble and the plantation made money.

### Sale of Tobacco on a Sunday in Scotland.

The sale of tobacco was permitted on Sunday in bygone times in Scotland. It was regarded as a necessity, and is referred to in the parochial record of Alyth for 1675 as follows: "This day the merchants of Alyth, being chairged, were called and compeired and promised not to sell any wares to any person upon the Sabbath, between or after sermons, except it be upon necessitie, and that to any sick person, nor to sell unnecessary things, as they did formerlie, upon the Sabbath, except the neidfull tobacco or bread."

### Queens Who Smoke.

The Empress Elizabeth, of Austria, who was assassinated near Geneva, used to smoke 30 to 40 cigarettes daily, either Turkish or Russian, and used also to indulge occasionally in small Italian cigars.

The Czarina smokes cigarettes now and then, and on her desk there are always a couple of golden and engraved cigarette cases, a silver ash tray and a malachite match holder.

The Queen of Italy seldom smokes, but the mother of the King of Spain consumes a large number of Egyptian cigarettes every day.

Former Queen Natalie, of Servia, owns a magnificently jewelled smoking outfit, and is very partial to the habit.

The Queen of Roumania, Carmen Sylva, also owns a large number of gold and silver cigarette cases, but she does not much like the aroma of tobacco.

The Queen of Portugal, on the other hand, is an ardent lover of the weed. She prefers a special brand of German tobacco, which is sent to her especially from Dresden. Her mother, the Countess of Paris, occasionally indulges in an Havana cigarette or two.

At the English court the ladies are strictly prohibited from smoking by Queen Alexandra, who will not allow smoking in her presence. Many fair members of the English aristocracy are far from pleased thereat, because among them are many confirmed smokers.

### She Wins.

The plug and cigar with the long cut and snuff

Were arguing as to their merits;  
Till crazed by the noise I spoke sharply enough

To silence their turbulent spirits.

I said, "Now, if you  
Would kindly subdue

Your voices and each tell his tale,  
I might be enabled to tell who is who  
And place you according to scale."

The snuff was first speaker, and strongly laid stress

On the fact that queen, bishop and knight

Who shunned all tobaccos in different dress,

Had used it with royal delight

The plug was the next.

And on the same text

Showed that sailors and soldiers in blue

Would rather relinquish their brandy and smoke

Than give up their regular chew.

"Just picture a German, his pipe in his mouth!"

The long cut began with a frown.

"If I don't give pleasure, no more will I shout

But go way back and sit down."

"You know you all quit

Whenever I'm lit

The moment a gentleman chooses,"

The cigar thus replied, "For you see I am IT,

And so every one of you loses."

But over the uproar a sound we all heard,

The swish of a woman's apparel;

And every debater his answer deferred,

Which of course put an end to the quarrel;

A sprite stood beside us

Whose loveliness tied us,

And held us spell bound in her presence.

She spoke, and her pleading with music so plied us,

We vowed her of wisdom the essence.

"Desist," she remarked, with a smile like an elf;

"You talk, but know not what you mean.

When men ask for you, it is really myself—

The lady, the fair Nicotine.

For I am the sprite

Who confers the delight

Tobacco affords in its place;

My breath is the balm and my soul is the calm,

The Gods' kindest gift to the race."

—U.S. Tobacco Journal.

### London Gossip.

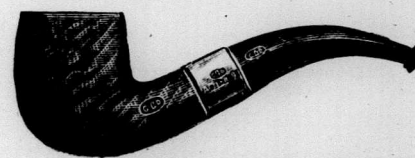
This week is expected to be a very busy one in cigar manufacturing circles, as the trade make a point of visiting the Western Fair regularly each year. All the manufacturers extend a hearty welcome to dealers whether in the hotel, tobacco or grocery trade, and their best endeavors will be used to make their visit pleasant.

Arthur Brener, of Brener Bros., is confined to his room with typhoid fever. The critical stage, however, has been success-

# Pipes



The Largest Pipe House in  
Canada



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

fully passed and he is now rapidly convalescing. O. E. and O. R. Brener, who are at present in Dawson City, leave that place the end of the present month for London.

In the parade on Labor Day, which was held notwithstanding the steady downpour of rain, the cigarmakers union made a very attractive turn out, with their white caps and aprons, and were awarded a prize.

The Mutual Benefit Cigar Company, of this city, will have a very attractive exhibit at the coming fair.

### Tobacco Notes.

T. J. Horrocks, the Toronto wholesale tobacconist, says that every visitor at his warehouse during the Exhibition referred to the growing demand for the Ronto cigar.

The pipe importations of The W. H. Steele Co., Scott street, Toronto, are well worthy of the attention of our friends in the grocery trade who handle this class of goods.

The sales of "Queen's Navy" cut plug smoking tobacco, manufactured by the Erie Tobacco Company, Windsor, has increased so much of late that the factory has all it can attend to in supplying the demand.

A representative of THE CANADIAN GROCER paid a visit on Tuesday last to the home of the "Bachelor" and "Humber" cigars, Toronto. A. Wilson & Co. have recently made some extensive alterations and additions to their premises, and even with the recent improvements find they are unable to cope with their increased business. With the new additions the factory now extends to Wellington street, and has every advantage as to light and ventilation. The cleanliness and order prevailing in the factory is very noticeable and reflects great credit on Mr. Lotz, the foreman, who has now nearly 100 cigarmakers under his control.

FAILURE OF THE FRENCH SARDINE CATCH.

From U.S. Consul Ridgely, Nantes, France.

I HAVE to report another very bad year for the French sardine industry, of which Nantes is the centre of trade. Last year great misery was entailed upon the fishermen of Brittany and great loss to the packers and exporters by the almost complete failure of the sardine catch, and it has been feared up to the present date that this year would be as bad, if not worse, than 1902. Recently, however, sardines have begun to appear in small quantities off the western coast, and it is now hoped that the catch may improve, but it is almost certain that this will not exceed 25 per cent. of a good, average season. Two reasons are ascribed for the failure of the famous little fish to appear in their usual plentitude. First of these is the excessively cold Spring and Summer; the second is the scarcity and high price of the codfish roe (la rogue), which the fishermen use for bait in attracting and holding the sardines on the fishing grounds. The situation in this respect is quite the same as last year, and much discouragement has been felt in consequence among the thousands of fishermen and packers who exploit the industry. It is also reported here that this year the Portuguese and Spanish sardine catch has been below the normal.

Last year the French catch was less than 20 per cent. of the average, and up to the present date the catch of 1903 has been even worse than that of last year; but, as above stated, the fish are at present beginning to make their appearance and, although the season is too far advanced to hope for anything like an average catch, it is believed that better results will be realized than were at first anticipated.

Sardine fishing is conducted all along the western coast from Brest to La Rochelle, and the best season is generally from about July 1 to September 1. Thousands of fishermen devote all their energies to the work of netting the famous and toothsome little fish, which in this part of the Bay of Biscay are considered of better quality than elsewhere in the Atlantic or Mediterranean, and many great packing factories along the coast buy the daily catch and prepare it for immediate packing in oil. The sardines of the Nantes district, including Brest and Lorient, are famous and are particularly popular in the United States.

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 years ended June 30, 1902 and 1903, they reached the following declared value:

| From—                 | 1902.       | 1903.     |
|-----------------------|-------------|-----------|
| Bordeaux.....         | \$603,326   | \$411,768 |
| Nantes and agencies.. | 611,338     | 341,303   |
| Total.....            | \$1,214,664 | \$753,071 |

SPANISH SARDINES IN FRANCE.

In considering the above figures it should be remembered that of the exports for 1903 about 30 per cent. came out of the surplus stocks of the catch 1901-2. This year, unfortunately, there are no surplus stocks, and, consequently, the great exporting houses are virtually unable to fill any very considerable orders for French sardines at all. In this emergency some of the houses are supplying their French buyers with Spanish sardines, and it is now estimated that fully 200,000 cases of the Spanish product will enter France this year. The total average annual French consumption of sardines is from 600,000 to 700,000 cases, each case containing either 100 quarter boxes or 50 half boxes. The total annual exportation is about 600,000 cases.

Spanish sardines are not exported in any considerable quantities to the United States for the reason that they are very much larger than the American taste demands. For example, in the Spanish quarter box there are only five or six sardines, while the so-called standard American quarter box must contain from 12 to 18. Spanish sardines, while not equaling the French, are considered here much better than the Portuguese article.

PRICES.

Sardine packers claim that in order to do business on a profitable basis they must buy their sardines from the fishermen at from 10 to 15 francs (\$1.93 to \$2.89) per 1,000, meaning thereby a fish of average size which counts from 10 to 12 in a quarter box. This indeed was the average price for many years. Last year, however, owing to the failure of the catch and the high price of bait, the price paid to the fishermen was from 30 to 35 francs (\$5.79 to \$6.75) per 1,000, and this year from 40 to 50 francs (\$7.72 to \$9.65). As a consequence the price of French sardines to the consumer has nearly doubled. The best-known brands of choice sardines which two years ago sold currently at from 30 to 35 francs (\$5.79 to \$6.75) per case are now quoted at from 60 to 70 francs (\$11.58 to \$13.51). The following are the prices at which Spanish sardines are quoted in this market: For cases of 100 quarter boxes, each box containing from five to six sardines, 26 francs (\$5) per case; for cases of 100 quarter boxes, each box containing from seven to eight sardines, 28 francs

(\$5.39) per case; for cases of 50 half boxes, each box containing from 10 to 12 sardines, 37 francs (\$7.14) per case.

AMERICAN SARDINES.

While up to this moment France has furnished the United States with choice sardines, there is no reason why, under existing circumstances, cheap American sardines should not find a market in France, provided, of course, they are of as good a quality at least as the Spanish product and a little cheaper in price at the outset. The duty on sardines is 30 francs (\$5.80) per 100 kilograms (220 pounds).

EDUCATING AN OYSTER.

"A school for oysters," said a Philadelphia dealer in fish, "is an institution that you would swear could not exist, for oysters are notorious for their stupidity. It is, however, a fact that there are many oyster schools. An oyster's intelligence is limited, but still it has intelligence. Years ago certain wise fish dealers discovered that if you take an oyster suddenly from its subaqueous bed it opens its shell, whereupon the life-giving water inside it all escapes, and the oyster dies. But if you expose an oyster to the air gradually, lifting it out of the water for a few minutes, and then returning it again, it gradually learns that to keep its shell closed when out of the water is the best thing for its health. These investigators found that they could take two oysters, one trained and one untrained, and the trained oyster, keeping its shell closed while out of the water, would live a long time, while the untrained one, opening its shell, would die in a few hours. Therefore training schools for oysters were established. The schools are in appearance nothing more than reservoirs full of water. Oysters are put in them, and the water is drained off and then returned again. It is kept off for a few minutes at first, then for ten minutes, then for half an hour, and so on. Oysters in these schools learn that they will live longest and keep healthiest out of water if they hold their shells tight shut. As soon as they learn this they are graduated, and go out into the world." —Fishing Gazette.

Mandarin tea sells in China for \$10 to \$15 a pound, and is rarely exported from China.

The Regal Packing Co., with branches at Annapolis and Kentville, N.S., and Ingersoll and Leamington, Ont., have purchased the fair grounds at Port Perry, and are converting the buildings into an evaporating plant.

# Flett's

**Pickle Popularity.**

It means a lot to sell a brand of pickles that will become popular sellers.

Dealers who exercise pickle wisdom will buy

**Flett's Pickles**

the pickles of high quality.

**ROSE & LAFLAMME**  
Agents, MONTREAL.

MMS



Did it ever

occur to you that if you are "out of"

**PATERSON'S  
CAMP COFFEE  
ESSENCE**

when it is asked for you may lose a good customer?

ROSE & LAFLAMME, Agents,  
MONTREAL.

## BRAND'S ESSENCE OF BEEF FOR INVALIDS

(Established over half a century.)

Prescribed by all the leading physicians, and sold throughout the world.

For terms and descriptive advertising matter apply to our agent—

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

SOLE MANUFACTURERS,

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

I. S. WOTHERSPOON

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

# Grimble's



# Vinegar

has gone astray.

—Drop another card and  
—your sample will come.

**Brewery: LONDON, England.**

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



## THE CANADIAN GROCER

### FANCY GROCERIES.

FORMERLY fancy groceries, so-called, could only be indulged in by the wealthy, because of the cost, says a writer in *The New York Commercial*. The same objections to general distribution hold good now, but many varieties formerly classed as fancy are now considered staples, a little more expensive than some of the older staples, but otherwise selling in a regular way, substantially the same as all groceries.

A considerable proportion of fancy groceries are imported. American manufacturers turn out some remarkable goods, but it must be admitted that they are not so practical in the art of palate tickling as the French, Spanish and Germans.

Some of the new imported fancy groceries, which are selling more and more freely, are fresh figs, pineapples and cherries in maraschino, creme de menthe and creme de rose. The nuts used are chiefly walnuts, filberts and almonds.

The fancy grocery habit is not difficult to acquire, and once it is fastened on a customer the more likely he will be to buy liberally of other articles. But even if a customer gives only his special trade, it would be profitable, because it is a department of the business in which it is possible to obtain good prices.

A wholesaler in talking of the subject said the growth of the fancy grocery business had been one of the phenomenal increases in trade during the past few years.

"Formerly," he said, "it was scarcely possible to sell the average customer any fancy groceries. Now some sort of attractively packed preserves, jellies or pickles will appeal to almost any one. The result is a steadily increasing business in these goods and a corresponding increase in profits."

"Prices range from a few cents to many dollars. The number of products offered increases almost weekly and as the excellence of different combinations of food products becomes better understood we shall have more and more of these goods on our shelves."

"Jobbers were formerly shy of taking them. Now they are anxious to have them, and if you look carefully at any jobber's stock you will find it made up largely of fancy groceries. Some houses handle nothing else, but they appeal to a rapidly increasing number of consumers."

"By all means retailers should keep more or less fancy groceries in stock. But in common with wholesalers merely carrying in stock and never referring to them will not sell them. The average consumer of groceries doesn't know much about such things, and probably would buy if the attractiveness of the goods were called to his attention. Suggestion, when introducing new goods, is essential, and frequently if an article is taken down

and shown to a customer a sale will be made, often out of mere curiosity. This is the retailer's part and it only becomes necessary to do something like this to arouse an interest in other varieties.

"I wouldn't advocate any considerable stock. It is better to buy often than to have goods in the store impossible of sale and a counter heavily stocked with fancy groceries creates a wrong impression sometimes."

### SUGAR INDUSTRY OF AUSTRIA-HUNGARY

THE U.S. Department of Commerce in a recent bulletin gives the following interesting summary of the beet sugar industry in Austria-Hungary. The need of the Brussels Convention is made painfully apparent in the facts thus brought to light:

#### EFFECTS OF OVERPRODUCTION.

In the year 1901 there was an excessive large crop of beets and an unusually large amount of unsold sugar on hand, prior to which time an overproduction of sugar seems to have taken place throughout the world, resulting in the unprecedented decline in price to 18 crowns per 100 kilograms (\$3.62 per 220 pounds) f.o.b. Aussig, which is the principal shipping point of Bohemia by water transportation. The price further receded until it reached the quotation of 16.10 crowns per 100 kilograms (\$3.33 per 220 pounds). Sugar factories, therefore, showed correspondingly bad results generally, and only those favored with exceptional yields or reduced working expenses escaped very heavy losses. The low prices of 1902 had however, the beneficial effect of reducing the area of beet planting about 10 per cent.

#### DISCRIMINATION IN FAVOR OF FOREIGN BUYERS.

England is the largest buyer of Austrian sugar, and in consequence of the Austrian Government export bounty of 1.60 crowns per 100 kilograms (93c. per 220 pounds) to refiners and exporters and the Government tax, together with the local consumers' tax, amounting to 38 crowns per 100 kilograms (\$7.71 per 220 pounds), Austrian sugar is sold in England at less than half the price it is sold to consumers in this country, where it is grown and manufactured, as shown as follows, per cwt. (112 pounds): Present price f.o.b. Hamburg, 9s. 6d. (\$2.31); freight and insurance to England, 6d. (12c.); English import duty, 4s. 2d. (\$1.01); total cost of 112 pounds delivered in England, 11s. 2d. (\$3.15). At the exchange rate of 24 crowns (\$1.87) per pound sterling this is equal to 33.50 crowns (\$6.71) per 100 kilograms (220 pounds), while the present selling price

of refined sugar in Austria, fixed by the cartel, is 84 crowns (\$17.05) per 100 kilograms (220 pounds), leaving the discrimination in favor of England against the home market 50.50 crowns (\$11.61).

#### AREA UNDER CULTIVATION.

The total area of sugar beet under cultivation in Austria-Hungary was stated in May as follows:

| District                    | 1901.     |         | 1902.     |         |
|-----------------------------|-----------|---------|-----------|---------|
|                             | Hectares. | Acres.  | Hectares. | Acres.  |
| Bohemia.....                | 150,900   | 372,723 | 113,030   | 279,184 |
| Other parts of Austria..... | 105,200   | 259,844 | 91,200    | 225,264 |
| Hungary and Bosnia.....     | 106,600   | 263,302 | 99,700    | 246,250 |
| Total.....                  | 362,700   | 895,869 | 303,930   | 750,707 |

The reduction of the area under cultivation would not have sufficed to bring about the change for the better, but fortunately this year's beet crop in both Bohemia and Germany fell far below the average, being in many places 40 per cent. below the preceding year.

#### CONSUMPTION AND PRODUCTION.

As the home consumption amounts to about one-third of the total beet production, the raw sugar factories receive from the refiners 3.50 crowns per 100 kilograms (71c. per 220 pounds) trust profit, which is of vital importance to them. The statistical figures for Austria-Hungary have been computed as follows:

| Description.           | 1901-2.   | 1902-3                |
|------------------------|-----------|-----------------------|
|                        | Tons.     | (estimated).<br>Tons. |
| Stock on August 1..... | 168,400   | 251,400               |
| Production.....        | 1,288,000 | 1,050,000             |
| Total.....             | 1,456,400 | 1,301,400             |
| Consumption.....       | 387,500   | 387,500               |
| Export.....            | 817,500   | 800,000               |
| Total.....             | 1,205,000 | 1,187,500             |
| Stock on August 1..... | 251,400   | 113,900               |

### NEW WHOLESALE FIRM FOR WINNIPEG.

Mr. John Coltart, grocer, of Winnipeg, has returned from an extended trip to the Old Country.

During his visit Mr. Coltart made large purchases of stocks for the wholesale business which, with Mr. Cameron, he will shortly open on Bannatyne avenue, Winnipeg, under the firm name of Coltart & Cameron.

### SUNDAY READING.

Chatting with an old subscriber on Saturday night last, just about closing time, a representative of *THE GROCER* inquired if he had read our Exhibition number?

"Well, no," replied O. S., as he drew the number from his pocket. "I am reserving that for to-morrow. You see, the only reading matter I ever peruse on Sunday are the Bible and *THE CANADIAN GROCER*."



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

## High-Grade COFFEES

Established 1845

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

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

Drink Hires Root Beer in the morning,  
Drink Hires Root Beer at night,  
Drink



### Hires'

#### Root Beer

the whole day long,  
And you will feel "all right."

Stock with **HIRES' Root Beer**. See that your travellers have it on their price list. It pays a **GOOD PROFIT**.

Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.

**W. P. DOWNEY,** SOLE AGENT FOR CANADA.  
26 St. Peter St., —Prices on Application— MONTREAL.

Setna & Co., "Chutneys"

INDIAN GUAVA JELLY, CURRY POWDER.

Martin & Freres' well-known brands of Shelled Almonds, as follows:  
**SQUIRREL, FOX AND TIGER.**

ASK TRAVELLERS FOR

"DOVE" BRAND COCOANUT.

FEATHER STRIP } —Finest on the market made with latest improv-  
SHREDDED } ed machinery by skilled workmen.

## TIP-TOP SOAP CHIPS

are outdistancing all rivals.

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

"Best in the World."

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

PURE ENGLISH

**MALT VINEGAR**

Delicate in Flavor and Aroma.  
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

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

# THE OFFICE

DEVOTED TO THE  
OFFICE STAFFS OF  
BUSINESS  
ESTABLISHMENTS

## ADVANTAGES OF LIMITED PARTNERSHIPS.

By GEORGE CLAFFERTON.

IT is a general theory of moral philosophers that business pursuits and the accumulation of money have a demoralizing effect upon those so engaged; that they have a tendency to confine effort within circumscribed limits; make men narrow; to engender selfishness, sordidness and greed, and retard intellectual and moral growth. In a restricted sense, there may be some truth in this theory, but, regarded from a broad standpoint, it may well be challenged. The theory is assumed to apply more forcibly to men engaged in the work of corporations. It may be assumed that men engaged in business individually or on boards of directors do not always stop to read the Sermon on the Mount before entering into business contracts, passing on credits, declaring dividends or making up wage schedules. Of course, it must be conceded that the only distinctive classes who uniformly square their lives and business affairs with the Golden Rule are preachers and lawyers. Sincerely, however, it must be said in fairness, that the standard of mentality and moral strength among business men was never so high as it is now in the industrial life of the American people. There never was a time when business men were broader, more generous than now; never a time when men had so much confidence in their fellow-men, and when that confidence was so fully justified.

In the United States Steel Corporation the method is in vogue which fixes a standard of measurement of mentality as accurate and relentless as the standard of physical measurement known as the "Bertillon" system, a milling process by which intellect, ability, industry and character rise to the top, a system which looks to the ranks of men employed for recruits to fill the prominent places in the work of that corporation.

To-day, character is regarded by some of the best economic writers as not only desirable and commendable in individual life, but as a positive factor in the production of wealth.

The work of corporations is done by individuals who carry into their work individual human qualities, good or bad. Men develop in individual or corporate life according to their nature.

The weak man becomes arrogant and over-bearing. A capable and generous man finds broad scope for his powers. The fool and the knave become more conspicuous.

The modern idea of a corporation as an aggregation of persons acting as one body, having perpetual succession, and the advantages accruing therefrom are traceable to the development of the principle of association. The primary purposes of the law of association being to increase and cheapen the products of human effort.

A distinguishing feature of a partnership association is its exemption from annual detailed reports of its business; many men, while they are perfectly willing to make statements for the purposes of taxation and for credit, and open

their books for inspection of stockholders, object to having a public record of the details of their business, and think it serves no useful purpose in a private corporation, although it might in corporations of a public or quasi public character.

The primary purposes of association and organization in business life when legitimately pursued, are to make products cheaper and more abundant, and this is the problem of civilization.

The practical utility of association in industrial affairs consists in its economic efficiency, the ability to supply human wants cheaply.

The effect of corporate effort, legitimately pursued, is to cheapen wealth, make it more abundant and more easily obtained, and no individual or class, rich or poor, can afford to diminish the abundance of production; laws should be enacted to prevent in every way the illegitimate exercise of corporate power, but no laws should impede legitimate accumulation or restrict production.

## BRIGGS' LEDGER SYSTEM.

MANY manufacturers and retail merchants throughout the Dominion and United States are now using the Briggs Ledger System. The Briggs Ledger System Co., Ltd., who are now located in their new premises, 75 York street, Toronto, claim that the using of their ledger saves the bookkeeper much unnecessary trouble and that he has, at all times, accounts ready for the customer. The firm have many testimonials from merchants speaking very highly of the system, and the demand for the ledgers has very largely increased during the past few months.

## CHARTERED ACCOUNTANTS' OFFICERS.

THE annual meeting of The Chartered Accountants of Ontario, held at the Hotel Brant, Burlington, Ont., recently attracted a very good attendance. The election of president and vice president was deferred. The election of the new council resulted in the selection of Geo. L. Blatch, Ottawa; Wilton C. Eddis, George Edwards, James Hardy, D. Hoskins, C. R. W. Postlethwaite, W. B. Tindall, T. D. Williamson, John H. Young, Ralph B. Young, Toronto; J. W. Johnston, Belleville; F. H. Macpherson, Windsor; and C. S. Scott, Hamilton.

## A FACTOR IN BUSINESS RATING.

THE size of his bank account or the value of his assets are not the only things considered in giving a man a rating in the business world. Reputation is also taken into account, and sometimes the word of a man is as good as his bond. Few realize the value of a good reputation as an asset in business. The credit rating of men who have it is often higher than that of men who have a great deal more money, but lack it.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

**St. Margaret's College**  
TORONTO.

A Boarding and Day School for Girls.  
Thorough courses in every department.  
Only teachers of the highest academical and professional standing employed

GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal

**\$1.00 IN RUBBER STAMPS.**

Spend it for your own sake. Time saved, money saved. Neatness gained, favor gained. Tell us what you would like, and we'll tell you the cost. Send for our catalogue.

C. G. YOUNG CO., - 1 Adelaide St. East, TORONTO.

**WHEN YOU STOP TO THINK**

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant

**The Bell Telephone Co. of Canada**

**Trade With England**

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

**"Commercial Intelligence"**

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

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

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

**SAVE TIME**

BY

**KEEPING YOUR BILLS ALWAYS MADE OUT.**



**The Briggs Ledger System Co., Limited**  
75 York St., - TORONTO, ONT.

Write for Catalogue.

**FIRE AND BURGLAR-PROOF SAFES.**

Great fires often cause ruination. Protect against what may come by buying a

**CARY Fireproof Safe.**

We are the only Importers and Dealers in Canada of the celebrated world famous Cary Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a Cary safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

**Ford & Featherstone,**

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT.



**Hallwood Cash Registers**

INDICATE

**Correctly**  
AND **Exactly**

EVERY DETAIL OF

**Each Transaction.**

No other Registers will do this.

WRITE FOR PARTICULARS.

**OFFICE AND WORKS:**

78 and 80 King Street East,

Toronto, Ont., - Canada.

## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur  
Lydiatt,

TORONTO.

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

Drop a well-baited fish-line in among a lot of fish and you're pretty sure to get a few bites. Likewise, if you place a well-baited ad. in a well-read paper you'll likely land a few customers.

I HAVE received some more ads. from J. A. McCrea, of Guelph, which are about in line with those previously sent. One feature worthy of special commendation is the arrangement of the headlines, following out the suggestion I made some time ago that whenever possible the headlines should "bulletin" the news of the ads. Note the headings in the ad. reproduced herewith, for instance. On first glance one sees: "McCrea's Favorite Blend Coffee—Forty Cents a Pound—J. A. McCrea," which practically tells the story, the intervening matter giving the further desirable information.

I fancy I can trace an endeavor to write

### McCrea's Favorite Blend of Coffee

Is pure, strong, satisfying, has a vitalizing, penetrating odor that makes you feel good even before the Coffee has been drunk. When you wake up spiritless in the morning a strong cup of McCrea's Coffee makes you feel good, enables you to enjoy your breakfast, and starts you off to work like a new man.

#### FORTY CENTS A POUND

is not a high price for a thoroughly reliable Coffee. Let us prove this advertisement by a half pound purchased at

The Noted Tea Store and China Palace

J. A. MCCREA.

Phone 48. No. 2 DAY'S BLOCK. GUELPH.

a good ad., sometimes at the expense of its real purport. There is a tendency to discourse at too great length on points which do not bear directly on the actual sale of the goods. In short, there is a tendency to talk too much in a few of the ads. I am drawing the line pretty fine in criticising these ads. thus, but I know that Mr. McCrea is aiming at perfection, and he has reached a stage where this is a point he wants to watch.

He should bear in mind that the prime object of his ads. is to sell goods, and try to confine himself as much as possible to dealing only with those arguments which are calculated to influence the sale of the articles advertised.

I note that Mr. McCrea is now changing his ad. every evening, which is in line with my previous suggestions to him. No doubt he finds this a much better plan.

If you would take one article in your store at a time and dwell upon its excellen-

succeeded in placing them on your shelves.

It would be a good idea in advertising staple articles to go into detail occasionally, explaining the differences between kinds and grades.

For instance, butter is not just butter always. There are different brands and makes. The output of some creameries is better than that of others, and there is a reason for it. Sometimes the grocer doesn't know the difference himself, in which case, of course, he could not explain it to the customer, either in an ad. or in the store, if the customer should ask him.

To write a good ad. one must be thoroughly informed upon the article which he is describing or trying to sell. That is a general rule which always holds good. Likewise, no ad. is so good as the one

### Good Advertising Monthly Competition.

For the purpose of encouraging readers of THE CANADIAN GROCER to do better advertising and send the results of their efforts to this department for review, two dollars will be given to the reader who shall send in the most meritorious ad. during one month.

Any subscriber of THE CANADIAN GROCER may participate, and any number of ads. may be sent in, an award being made at the end of each month.

Some particulars regarding local conditions and the extent of your advertising should accompany each lot of ads., including a statement as to the results accruing from the ads. submitted.

Ads. outlining special sales or new ideas in merchandising are desirable, as are also regular ads. of a superior order of merit.

Don't think your ads. are not sufficiently good to win a prize. Try anyway. If at first you don't succeed, try hard to write a specially good ad., run it in your local paper and then enter the competition again. It will be but a friendly contest, and I hope all will participate.

In case only one ad. shall be received in any one month and it does not, in the opinion of the editor, possess sufficient interest to merit it, an award need not be made. However, it is not expected that this contingency will arise.

All correspondence should be addressed to W. Arthur Lydiatt, care of THE CANADIAN GROCER, Toronto, Ont.

cies, I think your ads. would be very interesting from one year's end to another. The salesmen would sell you the goods, impress you with their superiority over some other brands, either because of their price or their extra good quality. These same arguments repeated in your ads. will sell these goods to the public—just as they

### ANIMAL INVIGORATOR

The greatest known compound to condition animals.

You Can Try It Yourself  
for 25c.

Seen in a Hamilton Merchant's window Carnival Week.

which comes from the pen of a man who has studied his subject, believes in the article which he is offering, and knows why it is better than its competitors.

Nearly every grocer could some day write an ad. about his different brands of butter, laying particular stress on the best brand and telling where it is made, how it is made, how it is packed, showing that its excellence begins clear back to the pasturage upon which the cows feed. The neatness of the factory and the cleanliness of the utensils employed should be depicted. All these things make a good impression, and when you establish a reason for a declaration the reasoning public is more apt to believe that your article is all that you claim for it.

The same line of argument is possible in almost everything the grocer sells, and

no ad. is so interesting to the general reader as that which, in an interesting way, gives him an insight into the origin and history of an article which he is asked to buy.

Oriental rugs are much more highly valued after the painstaking labor and art bestowed upon them are understood. A trip through a factory nearly always so impresses the sightseer that he is more interested thereafter in the article made there than he ever has been before or than he is likely ever to be in a rival commodity.

We are naturally more interested in those things which we know something about.

The merchant cannot take his customer through a creamery, fruit-canning factory, or spice mill except in imagination; therefore, the door of the imagination should be the one used, and used often.

#### SCARCITY OF CRABS.

FOR those who live along the many arms of the Chesapeake Bay, on both sides, crabs have been the mainstay for a century or two, says the Wilmington, Del., News. Soft-shell crabs and hard-shell crabs have furnished food and bank accounts for myriads of Marylanders. To even hint that the crabs are becoming fewer is to suggest a disaster. To be sure, there was a time when terrapin were supposed to be without number, and the supply was sufficient when only Maryland folk ate terrapin. When the outside world began to realize what the terrapin was worth, the demand crept up rapidly toward the supply point, and now it is found that the men who catch terrapin cannot afford to eat them.

Terrapin are a luxury in the same class as diamonds, and only the wealthy can afford to enjoy them now. Crabs, however, were supposed to be a more plebeian relish, but even crabs are now nearing the point when they will be so scarce that the catchers will hustle them to market and then buy meat with the proceeds, and put the money left over into banks. It is hard to imagine the Eastern Sho' folk sitting off their crabs and sending them all to the great cities. Yet the crab is declared to be steadily entering the lobster class. And everybody knows that lobster salad in Boston has jumped 50 per centum for a "full order" and 60 per centum for a "half portion," and inside of 15 years. To think of crabs going up from 50 to 60 per centum is not encouraging.

A rumor from Rio Janeiro says that an American syndicate is about to purchase the whole stock of Brazilian coffee.

# COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers  
**THE COWAN CO., Limited**

**TORONTO.**



## Maple Syrup

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

**The Canadian Maple Syrup Co., TORONTO, Canada.**

## "ACME" TABLE SALT

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

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

### If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



### IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

### DO YOU SELL IT?



"BROCK'S  
BIRD SEED."

**NICHOLSON & BROCK, TORONTO.**



## TANGLEFOOT

SEALED STICKY FLY-PAPER.

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



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

## SOUTHWELL'S JAMS.

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

Price List, etc., for the asking.

### FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.

# FORGING AHEAD!

Dwight's Baking Soda still leading.



Storms of competition have come, and passed, leaving

**DWIGHT'S BAKING SODA**

A head of all others.

Quality and sure selling does it.

John Dwight & Co., Manufacturers

## Current Market Quotations for Proprietary Articles

September 17, 1902.

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

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

W. M. GILLARD & CO.

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

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

| MAGIC BAKING POWDER. |       |          |
|----------------------|-------|----------|
| Cases                | Sizes | Per doz. |
| 4 doz.               | 5c.   | \$0 40   |
| 4 "                  | 4-oz. | 0 60     |
| 4 "                  | 6 "   | 0 75     |
| 4 "                  | 8 "   | 0 95     |
| 4 "                  | 12 "  | 1 49     |
| 2 "                  | 16 "  | 1 45     |
| 2 "                  | 16 "  | 1 70     |
| 1 "                  | 2-lb. | 4 10     |
| 1 "                  | 5-lb. | 7 30     |
| 2 "                  | 6-oz. | Per case |
| 1 "                  | 12 "  | \$1 55   |
| 1 "                  | 16 "  |          |

| JERSEY CREAM BAKING POWDER. |         |          |
|-----------------------------|---------|----------|
| Case                        | Size    | Per doz. |
| 5 doz.                      | in case | \$1 41   |
| 4 "                         | "       | 0 75     |
| 3 "                         | "       | 1 25     |
| 2 "                         | "       | 2 25     |

| OCEAN MILLS.        |               |          |
|---------------------|---------------|----------|
| Case                | Size          | Per doz. |
| Ocean Baking Powder | 1 lb., 4 doz. | \$ 45    |
| Ocean Baking Powder | 1 lb., 5 doz. | 90       |

|                                     |      |
|-------------------------------------|------|
| Ocean Baking Powder, 1 lb., 3 doz.  | 1 25 |
| Ocean Borax, 1-lb. packages, 4 doz. | 40   |
| Ocean Cornstarch, 40 pks. in a case | 75   |

| ROYAL BAKING POWDER CO. |          |          |
|-------------------------|----------|----------|
| Size                    | Per Doz. | Per Doz. |
| Royal Dime              | \$ 1 00  |          |
| " 1 lb.                 | 1 60     |          |
| " 6 oz.                 | 2 25     |          |
| " 1 lb.                 | 2 90     |          |
| " 12 oz.                | 4 50     |          |
| " 1 lb.                 | 5 75     |          |
| " 3 lb.                 | 15 50    |          |
| " 5 lb.                 | 25 50    |          |

| CLEVELAND'S |          |          |
|-------------|----------|----------|
| Size        | Per Doz. | Per Doz. |
| Dime        | \$ 1 00  |          |
| 1 lb.       | 1 50     |          |
| 6 oz.       | 2 20     |          |
| 1 lb.       | 2 80     |          |
| 12 oz.      | 4 25     |          |
| 1 lb.       | 5 50     |          |
| 3 lb.       | 15 00    |          |
| 5 lb.       | 25 00    |          |

| Blacking.         |           |           |
|-------------------|-----------|-----------|
| HENRI JONAS & CO. |           |           |
| Item              | Per gross | Per gross |
| Jonas'            | \$9 00    |           |
| Frontons          | 7 50      |           |
| Military dressing | 24 00     |           |

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

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

| Brooms.                               |          |          |
|---------------------------------------|----------|----------|
| UNITED FACTORIES, LIMITED.            |          |          |
| Item                                  | Per doz. | Per doz. |
| Boeckh's Bamboo Handles, A, 4 strings | \$1 35   |          |
| " " " " B, 4 "                        | 3 95     |          |

|                                      |      |
|--------------------------------------|------|
| Boeckh's Bamboo Handles C, 3 strings | 3 70 |
| " " " " D, 3 "                       | 3 50 |
| " " " " F, 3 "                       | 3 20 |
| " " " " G, 3 "                       | 2 95 |
| " " " " I, 3 "                       | 2 60 |

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

| Canned Goods.       |           |           |
|---------------------|-----------|-----------|
| HENRI JONAS & CO.   |           |           |
| Item                | Per gross | Per gross |
| Mushrooms, Ronel    | \$15 50   |           |
| 1st choice Dutheil  | 18 50     |           |
| " Lenoir            | 19 50     |           |
| extra Lenoir        | 22 00     |           |
| Per case, 100 tins. |           |           |

| French Peas, Delory's- |           |           |
|------------------------|-----------|-----------|
| Item                   | Per gross | Per gross |
| Moyen's No. 2          | \$9 00    |           |
| " No. 1                | 10 50     |           |
| 1 Fins                 | 12 50     |           |
| Tres fins              | 14 00     |           |
| Extra fins             | 15 00     |           |
| Sur extra fins         | 16 50     |           |
| French Sardines-       |           |           |
| 1 Rolland              | 9 50      | 10 00     |
| 1 Delory               | 10 50     | 10 50     |
| 1 Club Alps            | 2 50      |           |

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

| Chocolates and Cocos.                 |          |          |
|---------------------------------------|----------|----------|
| THE COWAN CO., LIMITED.               |          |          |
| Item                                  | Per doz. | Per doz. |
| Cocoa-                                |          |          |
| Hygienic, 1-lb. tins                  | \$6 75   |          |
| " 1-lb. tins                          | 3 50     |          |
| " 1-lb. tins                          | 2 00     |          |
| " fancy tins                          | 0 85     |          |
| 5-lb. tins, for soda water            |          |          |
| fountains, restaurants, etc., per lb. | 0 50     |          |
| Perfection, 1-lb. tins, per doz.      | 2 40     |          |
| Cocoa Essence, sweet, 1-lb. tins,     |          |          |
| per doz.                              | 1 80     |          |
| Chocolate-                            |          |          |
| Queen's Dessert, 1/2's and 1/4's      | \$0 40   |          |
| " 5's                                 | 0 42     |          |
| Mexican Vanilla, 1/2's and 1/4's      | 0 35     |          |

|                      |      |
|----------------------|------|
| Royal Navy Rock, " " | 0 30 |
| Diamond, " "         | 0 25 |
| " 8's                | 0 28 |

| Chocolate-                              |          |         |
|---|----------|---------|
| Item                                    | Per lb.  | Per lb. |
| Caracas, 1/2's, 6-lb. boxes             | \$0 42   |         |
| Vanilla, 1/2's                          | 0 42     |         |
| "Gold Medal," sweet, 1/2's, 6-lb. boxes | 0 24     |         |
| Pure, unsweetened, 1/2's, 6-lb. boxes   | 0 42     |         |
| Fry's "Diamond," 1/2's, 14-lb. boxes    | 0 24     |         |
| Fry's "Monogram," 1/2's, 14-lb. boxes   | 0 24     |         |
| Cocoa-                                  |          |         |
| Concentrated, 1/2's, 1 doz. in box      | 2 40     |         |
| " 1-lb.                                 | 4 50     |         |
| " 1-lb.                                 | 8 25     |         |
| Homeopathic, 1/2's, 14-lb. boxes        |          |         |
| " 1/2's, 12-lb. boxes                   |          |         |
| Epp's Cocoa, case of 14 lb., per lb.    | 0 35     |         |
| Smaller quantities                      | 0 37 1/2 |         |

| JOHN P. MOTT & CO.'S.                    |         |         |
|--|---------|---------|
| R. S. McIndoe, Agent, Toronto.           |         |         |
| Item                                     | Per lb. | Per lb. |
| Mott's Broma                             | \$0 50  |         |
| Mott's Prepared Cocoa, 1/2 and 1/4 boxes | 0 28    |         |
| Mott's Breakfast Cocoa, 1/2 in boxes     | 0 40    |         |
| Mott's No. 1 Chocolate                   | 0 30    |         |
| Mott's Breakfast Chocolate               | 0 28    |         |
| Mott's Caracas Chocolate                 | 0 40    |         |
| Mott's Diamond Chocolate                 | 0 23    |         |
| Mott's Navy Chocolate, 1/2 in boxes      | 0 27    |         |
| Mott's Cocoa Nibbs                       | 0 35    |         |
| Mott's Cocoa Shells                      | 0 05    |         |
| Vanilla Sticks, per gross                | 1 00    |         |
| Mott's Confectionery Chocolate           | 0 21    | 0 32    |
| Mott's Sweet Chocolate Liquors           | 0 20    | 0 36    |

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

| Cocoanut.                           |         |         |
|-------------------------------------|---------|---------|
| L. SCHEPP & CO.                     |         |         |
| Item                                | Per lb. | Per lb. |
| 1-lb. packages, 15 and 30-lb. cases | \$0 26  |         |
| 1-lb.                               | 0 27    |         |
| 1-lb.                               | 0 28    |         |

—about **SYRUP**—table Syrup.

—for flavor, color and body our

“**Crown**” brand Table Syrup has no competitor.



Put up in:—  
 2-lb. tins—Cases 2 doz.  
 5-lb. “ “ 1 “  
 10-lb. “ “ 1/2 “  
 20-lb. “ “ 1/4 “

Freight paid in 5-case lots to all railway stations east of North Bay. Also in bbls, 1/2-bbls, kegs and pails.

The **EDWARDSBURG STARCH CO'Y, Limited**  
**ESTABLISHED 1858**

63 Front St. East,  
 TORONTO, ONT.

Works:  
 CARDINAL, ONT.

164 St. James St.,  
 MONTREAL, QUE.

1/2 and 1-lb. packages, assorted, 15 and 30-lb. cases 0 26 1/2  
 1/2 and 1-lb. packages assorted, 15 and 30-lb. cases 0 27 1/2  
 5-lb. packages, 4 doz. in case, per doz. 0 45

**Condensed Milk.**

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



**Borden's Condensed Milk Co.**

Eagle brand \$1 65  
 Seal brand 1 30  
 Perfect brand evaporated cream 1 02

**Canadian Condensed Milk Co.**



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

**Coffee.**

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

Club House 0 32  
 Royal Java 0 31  
 Royal Java and Mocha 0 31  
 Nestar 0 30  
 Espresso 0 28  
 Dutchess 0 26  
 Ambrosia 0 25

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

**JAMES TURNER & CO.**

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

**E. D. MARCEAU, Montreal.**

“Old Crow” Java \$0 22 1/2  
 Mocha 0 22 1/2  
 “Condor” Java 0 27 1/2  
 Mocha 0 27 1/2  
 15-year-old Mandehing Java and hand-picked Mocha 0 50  
 1-lb. fancy tins choice pure coffee, 48 tins per case 0 20  
 Madam Huot's coffee, 1-lb. tins 0 31  
 2-lb. tins 0 30  
 100 lb. delivered in Ontario and Quebec.

**Cheese.**

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

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
 \$1, \$2, \$3, \$5, \$10 and \$20 books.

|  | Un-<br>num | Covers and<br>Coupons<br>bered. |
|--|------------|---------------------------------|
| In lots of less than 100 books, 1 kind assorted. | 4c.        | 4c.                             |
| 100 to 500 books                                 | 3c.        | 3c.                             |
| 100 to 1,000 books                               | 3c.        | 3c.                             |

**Allison's Coupon Pass Book.**

\$1 00 to 3 00 books 3 cents each

5 00 books 4 “  
 10 00 “ 5 1/2 “  
 15 00 “ 6 1/2 “  
 20 00 “ 7 1/2 “  
 25 00 “ 8 “  
 50 00 “ 12 “

**Cane's Clothes Pins.**

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

**Cleaner.**

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

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

**Extracts.**

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

**Food.**

Per doz.  
 Robinson's patent barley 1-lb. tins \$1 25  
 “ 1-lb. tins 2 25  
 “ groats 1-lb. tins 1 25  
 “ 1-lb. tins 2 25

**Jams and Jellies.**

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

Clear jelly marmalade 1 80  
 Strawberry W. F. jam 2 00  
 Raspberry “ 2 00  
 Apricot “ 1 75  
 Black currant “ 1 65  
 Other jams \$1 55 1 90  
 Red currant jelly 2 75

**T. UPTON & CO.**

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

**BRAND & CO.**

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

**Licorice.**

**NATIONAL LICORICE CO.**  
 5-lb. boxes, wood or paper... per lb. \$0 40  
 Fancy boxes (36 or 50 sticks) per box 1 25  
 “ Ringed “ 5-lb. boxes... per lb. 0 40  
 “ Acne “ pellets, 5-lb. cans... per can 2 00  
 “ “ (fancy boxes 40) per box 1 50  
 Tar licorice and Tolu wafers, 5-lb. cans... per can 2 00  
 Licorice lozenges, 5-lb. glass jars... 1 75  
 “ “ 20 5-lb. cans... 1 50  
 “ Purity “ licorice 10 sticks... 1 45  
 “ “ 100 sticks... 0 73  
**Dulce large cent sticks, 100 in box... “**

**Lye (Concentrated).**

**GILLET'S PERFUMED.**  
 case of 4 doz. Per case \$3 60  
 3 cases “ 3 50  
 5 cases “ 3 40

**Mince Meat.**

Wetley's condensed, per gross net... \$12 00  
 “ per case of doz. net... 3 00

**Mustard.**

**COLMAN'S OR KEEN'S.**  
 D.S.F., 1-lb. tins... per doz. \$1 40  
 “ 1-lb. tins... 2 50  
 “ 1-lb. tins... 5 00



