

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, OCTOBER 13, 1905.

NO. 41.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH,
or Better Mustard than COLMAN'S D.S.F. MUSTARD.

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

CHRISTIE'S BISCUITS

Always please your customers.

Five hundred varieties to choose from.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL

Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

*Four Good Lines
for the Fall*

"Kkovah" Jellies

Flavored with real Fruit Juices.

"Kkovah" Plum Puddings

Put up in 1, 2 and 3-lb Bowls.

"Kkovah" Fruit and Ginger Wine

In Decanters.

"Kkovah" Candied Peel

THE BEST VALUE ON THE MARKET.

SUTCLIFFE & BINGHAM, Limited

17 St. John Street,

MONTREAL.

Works : Manchester, England.

Grocers

—Encourage the sale of high-class lines—especially when the profit is all that you can ask for.

**IVORINE
COLD WATER
STARCH**

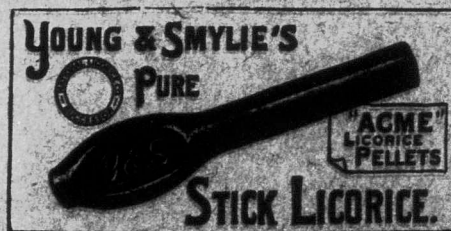
is beyond question the best Cold Water Starch—and that means the best of all starches; and at the same time is highly profitable, paying 60%.

Your Jobber has it.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

**National
Licorice Co.**



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

106 John Street, **BROOKLYN, N.Y.**

Illustrated Catalogue on request

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

High Quality

for Thanksgiving!

"Griffin" Brand Dried Fruits

The top notch of perfection is reached in the "Griffin" Brand of Dried Fruits—Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. The work of the most skilful cook in the world goes for naught without good materials. If you want to give your customers high quality for Thanksgiving cooking, give them the "Griffin" Brand *and be safe!*

Seeded Raisins

packed by Griffin & Skelley Co. are

Cleanest

Best Seeded

Best Stemmed

No cracked seeds left in raisins, as they use the 3 roller process, the most perfect patent known.

Sold by Leading Wholesalers Everywhere

ARTHUR P. TIPPET & CO., AGTS.,

8 Place Royale,
Montreal.

20½ Front St., East,
Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.
Have you got something you wish to ship in these cars?
We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

CALGARY.

The Best Salesman

is the Man on the Spot. Don't Continue to be Over a Thousand Miles Away from your Buyer. Communicate with us, and have your Business Transacted by reliable Brokers on the Spot.
Excellent Storage Accommodation.

NICHOLSON, BAIN & JOHNSTON

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

HALIFAX, N.S.

E. St. G. Tucker,

West India and General
Commission Merchant

HALIFAX, N. S. CANADA.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
MONTREAL.
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

H. J. STEVENS

126 BOARD OF TRADE, - MONTREAL
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen
27 St. Sacramento Street, Montreal
Tel. Main 778. Bond 28.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.
Grocery Brokers and Agents.

Established 1865

C. E. KYLE

WHOLESALE GROCERY BROKER
and MANUFACTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers.
29 Melinda St., TORONTO

25,000 cases
canned goods to offer

TOMATOES PEAS
CORN CATSUP

Finest Goods Packed

W. H. MILLMAN & SONS

GROCERY BROKERS
TORONTO

ST. JOHN'S N.F.

THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public
Commercial Chambers, Water St.
ST. JOHN'S, N.F.
A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

CHARLOTTETOWN, P. E. I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

VICTORIA, B.C.

Radiger & Janion

VICTORIA AND VANCOUVER
MANUFACTURERS' AGENTS and
COMMISSION BROKERS

Correspondence Solicited. Reference - Bank of British North America, Victoria.

WINNIPEG.

CALGARY STORAGE

In a new brick block centrally located.

Dingle & Stewart

Winnipeg, Man. Calgary, Alb.
COMMISSION BROKERS.

REGINALD LAWSON

MANUFACTURERS' AGENT and
WHOLESALE COMMISSION BROKER
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.

Open for good Canned Goods Agency
Correspondence Solicited

Stuart Watson

Manufacturers' Agent and Wholesale Commission Broker.
WINNIPEG, MAN.
Highest References. Correspondence Solicited.

GEORGE ADAM & CO.

Wholesale Grocery Brokers and Commission Merchants,
WINNIPEG, - - MANITOBA.
The big crowd is heading for Western Canada. Get them buying YOUR goods. You can do so by corresponding with US.
Members Western Wholesale Brokers' Association,

G. B. THOMPSON

Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

CANNED SALMON

1905 PACK

Wire or write us for prices:

Fraser River Sockeye
Skeena River Sockeye
River's Inlet Sockeye
Red Spring S.
Cohoos
Humpbacks

Handsome Labels. Quality first-class. Prices right. We want the trade of eastern retailers who purchase car lots.

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

BRANCH HOUSE:
NICHOLSON, BAIN & JOHNSTON
CALGARY N.W.T.

VANCOUVER.

J. McA. CAMERON

Manufacturers and Wholesale Commission Agent
Correspondence Solicited
Vancouver, B.C. P.O. Box 912
Reference—Bank of Hamilton

"Only this



and Nothing More"

is needed in the **BAKING SODA** line in your store, because there is nothing that is **purser, stronger** or better than "**COW BRAND**" Baking Soda.

For Sale by all Jobbers

CHURCH & DWIGHT, LIMITED

Manufacturers

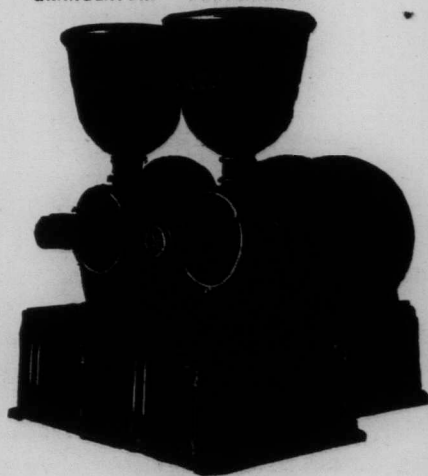
MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating



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

Our Grinders Wear Longest

No. 65
Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.
GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS: Forbes Bros., Montreal. Gorman, Eckert & Co., London, Ont.
Todhunter, Mitchell & Co., Toronto. DeaBorn & Co., St. John, N.B.

MINCE MEAT
A RELISH OF COLD WEATHER
IF IT'S LYTLE'S MINCE MEAT

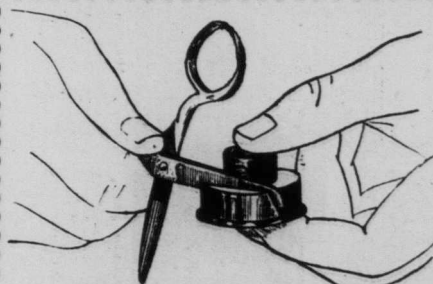
One of the seasonable lines to keep before your customers is Mince Meat.

We're meeting the needs of the trade in better shape than ever before, and we always did please.

-IN PAILS.

The T. A. LYTLE CO., Limited

124-128 Richmond St. W., Toronto, Can.



Rose Automatic Scissors Grinder.

' ROSE AUTOMATIC GRINDERS

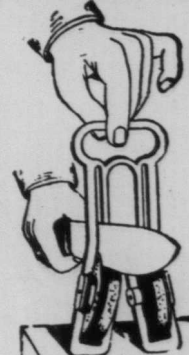
The Rose Automatic Scissors Grinder is neatly finished in nickel, and is a practical, simple and valuable addition to the work-basket. It retails at 50c.

The Rose Automatic Knife Grinder, No. 5, is for household use. It affords a simple, efficient and quick way for putting a keen edge on knives. Any person can operate it without danger. Retail price, 35 cents.

LIBERAL DISCOUNTS TO AGENTS AND DEALERS

Get further particulars from

The Ontario Supply Co., Owen Sound, Ont.



Rose Automatic Knife Grinder, No. 5.

Don't hesitate, but say **NO** to those who are trying to turn you from the sale of

Japan Teas

—All sorts of specious and far-fetched arguments are employed to effect a change in your tea trade—
 —Despite all the ink and effort to oust Japan Teas, the imports into Canada were larger last year than previous season. . . Apparently the people know what they want.

GENUINE MERIT



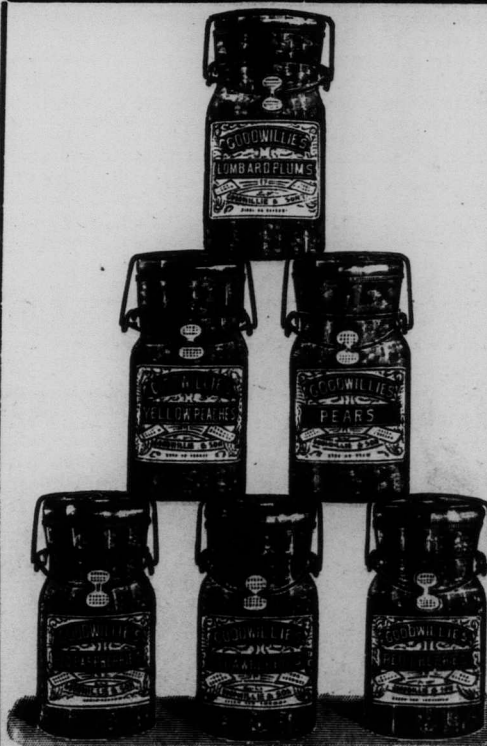
and good value are the reasons why all women prefer to buy

Paterson's Worcestershire Sauce

All grocers should sell it — if they don't they miss sales.

ROSE & LAFLAMME,
Agents, Montreal

"Goodwillie's"



Your Customers Know the Name and will ask for Goodwillie's
 Get Ready for the Demand

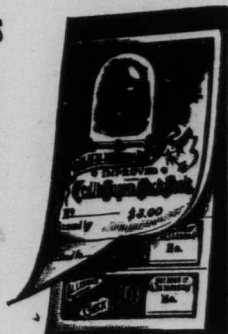
Agents: ROSE & LAFLAMME, Montreal.

W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



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.
WM. T. SLOANE, WINNIPEG, MAN.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

They Sell



Every Time

FLOWER POTS, FERN PANS, SAUCERS, BASKETS, ETC.

There is a big trade in these. We have the goods ready to ship and the prices are right. No. 3 assortment Pots and Saucers: 6-7 inch, 50-6 50-5, 36-4. Special price, including crate, \$1.40 net. Special orders filled.

THE FOSTER POTTERY CO., HAMILTON, LIMITED.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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

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

OFFICES IN CANADA

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

HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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



Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?

The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT
153 Upper Water Street Board of Trade Building
HALIFAX, N.S. MONTREAL

Please your Customer

Don't disappoint your best customers when they ask for

Mathieu's Syrup

of Tar and Cod Liver Oil

Extensively advertised and of great intrinsic value, it is being called for even more than ever before.

Mathieu's Nervine Powders are also in good demand; try them and you will soon want more.

J. L. Mathieu Co., Limited

Proprietors

Sherbrooke, - Quebec

The Tea Verdict

In the Tea Case the Jury (the people) have pronounced

“We find

Ceylon Teas

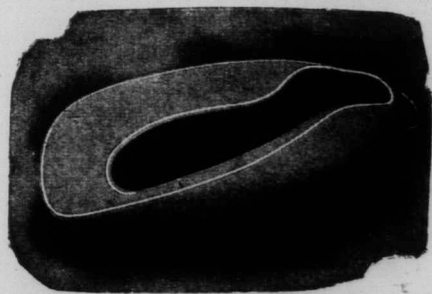
to be the best.”

Grocer, you are the Judge.

What the verdict? None but:

“I award Ceylon Teas my continuous custom.”

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery

HAMILTON, ONT.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

"ENTERPRISE" PAYS

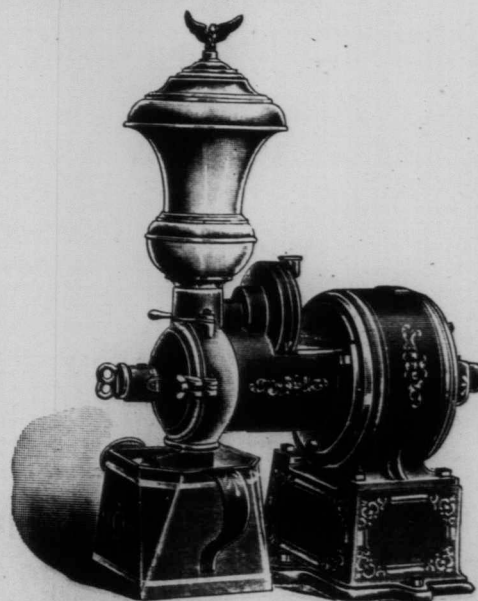
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: ::

The illustration shows our mill No. 83 fitted with $\frac{1}{4}$ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize $\frac{1}{4}$ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.

THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.

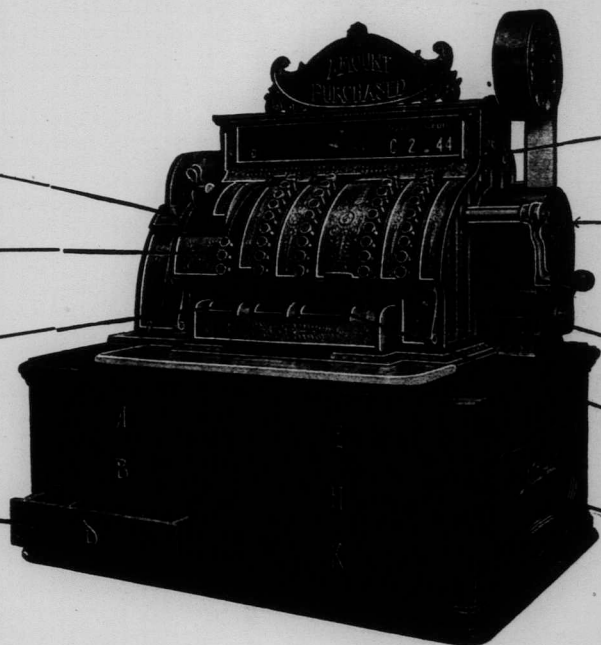


Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.



This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction.

A receipt printed automatically goes to every customer.

Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

You pay for a National Cash Register from the small leaks it prevents

----- Cut off here and mail to us today -----

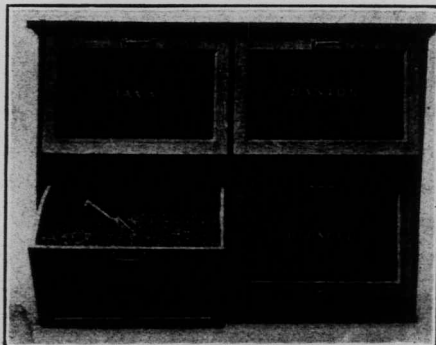
NATIONAL CASH REGISTER COMPANY DAYTON OHIO

I own a _____ Please explain to me
 what kind of a register is best suited for my business.
 This does not obligate me to buy.

_____ Name

_____ Address

_____ No. clerks



SPECIAL "WALKER BIN" COFFEE CASE

5 feet long, 37 inches high, 18 inches deep, with 4 bins (lettered with names of coffees) having a capacity of 50 lbs. of roasted coffee each.

SPECIAL OFFER :

To enable the Grocers of Canada to become better acquainted with **WALKER BIN FIXTURES** we offer this handsome case, made up in either oak or American chestnut (light or dark finish), at the following prices delivered :—

Ontario and Quebec points—not west of Sudbury nor east of Quebec	\$22.50
Points in Manitoba, in Ontario, west of Sudbury, and all points east of Quebec city	25.00
Northwest Territory points	27.50
British Columbia points	30.00

We Pay the Freight.

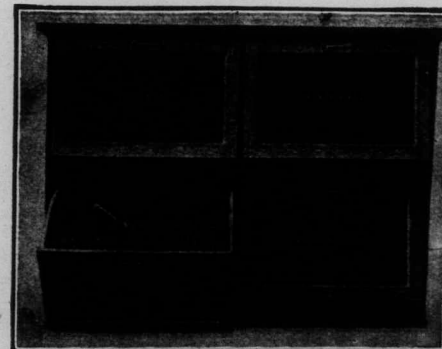
In ordering state whether oak or chestnut—light or dark finish.

Write for booklet on complete line "Modern Grocery Fixtures."

The Walker Pivoted Bin & Store Fixture Co.

Factory,
Berlin, Ont.

516 Board of Trade Building, Toronto, Ont.



We Want You To Know

because it is to your interest as well as to ours, that the OLD HOMESTEAD brand canned

Corn and Tomatoes

we are putting up this year are positively the best ever packed in Canada.

The season has been perfect and the Picton district a veritable garden. Here we are right in the centre of it and we are putting up the choicest the garden can afford for the trade of Canada.

A standing invitation is extended to the trade to visit our factory and see the kind of goods we are putting up and the neatest factory in America.

They are positively the best, are OLD HOMESTEAD Canned Goods. There is no doubt of it. Give them a trial and you will prove their worth. Ask your wholesaler for OLD HOMESTEAD Brand. If he can't supply you write us direct.

The Old Homestead Canning Co.

Picton, Ontario.

Canada's Pride

This is the name of our brand of

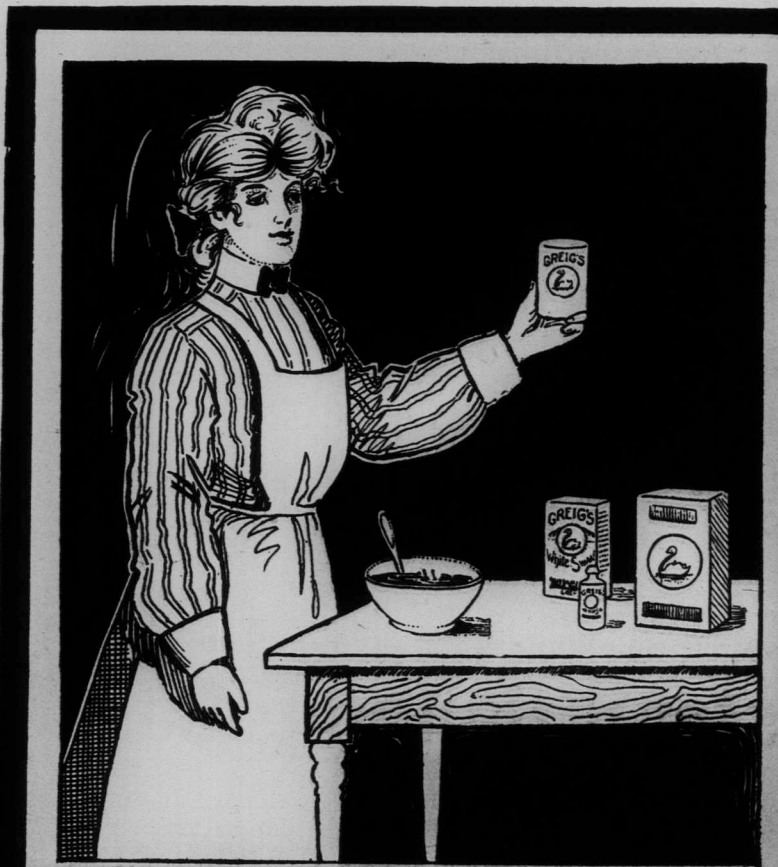
CORN and TOMATOES

It's a good name and the goods deserve it. They are made from the pick of the crop and are canned in a factory having the very latest equipment where care and cleanliness are strictly enforced. Lastly, every can bears our beautiful gold embossed label which makes it an easy seller.

You will find that your customers will come back for **Canada's Pride** once they have tried it. If you are doubtful, try it yourself. Your jobber can supply you; if not, write us direct.

NAPANEE CANNING CO., LIMITED - NAPANEE, Ont.

W. A. CARSON, MANAGER.



GREIG'S

WHITE SWAN

Jelly Powders and Flavoring Extracts

Goods that the most exacting housewife can always depend on — goods, too, that give the dealer a nice profit.

PRE-EMINENTLY HIGH-GRADE

The **ROBERT GREIG CO., Limited**
White Swan Mills, TORONTO

A Word to the Trade.

The beet crop is now coming in and we are getting busy in anticipation of a large demand for our

Extra Standard Granulated Sugar

Last season our supply—large though it was—fell short of the demand. To ensure prompt attention, therefore, order from your jobber early.

Remember, our sugar is a **Canadian product**. It's manufactured in Canada from raw material grown in Canada, and it isn't surpassed for purity by any sugar—cane or beet—on the market. We shall have more to say on this subject. Look for our ad. each week.

ONTARIO SUGAR CO., - Berlin, Ont.

\$600.00

in cash to be given away to your customers in

COMPETITIONS during the balance of **1905**

and **1906**

Your customers will be interested and will want the goods. Why not send us a sample order by mail for 100 pound lot of "Social" Tea, assorted? We claim 40-cent Black, Mixed or English Breakfast Tea is the best 40-cent packet Tea in Canada to-day.

SOCIAL TEA CO.,

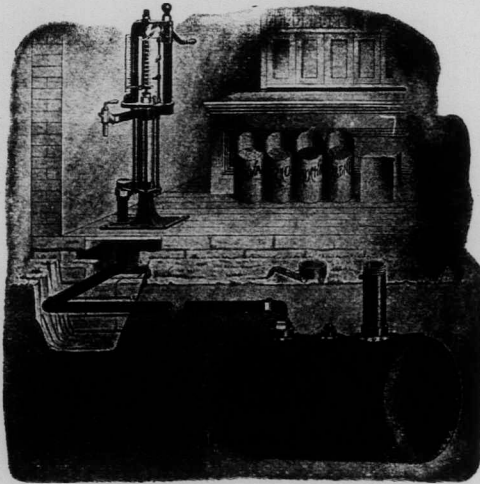
LUMSDEN BROS., Proprietors - - - HAMILTON, Ont.

TAKE NO RISKS WITH GASOLINE

BUT USE

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE—TANK BURIED.

ONLY ONE GALLON OF
GASOLINE IN BUILDING
AND THAT INSIDE PUMP

TANK OF HEAVY STEEL
RIVETED AND SOLDERED

IT IS PERMITTED BY THE
INSURANCE COMPANIES

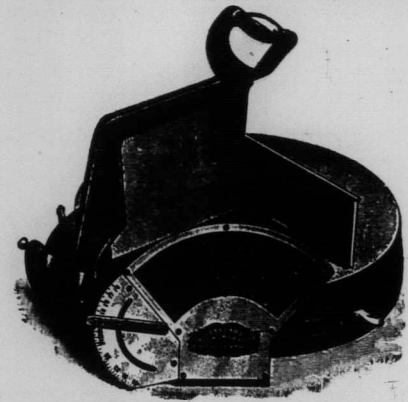
MEASURES GALLONS,
HALF-GALLONS OR
QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "B."
THERE'S NO TIME LIKE NOW.

S. F. BOWSER & CO. 530 Front St. W., TORONTO.

THE STANDARD



Computing Cheese Cutter INSURES PROFITS IN CHEESE

- 1.—It cuts to accurate weight.
- 2.—It computes precise money value.
- 3.—It cuts without waste.
- 4.—It preserves the cheese.

Every grocer can afford it.

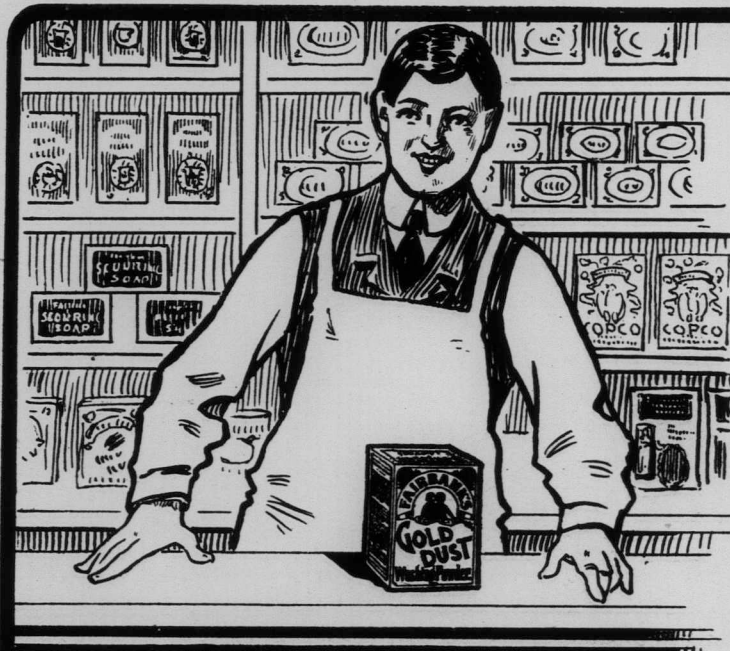
No grocer can afford to be without it.

Price and Terms Right.

Write for Folder

**THE WALKER PIVOTED BIN
AND STORE FIXTURE CO.,**

516 Board of Trade Building, - TORONTO



The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

**Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap**

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

**THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA**



"AUTUMN LEAF" BRAND **CREAM SUGAR CORN**

May cost more, but it is worth more. Of the thousands of cases that went out last year not one can or tin has ever been reported as poor or swelled. How many brands have that record? Now, our Process is the Maine Style, whereby the corn is cut fine and the Cream scraped from the cob, thereby the delicious flavor is retained and the corn has a creamy appearance that cannot be obtained by the old style coarse-cut. We affirm that we have to offer a few thousand cases of the Fanciest Corn ever put in this or any other country. While we have Tomatoes and Raspberries, and intend packing a full line of CHICKEN SOUPS, CATSUP, etc. We claim the "AUTUMN LEAF" BRAND Cream Sugar Corn leads all others, and Mr. Retail Grocer, it is to your advantage ten to one that you have our BRAND on sale. You are the one we wish to reach. Write us, and we will tell you how you can obtain the best line of Can Goods that is packed, and at prices, quality considered, that you ever handled. We are answering all inquiries as fast as possible. If you are looking for a cheap line of goods do not try ours. We are not in that crowd. We meet them every day that say a can is a can. Do not be misled, you can't fool the consumer. Try the "AUTUMN LEAF" BRAND, AND YOU WILL FIND A CORN THAT WILL PLEASE THE HIGHEST CLASS OF TRADE.

The FRANKFORD CANNING and PACKING CO.,

INDEPENDENT
PACKERS

FRANKFORD, ONT.

A. H. ALLEN,
Manager
Limited

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

THE REAL CAUSE OF IT

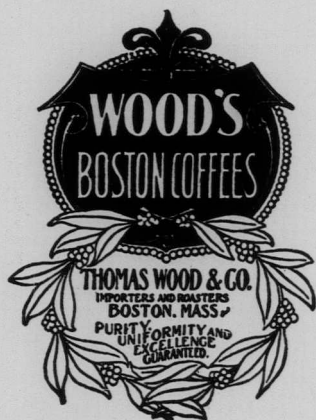
It is always well to consider the points and attributes of all good, standard things, commercially speaking.

There is always a reason for recognized superiority.

The cause for precedence in

WOOD'S COFFEES

is found in the best application of the lessons of intelligent experience to the development and perfection of the higher quality of berries from the finest Coffee districts of the world.



CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

We are looking for active up-to-date grocery brokers to handle our

Japanese Starch

in Halifax, St. John, Toronto, Winnipeg, Vancouver, and other large business centres. We will pay satisfactory commission and follow up the goods with advertising.

Write for particulars.

American Pure Food Co.
Montreal

RAISINS

Valencia

Special quotations on a'l brands,
Finest Selected.

Malaga

Extra Choice Fruit—Large Assortment—Low Prices.

Warren Bros. & Co.

35-37 Front St. East
TORONTO

REVIEW OF THE WORLD'S WHEAT CROPS

FEW exercises in statistics are of greater general interest than the estimates annually made of the world's grain crops. For many years successive Hungarian Ministers of Agriculture have taken a leading part in this useful sphere of investigation, and the care exercised by the Department at Budapest has been rewarded by remarkably close realizations of the forecasts which are consequently accepted widely as authoritative.

A year ago dismal forebodings as to a shortage of the world's cereal food supply were rife, and were hardly dissipated until the Hungarian Minister put forward his figures, which indicated that the wheat-exporting countries might have a surplus of 72,875,000 quarters to meet an estimated requirement of 69,666,000 quarters on the part of the countries which do not grow enough corn to feed their populations. Events proved that though the shortcomings in the United States harvest were conspicuous enough to justify the fears entertained before the whole field was reviewed, the increased production of Canada, India, Australia, and Argentina was on a large enough scale to bridge the gulf between sufficiency and scarcity.

In publishing his estimate of this year's crops, the Minister has revised that of 1904, which lowers the actual deficit of the importing countries to 68,100,000 quarters and the surplus of the exporters to 71,000,000 quarters. The differences between the Minister's original figures and the revised conclusions regarding last year's crops are very small indeed, and go far to confirm the reputation of the Hungarian statisticians. Their great interest in the subject arises, it need hardly be said, from the circumstance that Hungary ranks among the countries with a large exportable surplus; last year it was bracketed with Canada as fifth in that respect, the leaders being the United States, Argentina, Russia, and the East Indies. Before leaving last year's figures we may remark that of a requirement of 26,680,000 quarters by the United Kingdom, 16,100,000 quarters was adjudged to be obtainable from Canada, India and Australia.

When the detailed figures for separate countries are added, the aggregates come out at 399,326,000 quarters for 1905, against 388,600,000 quarters for 1904, which agrees with the general tone of reports from the wheat-growing centres. The countries—practically all European—which do not fully feed themselves are credited with wheat crops aggregating 109,940,000 quarters, against 107,600,000 quarters last year, and, as was expected, the only countries which show any material retrocession on the 1904 results are France, Spain and Belgium. In France the wheat was badly knocked about by the weather at a critical time of its growth, and the unpropitious sur-

roundings of the harvest intensified the loss of quality. The crops of Germany and Austria also suffered storm damage, but in each case the yield has improved on the 1904 standard, in spite of this unfortunate experience, which was common to a great part of the continent. The United Kingdom is credited with 7,682,000 quarters, against 5,800,000 quarters last year, an increase of over 32 per cent., which renders it a little more self-supporting than in recent years, but still leaves it dependent for nearly three-fourths of wheat consumption on oversea sources. Thanks to the growth of population, the deficit of the importing countries is enlarged from 68,100,000 to 69,644,000 quarters, but England's shortcoming is estimated at 26,680,000, against 27,800,000 quarters last year; so that, relatively, it is much better off in this respect.

Looking now at the exporting countries, we find the Hungarian Minister putting their aggregate wheat yield at 289,386,000 quarters, an advance of 8,386,000 quarters on last year's corrected estimate. All, and more than all, this gain, is attributed to the American continent, which is allowed 84,410,000 quarters, against 72,700,000 quarters, or nearly one-sixth more than last year's deficient crop. This closely coincides with the generally-accepted estimate.

Russia, which ran the United States close last year, is now a long way behind, but the Hungarian estimate of 69,690,000 quarters, against last year's 70,200,000 quarters, would seem to dispose authoritatively of the exaggerated reports of impending scarcity throughout Russia. Of course, the incompleteness of the system of communications in Russia frequently has the result of preventing the transference from centres where grain is plentiful of supplies which are urgently needed in less favored portions of the Empire. Strangely enough, the smaller Russian crop of this year is held sufficient to provide an exportable surplus of 12,650,000 quarters, against 9,700,000 quarters a year ago.

As in 1904, India stands third in the list of exporting countries, though not of actual exporters; for the latter position belongs to Argentina, which ships two-thirds of her wheat, while India sends away only a small fraction of her total production. The Indian figures have, of course, been ascertained with considerable exactitude, as the crop is reaped when wheat is being sown or is only sprouting in most other grain countries, and the Hungarian figure of 34,592,000 quarters, against 43,700,000 quarters last year, adheres closely to the Calcutta Statistical Department's calculation of a falling off of 77,721,000 bushels, of which eight go to the quarter.

Hungary comes fourth among the world's wheat producers, and, in connec-

tion with Croatia and Slavonia, has a crop of 21,252,000 quarters, against last year's 18,400,000.

Argentina has enlarged her wheat production from 16,600,000 to 19,320,000 quarters; it was only 11,800,000 in 1903 so that there has been an increase not far short of 50 per cent. in two years—a circumstance which goes far to account for the enhanced value of British investments in Argentina railways and other undertakings.

Canada makes slower progress, for her wheat crop is put at 12,120,000 quarters against 12,000,000 last year; but there will certainly be a vigorous stride when the land recently broken up comes into bearing and the extension of railways brings additional acreage into cultivation.

Australia yields 7,084,000 quarters, against 7,800,000. The most astonishing advance of all is made by Roumania, which has the great crop of 9,890,000 quarters to atone for the poor 5,400,000 of 1904.

With an increase of 8,386,000 quarters in their estimated production, the exporting countries are expected to have 68,448,000 quarters of surplus wheat, against 71,000,000 last year; so that they will, apart from accumulated stocks, not quite cover the European deficiency if the Hungarian statistics prove approximately accurate. The exportable surplus from British possessions aggregates 11,960,000 quarters, or about 43 per cent. of the amount England must import. The fact that the populations of these possessions are able to consume a greater proportion of their wheat accounts largely for this diminution of their capacity to feed the Mother Country; but in itself it points to distinct growth of local prosperity.

SAUCE CAMPAIGN.

Holbrooks, Limited, manufacturers of Worcester Sauce of that name, have opened up a branch office at 28 Front street east, Toronto. The success which this company has received since the commencement of the year, when their sauce was introduced to the Canadian market, has encouraged them to launch out in a more substantial manner. Mr. H. Gilbert Nobbs has just returned to Canada from England, and will continue this vigorous campaign of advertising and sampling. Their idea appears to be to thoroughly work Eastern Canada before going to the Northwest. Mr. V. D. Stead has come over with Mr. Nobbs, with the intention of representing them among the retail trade of Toronto.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

FACTORY RUNNING OVERTIME

The immense demand for **RISING SUN STOVE POLISH** and **SUN PASTE STOVE POLISH** keeps our enormous factory running overtime, and the wheels are now turning fourteen hours a day. The superior quality of our product does it. The largely-increased sales of both goods this year over corresponding period last year warrant us in claiming that every retailer will find it to his interest to push vigorously the sale of both **RISING SUN STOVE POLISH** and **SUN PASTE STOVE POLISH**. They please the consumer.

MORSE BROS.,

Proprietors,

CANTON, MASS.

NOTES WORTH NOTING.

REGINA is to have one of the largest sugar refineries in the west. The B.C. Sugar Refinery Co. intend erecting a plant at Regina. Tenders are expected to be closed shortly. It is proposed to have the plant in operation before January 1st. Tenders call for a plant larger than anything in the west, barring British Columbia property, and it will be the distributing point for sugar for the Northwest.

The Department of Agriculture has ordered the prosecution of two Nova Scotia apple growers, on the charge of improper packing.

The reduction works established at Canso, N.S., for the conversion of dog fish into commercial products are kept fully employed, and are turning out eighty tons of material daily.

A single "Ideal" packing machine in the "Salada" Tea Co.'s packing room packed 15,000 pounds of tea in the first three days of this week. This was in pound packages, the usual electrical weighing machine doing the weighing.

The merchants of Jamaica have decided to send a delegate to appear before the Tariff Commission in regard to the duty on sugar. It is asserted that the island is not getting any advantage from the Canadian preference. The Canadian manufacturer gets it all.

An almost miraculous haul of fish has just been made at Looe, Cornwall. The quantity was so great that it was impossible to draw the net up on the beach as usual. The net was secured until the fall of the tide. It was then found that 60,000 fish, weighing from twelve to fourteen tons, had been taken.—London Chronicle.

The vegetable growers of the Province of Ontario have reported to the Agricultural Department that they are of the opinion that no efforts should be taken to have the tariff increased on such vegetables as are needed by the working classes. They, however, think that there should be an increase in the tariff on such articles as lettuce, cucumbers, and early tomatoes, which are to be regarded as luxuries.

The London Dairymen's Pure Milk Protective Association has been formed, with these officers: President, H. W. Aylesworth; vice-president, George Saul; secretary Ernest Phoenix; treasurer, P. F. McClary; executive committee, H. W. Aylesworth, R. M. Berr, George Tupholme. The object of the association is to protect the milk supply, and prosecute all persons found using formaldehyde or other preservatives.

The total amount of Niagara fruit received in Toronto by rail and water during September, was 1,373 tons. Of this, 628 tons came by boat and 745 tons, or 87,566 packages, by train. Of these receipts and of fruit previously stored here, 89 carloads, or 1,135 tons, were shipped out by the wholesale houses to the Provincial trade. In August, 1,021 tons were shipped to Toronto, 358 tons by boat and 663 by rail. The total shipments received by rail this year are 1,932 tons, an increase of 135 tons over last year.

Representatives of the fruit growers of British Columbia, appearing before the Tariff Commission, were keenly anxious to have all duties on fruit retained and some of them increased. The claim was made that British Columbia had fruit land enough to supply all the fruit required for the west. Exception, however, has been taken to this statement. It is stated that if both Ontario and British Columbia will bend their energies to sending the Provinces of Manitoba, Saskatchewan, and Alberta, good fruit well packed and at proper seasons, they need never worry about tariff.

A note from Victoria states that much interest is being created on the mainland by the discovery of a new fruit, which, after investigation, was found to be a mangomelon, which, however, was never known to grow in this country before, but it is regarded as a luscious fruit in the Hawaiian Islands, where it is cultivated to a great extent and exported. The ones raised were grown by Wm. Ashbury of East Delta, quite by accident. They have come up along with a patch of muskmelons which he had planted in the Spring, and the seeds of the mangomelon must have been mixed with the other seeds. Even the grower did not know what they were and brought a box of them to town to find out. They are of good flavor and thor-

oughly ripe, but not nearly so large as the ones grown in southern climes.

Mr. Thomas Macfarlane, chief analyst of the Canadian Government, has completed the examination of 60 samples of black peppers and 86 samples of white peppers. Of this number only 40.7 per cent. were found to be undoubtedly genuine and 47.7 per cent. were proved to be adulterated. The collection of samples was made all over the Dominion. Wheat flour was found to be a common ingredient of adulterated commodity. Other foreign substances which deteriorate the peppers were maize starch, stone cells and wheat starch. Where the peppers were found to be impure the percentage of foreign substances ranged from one to sixteen per cent. The peppers were obtained in February last at the request of Hon. Mr. Brodeur, who is conducting a vigorous campaign to suppress the adulteration of food.

The analysts of the Inland Revenue Department, Ottawa, have recently completed an examination of jams, jellies, and marmalades offered for sale in Canada, which goes to show that in spite of the warning that was given to these industries last season, adulteration still prevails to an alarming extent. Of all the samples together 66 per cent. contained glucose, 15 per cent. preservatives, and 30 per cent. dyes. Thirty-three per cent. were pronounced genuine.

Out of 55 samples of black currant, gooseberry, peach, plum, raspberry and strawberry jams, only 12 were found genuine. Forty-three contained glucose, three preservatives, and three were dyed. Twenty-nine samples of marmalades were taken altogether, of which thirteen were found genuine, sixteen contained glucose, one preservative, and three were dyed. Out of fourteen samples of jelly, only eight were pronounced genuine, six containing glucose, three preservatives, while three were dyed. The preservatives used were benzoic acid and salicylic acid.

When you extend credit to your customers, do it right; there is economy in doing it right. Take a few moments of time to-day to get a report on his character and paying ability. It will mean less trouble to-morrow. It will save yourself aggravation, embarrassment, loss of time and loss of temper. Above all, it will save you loss of money.

Every Little Fish Expects to become a Whale

WE HAVE A FEW OF THEM NOW IN STOCK, namely : Smoked Halibut and Salmon, Hard Cured Cod in quintals, B. & S. Cod, in cases ; Empire Cod Strips, Shredded Codfish, Boston Codfish Balls, Norwegian Fishballs, Labrador Salmon and Herrings, Canned Bloaters, Herrings in Shrimp and Anchovy Sauce, Smoked Herring in Oil and Tomato Sauce, Mackerel Soused and in Tomato Sauce, Kipperines, Crabs, Scallops, Shrimps, Clams and some of those fine Aberdeen Red Herrings packed 100 in a tin.

Will be pleased to have your order for any or all of above assortment. They will help your trade as it has helped ours.

"The Quick Shippers"

LUCAS, STEELE & BRISTOL,
Wholesale Grocers HAMILTON.

THIS WEEK'S ARRIVALS INCLUDE

- New Valencia Shelled Almonds,
- "Sovereign" Malaga Clusters, boxes
 $\frac{1}{4}$ - " 1-lb. Cartons
- "Imperial" Malaga Clusters, boxes
 $\frac{1}{4}$ "
- "Regal" Malaga Clusters, boxes
- Eleme Preserved Figs in Glass.

JAMES TURNER & CO., HAMILTON, ONT.

**"BEE" BRAND
AMMONIA POWDER**

is the **STRONGEST** and **BEST** Ammonia Powder packed, and is one of the

Big Profit Paying Articles

put up by the "Bee" Starch Co. It will pay you to drop them a line if you are interested in making money for yourself. "Satisfaction guaranteed or money back," is our motto.

SNOWDON, FORBES & CO., Montreal

NEW CURRANTS

Cases and half-cases.
First shipment now in store.

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

A. F. MacLAREN IMPERIAL CHEESE CO.,
LIMITED

TORONTO

MANUFACTURERS' AGENTS
GROCERS' SPECIALTIES

REPRESENTING

- ST. CROIX SOAP MFG. CO., SURPRISE SOAP
- AMERICAN CEREAL CO., QUAKER OATS, ETC.
- T. A. SNIDER PRESERVE CO., CATSUPS AND SOUPS.
- THOS. UPTON CO., LIMITED, JAMS AND JELLIES.
- BENSORP'S ROYAL DUTCH COCOA.
- MACONCHIE BROS., LONDON, ENG., FISH, PICKLES,
SAUCES, ETC.
- UNION MATCH CO., DULUTH.
- BEAUCE MAPLE CO., SYRUPS.

**MacLaren's Imperial
Cheese**

**MacLaren's Roquefort
Cheese**

**Canada Cream
Cheese**

Imperial Peanut Butter

NOTHING BETTER

BUSINESS PERSONALS.

THE Capstan Mfg. Co., Toronto, have installed a new mince meat machine with a capacity of a ton per hour, to meet the demands of the Fall trade.

Vancouver Fish Co., Vancouver, B.C., have been burned out.

Dubensky & Co., general store, Bancroft, Ont., have sustained loss by fire.

Ernest Bastien, grocer, Montreal, Que., the stock of this trader has been slightly damaged by fire, but is insured.

Mr. T. B. Greening, of the Pure Gold Mfg. Co., Limited, Toronto, was a caller on the Montreal jobbing trade last week.

Robt. Greig, of Robert Greig Co., has returned from a three weeks' trip to the Maritime Provinces. He looks much the better for his trip.

A meal mill owned by Mr. W. H. Fowler of Carleton, was badly damaged by fire last week. It has not yet been possible to estimate the damage done. The mill was not insured.

Mr. O. C. Dusossoit, representing Hohmann & Maurer Mfg. Co., Rochester, N.Y., was a visitor to Montreal trade this week, and was met by The Grocer at the Acme Can Co.'s offices.

Messrs. Doctor Bros., proprietors of the "Red Store," Moose Jaw, N.W.T., will open new and extensive premises on River street. This is quite a new store, with new stock and some new departments.

Mr. H. H. Clarke, manager to B. Anderson, Haliburton, Ont., was called at the Toronto office of The Grocer. He reports trade as very good, and collections coming in well. He was busy making purchases for Fall trade.

Capt. John A. Gunn, of Gunn, Langlois Co., Limited, Montreal, was in Toronto last week attending the annual meeting of Gunn's, Limited. This is Capt. Gunn's seventeenth year in the



UPTON'S

HOME-MADE

Jams, Jellies

and

Orange

Marmalade

are strictly high-grade.
They are trade winners,
and the wise grocer will
always keep them in
stock.

WE ARE HEADQUARTERS FOR
DRIED FRUITS

Best Packers' Fruit. Prices Right.

THE DAVIDSON & HAY, LIMITED
 WHOLESALE GROCERS, TORONTO

provision business, during the last five or six of which he has been in charge of the Montreal branch.

Hugh J. Hickey, of Mason & Hickey, Winnip went east to Toronto last week.

M. Bull, of Royal Crown, Limited, Winnipeg, was ill for several days, but he returned to his desk a few days ago.

Mr. W. H. Despard, manager of White & Co., Limited, Toronto, spent last week in New York and other business centres in the east.

The Walker Pivoted Bin Co. are shipping this week case sections to Wood & Green, Calgary, Alta, and counter sections to A. E. Hill Co., Limited, Carman, Man.

F. J. Cairns, Saskatoon, is completely refitting the grocery department of his large store with fittings supplied by the Walker Pivoted Bin Co. When completed Mr. Cairns will have one of the finest grocery departments in the west.

The cheese factory in North Smith, Ont., and the cheesemakers' residence, have been destroyed by fire. There was about \$2,000 worth of cheese in the factory, half of which was saved. The loss is about \$4,000, with loss on buildings partly covered by insurance.

Fire has completely destroyed the general store of John Dobensky, of Ban-

croft, Ont. The Bancroft Hotel narrowly escaped, being on fire several times. The burned building was the property of Councilman James Best. The contents of the store and building were both insured. Cause of fire unknown.

W. Ledoux, of Arnaud, Man., was in Winnipeg last week on business. Mr. Ledoux has been very active in promoting the interests of the Western Retail Merchants' Association, and the organization in his district is very effective.

Lewis P. Mason, of Mason & Hickey, Winnipeg, returned to the Manitoban capital last week, after an absence on business extending over several weeks. He visited the trade as far west as the coast, and also made a flying trip to the east.

Robert Hughes, better known as "Bobbie," who sells crockery and glassware for Gowans, Kent & Co., has just completed an eight weeks' trip in Manitoba and the Northwest. He had one of those full-order-book smiles on when The Grocer man met him, and he says business was never better in his line in the west.

Miss N. Smith, late proprietor of the West End confectionery business, Lindsay, Ont., left for an extended visit to British Columbia last week. The confectionery business has been purchased by Miss E. Tangney.

When the "Salada" Tea Co. opened their first mail on Monday morning, Oct. 2nd, there were over 20,000 pounds of orders in it. In the first mail that was opened on Monday morning, Oct. 9, there were 31,000 pounds of orders in it. They claim that out of every three pounds of tea consumed among 230,000 people in the city of Toronto, one pound is "Salada."

Messrs. L. Chaput, Fils & Cie., the well-known grocery firm of Montreal, have pleasure to inform the trade and their numerous friends that they have been appointed agents for Messrs. Stormont, Tait & Co., Oporto, Portugal, large shippers of port wines of high quality. The reputation of this firm is second to none, and they were appointed purveyors to the King, Carlos. The quality of their wines is the best. A fairly large shipment is due to arrive in November. Prices and samples will be submitted with pleasure.

The Alexander Brown Milling Co., Toronto, Ont., have applied to the Board of Control for a renewal of their lease of city property at the foot of Princess street, as it is proposed to rebuild on the site of the burned elevator. They ask that the slip at that point be filled in and that leave be given to construct a switch from the C.P.R. tracks down the street extension. The board fear that the switch will interfere with the city's chance of getting a siding into its own property. The mill company say that it is just a choice between rebuilding on

IN STORE

You will consult your best interests by interviewing our travellers on these items or phone

No. 595

our expense.

Second Shipment of

2, 2½, and 2¾ inch FIGS in 10, 24, and 48-lb. boxes.

First Shipment of Choice Clusters.

One car of Trinidad Raw Sugar

We have five-crown Currants, cleaned, and six-crown cleaned Currants.

One car new Prunes, all sizes.

BALFOUR & CO., WHOLESALE GROCERS **HAMILTON**

W
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“Who Goes There?”

**Blue Ribbon
Ceylon Tea**

And its all-conquering force of Longevity, Purity, Salability. “If I stop it, what happens?” asks Grocer-Sentry No. 1. **It goes in greater amount to yonder store and lays siege on your custom. That’s the fortune of Commerce.** “If I welcome it, what comes?” **What comes, why? Trade Triumphs, Business Booms, Sure Success.**

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WELCOME BLUE RIBBON TEA

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC

Montreal

OTTAWA

NEW MALAGA RAISINS

Our fresh shipments are in store—the quality is exceedingly fine. We are acknowledged the largest importers of this line. Our assortment cannot be excelled.

BOXES, 22 lbs.—Quarter flats—5½ lbs. Fancy 1 and 2-lb. Cartons.

—OUR QUOTATIONS ARE LOW—SEND US YOUR ORDERS—

NEW PEELS

This season's peels are now in store, and in quality are quite fully up to our import standard. This year we have three brands, each the best value of their grade on the market.

SPECIAL PRICES ON CASE LOTS—

"ANCHOR"

Finest fancy dipped caps.

"STERLING"

Selected candied. High quality.

"EXCELSIOR"

Priced low, but exceptionally good.

—LEMON—ORANGE—CITRON—7-lb. boxes, Cases 16 and 32 bxs.

NUTS

IN STORE

NEW VALENCIA SHELLED ALMONDS.

NEWLY SHELLED GRENOBLE WALNUTS.

THE EBY, BLAIN Co., LIMITED

**WHOLESALE GROCERS,
TORONTO**

the old site and moving out into the country.

E. D. Lowe, of the Rolla Crain Co., Limited, Ottawa, was a caller at the office of The Grocer this week. Mr. Lowe was on his way to Western Ontario, and especially the Parry Sound district, where he will call upon the trade in the interests of his company.

Mr. J. F. Shoemaker, representing A. Colburn Co., of Philadelphia, was met by The Grocer in Montreal this week. Mr. Shoemaker was not soliciting business, as owing to the imposition of the Commercial Travelers' Tax he did not feel like taking chances of being "jugged" or held up. Mr. Shoemaker's opinion of the Quebec Commercial Travelers' Tax Act will not bear printing, and he, like hundreds of other travelers representing United States houses, will be forced hereafter to give Montreal a wide berth. As Mr. Shoemaker explained, this absence of American travelers will be a serious loss to the hotels and railways, and so directly to the Province. American houses will not do much less business, but it will be done by correspondence, or their representatives in Ottawa and Toronto.

NEW COMPANIES.

PROVINCIAL charter has been granted to the Russell Bottling Works of Ottawa, Limited, the share capital of the company to be twenty thousand dollars divided into ten thousand shares of two dollars each, the head office of the company to be at Ottawa and

the provisional directors of the company to be Albert Osias Rochon, William George Thomson, Telesphore Rochon, Omer Joseph Rochon and Minnie Thomson.

Provincial charter has been granted to the Robson Leather Company, Limited, Oshawa, Ont., the share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to be at Oshawa and the provisional directors of the company to be Charles Norman Robson, Frank William Robson and Thomas Thorsby.

Provincial charter has been granted to the Port Colborne Milling Co., Limited, Port Colborne, Ont., the share capital of the company to be forty thousand dollars divided into four thousand shares of ten dollars each, the head office to be at Port Colborne and the provisional directors of the company to be Joseph Phillips Hanham, Samuel T. McColl, Alexander Crawford Mitchell, John Daniels Kinnaird, and Otto Carl Nathaniel Kanold.

NEW COFFEE ROASTER.

An expensive addition has been made by Codville & Co., of Winnipeg, to the machinery of their spice and coffee mill. This is a new coffee roaster with a capacity of 800 lbs. per hour, which this firm have just imported from New York. The new roaster, manufactured by the Fraser Manufacturing Co. of New York, is the latest of its kind and it is an important addition to the plant in the Codville factory.

CANADIAN GROWN COFFEE.

It will be noted with interest that an attempt to grow the coffee plant in this country has met with success.

Mr. Gamble, of Lancaster, announced in Ottawa last Winter that he intended making experiments along this line. Last May he planted some beans, and says they have had nothing but ordinary care, such as being frequently hoed and kept clear from weeds; now he is the possessor of a strong, healthy plant, about 4 feet high, containing quite a large quantity of beans. Mr. Gamble is gardener for Mr. McBean of Lancaster, and is very pleased with the result of his work, and everyone will agree that he has good cause to be.

CHEESE IN GREAT BRITAIN.

A matter which is worthy of attention, is that the total consumption of cheese in Great Britain is, and has been for some years, almost at a standstill. There are various reasons for this, but the chief doubtless is that such lines as canned goods, patent foods, jam, etc., have come into far more general use than fifteen or so years ago, particularly amongst the lower classes. It is a curious fact that while the United States exports of cheese have materially fallen off, their shipments of canned goods have increased, so that by increased exports of one line of goods they are making up for the falling off in another line, which falling off is probably caused in some degree by the increased export of canned goods or similar lines. This is an interesting phase of economic law.

Fresh Pork Sausage

Are now in Season
and in good demand.

Our Sausage are prepared with great care, full flavored, are appetizing and always Trade Winners.

Expressed to all points.

Write or Telegraph for Sample Basket.

DO IT NOW

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

FRESH SAUSAGE

October marks the coming of colder weather—cool nights and frosty mornings. Just the weather for a dish of Savory Sausages, and there are no better than those made by the Fearman Co. Your customers will appreciate them, if you have them ready in stock. We shall be glad to send them to you by express, daily or weekly, and in large or small quantities.

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In the first place **IT** is **pure** and **whole-some**; secondly, **IT** is well advertised and an easy seller. **IT** does absolutely the best of work, and, what interests you particularly, **IT**

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ALWAYS PREPARED

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BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO :

Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited

EXPORTERS and WHOLESALE DEALERS

73-75-77 Colborne Street

Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Montreal, Oct. 12, 1905.

THE situation on cheese remains practically unchanged. Colored, for some reason or other, are in very strong demand and they are selling at a considerable premium over white cheese at the present moment, but the latter received a very fair share of attention on the market and as the consumption of white cheese in Great Britain is very much in excess of the consumption of colored cheese, we may at any moment see the present condition reversed.

There is less risk in carrying white cheese for any length of time as the colored goods may fade and become "mottled" in color, which is a very serious fault and means heavy losses if it occurs. However, there is a certain demand for colored cheese and if there is a scarcity, as there seems to be at present, it results in buyers paying a premium over white cheese. Last Winter the reverse was the case, when white brought a substantial premium over colored goods.

All the country markets remain very firm, in spite of the assertion that most Ontario sections show now a considerable increase in the make as compared with the same time a year ago. This is partly due to the excellent condition of the pastures owing to the continued fine weather, and partly due to the extra feeding of the stock. On account of the prevailing high prices of both cheese and butter it pays the farmers this year to feed their cows to get more milk, and they are doing it.

While Ontario will probably show an increased make of cheese, it is different in Quebec. For various reasons the quality of cheese made in Ontario is of a higher grade than the article made in the Province of Quebec, while butter made in Quebec is undoubtedly of a very much better quality than the butter made in Ontario. The result is that Quebec is going more and more into butter, and naturally the production of cheese becomes less in proportion. If, therefore, the make of cheese in Ontario shows an increase, there is a corresponding falling off in the production of this article in Quebec, and taking the two Provinces together there is probably a decrease in the production of cheese this year.

There is a natural desire on the part of operators to get prices down to a safer basis for the purpose of carrying goods through next Winter, but so far all efforts in this direction have failed and now if those who carry stocks on their own account want to get a profit out of the business, they must very soon commence to ask higher prices for their holdings, which means that we must get advancing markets both in Canada and the United Kingdom.

Mr. J. A. Ruddick, the Dominion Dairy Commissioner, has just returned from an extended tour of inspection

through the various dairy centres of Europe and the different markets in Great Britain. Mr. Ruddick finds, what has been pointed out in these articles before, that our Canadian butter compares most favorably in quality with the best goods produced in Europe and is better than many. He has inspected our goods in their fresh condition and compared them with the best Danish butter in the British markets, and in one case, at least, he acknowledged the Canadian article to be fully as good as the Danish. Yet it remains a fact that Canadian butter is retailed at a much lower price than Danish, which proves that our goods are only sold as a second class quality. It is undoubtedly put into the second class by not putting it out in its fresh condition to the consumer. Now, why should the Canadian product be used for speculation, when the goods from other countries, notably from Denmark, are sold in their fresh condition? No doubt Mr. Ruddick is doing most excellent work to advance the interests of the Canadian dairy industry. He has shown himself a capable executive and he has done much good. It may not be within his power to change this existing evil of speculation in our product, but perhaps something might be done to lessen it and get the British retailer to insist on getting our fine butter in as fresh a state as it can be landed in the different ports of the United Kingdom.

The market for butter shows very little change. The outlook is decidedly "bullish." Exports are still keeping up, which means a constant reduction in our supplies and we need quite a good deal of butter for our own use during the Winter months.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

A BRIEF review of the British cheese market should not be without interest to Canadians. Indeed, when they look back over the past ten or twelve years and see how, with but occasional variations, their exports of cheese to the Mother Country have increased from 59,123 during the year (ending June 30) 1896 to 92,308 tons during the same period of 1905, they will be able to understand how strong is this commercial bond between them and their brothers in the Old Country.

This great increase of 32,885 tons might not carry with it so great a proof of Britain's indebtedness to Canada, were it a fact that supplies of cheese from other sources had shown a proportionate or even nearly proportionate increase. But they have not. The knowledge that, while other countries have actually lost ground, or remained stationary, in their cheese supplies to Britain, Canada has steadily advanced, must be a source of something more than satisfaction to Canadians. To-day the Dominion stands out as far and away the

largest supplier of cheese for the British markets, and she has secured for herself in this line a position which need fear no competition, even were competition likely. But it is not. Canadian cheese has a reputation with the general public and stands more on its merits with that body of the people than does Canadian butter, which, at any rate by name, is unknown to them. The retailers here do not expose Canadian butter with a notice to the effect that it is "new arrival, Canadian," or any publicity of that nature, but they do for Canadian cheese.

There are five other countries which ship cheese to this market, viz., New Zealand, Belgium, Holland, France and the United States. During one or two years attempts were made by concerns in Australia to work up a cheese trade, but without success. Eventually the effort was abandoned and the last eighteen months have seen no Australian cheese on this side.

New Zealand supplies of cheese have never exceeded 1,200 tons, and her progress, though in the right direction, has been very gradual and varied from 2,971 in 1896 to 4,072 tons in 1905 (ending June 30). The efforts to retain trade have not been easy, and the increase during the past five years has been only 114 tons. It is, of course, in butter that bility such cheese is registered on this market.

Supplies of cheese from the United States to this market have shown a very heavy deficiency of late years, falling from 28,031 tons in 1901 to 9,387 tons in 1905. During the five years previous to that they had increased from 25,744 tons to 32,183 tons. During the Winter, when most Canadian ports are icebound, Canadian cheese is sometimes shipped via New York, and in all probability such cheese is registered on this market as United States produce.

Dutch cheese, which is now arriving in slightly larger quantities than from the States, is also slowly declining. Last year (ending June 30, 1905) the amount received on these markets was 10,697 tons as against 11,431 tons in 1896.

Belgian cheese is falling off. French is just about where it was ten years ago, but supplies from both these countries are comparatively small, and do not play any important part on the British market.

It will be seen from the foregoing brief summary that Canada is about the only country that is showing real progress in the matter of cheese export to this side, and stands far above all others. According to returns, the following are figures of her cheese shipments to Britain:

	Tons
1900	70,549
1901	77,267
1902	76,297
1903	87,883
1904	98,306
1905	92,308

Canadian cheese has been selling well, and to-day's (Sept. 30) quotations are 56 to 57 shillings, but there is very little at 55 shillings.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

WE ARE

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Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants, TORONTO.



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25 Cent Line

Splendid value

WALTER WOODS & CO.

Hamilton and Winnipeg.

PROVISION AND DAIRY MARKETS.

TORONTO.

Steady demand continues to be manifested in the provision lines.

Hogs are coming in rather slowly and prices are well maintained at previous quotations. Stocks as pointed out in our previous issue are greatly depleted and there is scarcely anything to draw upon; arrivals are only coming in in barely sufficient quantities to meet the current requirements.

Bacon has firmed and shows a distinct tendency to advance.

Barrel pork can scarcely be found on the market.

Lard continues very firm with still an upward tendency.

Beef has eased off somewhat and shows slight declination. All other prices continue very firm at previous quotations.

Meat—We quote:

Table with 3 columns: Item, Price, and another Price. Items include Long clear bacon, Smoked breakfast bacon, Roll bacon, Small hams, Medium hams, Large hams, Shoulder hams, Backs, Heavy mess pork, Short cut, Shoulder mess pork, Lard, Plate beef, Beef hind quarters, Mutton, Spring lamb, Veal, Hogs street lots.

Butter—Arrivals of butter are somewhat slow. Creamery butter is coming to hand in little better quantities, whilst dairy butter is still holding back. General demand is active and prices rule firm at previous quotations.

Table with 3 columns: Item, Price, and another Price. Items include Creamery prints, Dairy prints.

Eggs—Arrivals have fallen off perceptible since our last issue, but those coming to hand are of much improved quality. Dealers commenced to draw upon their storage stocks in order to meet the gradually increasing demand as arrivals are in no way sufficient to meet current requirements.

Table with 3 columns: Item, Price, and another Price. Item: New laid eggs, per doz.

Cheese—General conditions of the cheese markets might well be described as weak. The board reports during the current week have shown a tendency on the part of buyers to slacken off in their bidding with the result that many boards report offerings unsold and where sold there is frequently shown a weakening in price. This rather tends to a more healthy state of the existing market as prices are generally conceded to be on too high a basis to encourage any material bulk trade. Export trade has the tendency to improve, but meets with somewhat of a set off in the lower basis of prices in the American cheese. Until, therefore, the market assumes a steadier footing export trade is not expected to assume any serious dimensions.

Table with 3 columns: Item, Price, and another Price. Items: Cheese, large, Cheese, twins.

Cheese Board Report.

(For week ending Oct. 7.)

Table with 4 columns: Board, Boxes, Price, and another Price. Boards listed include Montreal, London, Belleville, Napanee, Brockville, Cornwall, Iroquois, Perth, Ottawa, Vankleek Hill, Alexandria, Kemptville, Huntingdon, Cowansville, St. Hyacinthe, Kingston, Madoc, Winchester, Tweed, South Finch, Brantford, Victoriaville.

* White and colored.

MONTREAL.

The provision market has shown a weakness this week owing to accumulation of stock and prices are easier in lines. Live hogs are easier and have declined about 12 1-2c. per 100 lbs. Fresh killed abattoir dressed hogs quoted \$9.50. Hams and bacon are in good supply and selling only fairly well. We quote:

Table with 3 columns: Item, Price, and another Price. Items include Lard, pure tierces, Lard, Boar's Head, Cases, 20 3-lb. tins, 20-lb. wood pails, Wood net, tin gross weight, Canadian short cut mess pork, American short cut clear, American fat back, Breakfast bacon, Hams, Extra plate beef.

Butter—Local market is firm. Stocks are claimed to be light for this season of the year. Prices are unchanged. Export demand has fallen off some and is moreover irregular.

Table with 3 columns: Item, Price, and another Price. Items: Finest creamery, Fine, Medium, Fresh dairy tubs.

Cheese—No change in market. Demand is light, though a firm feeling prevails. Quebec quoted at 11 3-8c., Townships, 11 1-2c. and Ontarios 11 5-8 to 11 7-8.

Eggs—Demand continues good and equal to absorbing receipts. Cold storage is not receiving many these days. Quality of eggs is good. Straight gathered, 18c. to 18 1-2c. at country points, locally at 19c.; in jobbing way, 20c. in single cases; good, 17c. to 18c.; selects, 22c. to 23c.; candled selling at 19 1-2c. to 20 1-2c., according to quantity.

WINNIPEG.

Creamery Butter—Prices are firmer and indications point to an advance, but there has been no quotable change. We quote selling prices to the trade as follows:

Table with 3 columns: Item, Price, and another Price. Items: Finest fresh creamery, in 56-lb. boxes, in 28-lb. boxes, in 14-lb. boxes, in 1-lb. bricks.

Dairy Butter—Produce houses are pay-

ing 15 1-2c. to 16 1-4c. for No. 1 dairy delivered in Winnipeg.

Cheese— Prices are steady and we quote as follows:

Finest Ontario, large	0 13 1/2
" Manitoba, large	0 13
" " twins	0 13 1/2
" " small	0 13 1/2

Lard—Prices continue as follows:

Pierce basis, per lb	0 10 1/2
Small packages take the following advance:	
20 lb. tin cans, per lb	0 00 1/2
25 lb. tin pails, in 80-lb. cases, per lb	0 00 1/2
10-lb. " in 60-lb.	0 00 1/2
5-lb. " " "	0 00 1/2
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00 1/2

Cured Meats—We quote:

SMOKED MEATS.	
Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19 1/2
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 15
heavy, 20 to 30	0 14 1/2
assorted sizes	0 08
Picnic, " " "	0 08
Shoulders, " " "	0 14 1/2
Bacon, " breakfast bellies	0 13 1/2
" " breakfast backs	0 15 1/2
" " Wiltshire sides	0 12 1/2
" " spiced rolls, long	0 09 1/2
Manitoba butts	0 10
" " skinned	0 11
" " boneless and rolled	0 11
" " rolls, boneless	0 11

DRY SALT MEATS.	
Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " " "	0 08

BARREL PORK.	
Heavy mess pork, boneless, per bbl	16 50
per 1/2 bbl	9 25
Standard mess pork, per bbl	16 00
per 1/2 bbl	9 00

PICKLED GOODS (COOKED).				
	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pigs feet	5 50	3 00	1 60	1 25
Pigs tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.	0 04			
hocks,	0 04			

ST. JOHN, N.B.

Provisions—There is quite an active sale at this season. In pork, local mess is very scarce and American is high. Clear now covers such a wide range in

quality it is hard to set a value, but prices are firm.

Beef shows little change.

Pure lard is still high and packers have little to sell. Refined lard keeps low.

Smoked meats move more freely and prices are firm.

In fresh beef prices keep low with but a fair sale.

Lamb is still an active line and holds at quite full figures. Mutton and veal are quiet.

Pork, while more freely offered, is firm. We quote:

Mess pork, per bbl	\$15 00	\$20 50
Clear pork, " "	18 00	20 00
Plate beef, " "	14 00	15 00
Domestic beef, per lb	0 05	0 07
Western " " "	0 08	0 09
Mutton " " "	0 04	0 05
Veal " " "	0 05	0 07
Lamb, per lb	0 08	0 09
Pork, per lb	0 07	0 07
Hams, " " "	0 13	0 14 1/2
Rolls, " " "	0 10	0 13
Lard, pure, tubs, per lb	0 10 1/2	0 10 1/2
" " " pails,	0 10 1/2	0 11
Refined lard, tubs	0 08	0 08
" " " pails	0 08 1/2	0 09

Butter— Values continue to climb. Good butter is in improved demand.

Creamery butter	0 22	0 25
Best dairy butter	0 19	0 21
Good dairy tubs	0 17	0 19
Fair	0 16	0 18

Eggs—Just at the moment the market is hardly as firm. The advance for the time has stopped. Quality is good. We quote:

Eggs, henney	0 23	0 24
case stock	0 17	0 20

Cheese—Prices higher than in the west, our market taking only twins and the quantity offered is small. We quote:

Cheese, per lb.	0 12 1/2	0 13 1/2
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To think that advertising indulged in for part of the year will leave a reminder in the minds of the public for the balance of the year is a besetting business sin.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

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AGENTS FOR THE DOMINION SALT AGENCY

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Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

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FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

<p>Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO. MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.</p>	<p>DAVID SCOTT & CO., Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.</p>	<p>GEORGE LITTLE LIMITED Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.</p>	<p>HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.</p>	
<p>JOHN LETHEM & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiters; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.</p>	<p>GRIFFIN & CULVERWELL, Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US. 139 REDCLIFFE ST., BRISTOL, ENG.</p>	<p>E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.</p>	<p>GEO. R. MEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - ENGLAND European representatives and distributors, Earl Fruit Co., California, U.S.A. SPECIALTIES, FRESH, DRIED AND CANNED FRUITS T.A. Emulate. Codes, A. B. C. and Lieber's.</p>	
<p>JAMES MARSHALL, ABERDEEN, - SCOTLAND. Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Codes, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.</p>	<p>This space \$15 per year.</p>	<p>ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. - T. A. "Acriton, Liverpool." Code, A. B. C., th Ed.</p>	<p>THOS. BOYD & CO., 28 KING ST., - LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."</p>	
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Fresh, Sound Fruit.—Crates.

Prices Right.

MATHIEU SYRUP OF TAR AND COD LIVER OIL

200 Gross on hand. Best preparation for Colds, Bronchitis, etc.

Sold Everywhere.

GOODWILLIE'S PRESERVED FRUITS—Glass

200 Cases in store. Pears, Peaches, Raspberries, Black Cherries, Plums, etc.

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CLAUS ANDERSEN'S. (Stavanger)

Choice Small Fish

Pure Olive Oil

100 Tins and Keys per case.

26/28 Fish (small)

It is not double the price of others, but equal in quality. **Compare Them.**

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From San Francisco, U. S. A.—In Store

3,000 Boxes Santa Clara Shipped by Griffin & Skelly. Shipped by J. Ellsworth.

Coronation Brand. 25-lb. boxes only.

30/40, 40/50, 50/60, 60/70, 70/80, 80/90, 90/100, 100/120.

TEAS Just in Store TEAS

500 Caddies Pea Leaf Gunpowder Tea, choice quality.

115 Caddies Pin Head and Sow Mee, high quality.

250 Caddies High Grade Pakling Congou.

WF ARE HEADQUARTERS FOR FINE GROCERIES, WINES and LIQUORS.

Fresh Assorted Stock

Quick Shippers

Correspondence Solicited

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James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
McWilliam & Everist, Toronto.
Psimenos, Th. J., London, Eng.
Ratray, D., & Sons, Montreal.
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Smith, E. D., Winona, Ont.
Smith, Tom, Toronto.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
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Warren Bros. & Co., Toronto.
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Woodenware.

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Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Adam Geo. & Co.	2
Adamson, J. T., & Co.	2
Allison Coupon Co.	64
American Tobacco Co.	57
Auer Light Co.	57
Baker, Walter & Co.	46
Balfour & Co.	19
Belleville Canning Co.	39
Bickle, John W., & Greening	49
Biermann, E., & Co.	25
Black Bros. & Co.	43
Bloomfield Packing Co.	20
Blue Ribbon Tea Co.	20
Bode Gum Co.	50
Bowyer T. B., & Co.	12
Boyd, Thos., & Co.	25
Bradstreet's	5
Braid, Wm., & Co.	65
Brantford Starch Works	32
Business Magazine	51
Camron, J. McA.	2
Campbell's, R. Sons	7
Canada Maple Exchange	57
Canada Paper Co.	45
Canadian shredded Wheat Co.	57
Canada Sugar Refining Co.	7
Canadian Cannery, Limited	28
Canadian Press Clipping Bureau	inside back cover
Capstan Manufacturing Co.	61
Carman, Joseph	2
Ceylon Tea Association	6
Chaput, L., Fils & Cie	26
Chase & Sanborn	47
Christie, Brown & Co., outside front cover	
Church & Dwight	3
Clark, W.	45
Clift, Thos. B.	2
Codville & Co.	2
Coles Manufacturing Co.	3
Collier Bros.	56
Colson, C. E., & Son, outside back cover	
Common Sense Mfg. Co.	46
Cowan Co.	58
Cox, J. & G.	43
Creed, J. S.	5
Crichton, Alexander	25

Davidson & Hay	19
Dawson Commission Co.	55
Dingle & Stewart	2
Distributors Co.	55
Dominion Molasses Co., inside front cover	
Downey, W. P.	57
Duncan Co.	24
Dunn, Wm. H.	21
Eby, Blain Co.	61
Edwardsburg Starch Co.	67
Empire Tobacco Co.	63
Enterprise Mfg. Co.	7
Ewing, S. H. & A. S.	47
Ewing, S. H. & Sons	43
Fairbank, N. K. Co.	44
Fearman, F. W. Co.	22
Foster Pottery Co.	15
Frankford Canning & Packing Co.	13
Frontenac Cereal Co.	60
Gibb, W. A., Co.	25
Gillard, W. H., & Co.	14
Gillett, E. W., Co., Ltd.	22
Gorham, J. W., & Co.	2
Gowans, Kent & Co., outside back cover	
Gray, Young & Sparling Co.	44
Greig, Robt., Co.	40
Griffin & Culverwell	25
Guest, W. J., Fish Co.	44
Hall, R. C., & Co.	25
Hamilton Cotton Co.	46
Hannah, R. W.	56
Haszard, Horace	2
Holbrook & Co.	47
Hughes, A. J.	2
Imperial Extract Co.	54
James Dome Black Lead	57
James, F. T., Co.	55
Japan Teas	4
Kaufmann, W. P.	5
Keen, Robinson & Co., outside front cover	
Kingston "Gleaner"	5
Kinnear, Thos., & Co.	18
Kyle, C. E.	2
Lake Huron & Manitoba Milling Co.	61
Lambe, W. G. A.	2
Lamont, Corliss & Co.	45
Lawson, Reginald	2

Lethem, John, & Sons	25
Little, Geo.	25
Lowney, Walter M. Co.	58
Lucas, Steele & Bristol	17
Lumsden Bros	10
Lytle, T. A., Co.	3
McDougal, D., & Co.	64
McLaren's Cooks' Friend Baking Powder, outside back cover	
McLean, J. A., Produce Co.	22
McLauchlan & Sons Co.	56
McLeod Milling Co.	44
McWilliam & Everist	54
MacLaren's Imperial Cheese Co.	18
Marshall, James	25
Mathieu, J. L., Co.	5
Meeker, G. R., & Co.	25
Millman, W. H., & Sons	2
Mooney Biscuit and Candy Co.	59
Morse Bros.	16
Mutt, John P., & Co.	38
Myers Royal Spice Co.	39
Napanee Canning Co.	10
National Cash Register Co.	8
National Licorice Co., inside front cover	
Neubeck & Schipmann	25
Newton, G. P.	44
Nicholson, Bain & Johnston	2
Nicholson & Bain	2
Oakey, John, & Sons	44
Oakville Basket Co., inside back cover	
Old Homestead Canning Co.	9
Ontario Sugar Co.	11, 47
Ontario Supply Co.	3
Ozo Co.	43
Page, Carrol S.	25
Park, Blackwell Co.	22
Patrick, W. G., & Co.	2
Payne, J. Bruce	62
Psimenos, Th. J.	56
Queen City Oil Co.	43
Radiger & Janion	2
Ratray, D., & Sons	20
Robinson, O. E.	56
Rose & Ladlamme	4, 66
Rutherford, Marshall & Co.	24
Ryan, Wm., Co.	24
Robertson, Geo., & Son	61

"Salada" Tea Co.	32
Salter & Stokes	25
Scott, David, & Co.	2
Sella Commercial	43
Smith, E. D.	56
Smith, Tom	57
Snowdon, Forbes & Co.	14
Social Tea Co.	10
Southwell & Co., inside back cover	
Sowerbutts, A. E., & Co.	25
Stevens, H. J., Montreal	2
Stewart Co.	58
Stringer, W. B., & Co.	55
"Sugars" Limited	44
Sutcliffe-Muir Milling Co.	61
Sutton, G. F., Sons & Co.	68
Technical Book Dept.	48
Tew, Richard, & Co.	48
Thomson & Mathieson	54
Thompson, G. B.	2
Tippet, Arthur P., & Co.	1
Toledo Computing Scale Co.	46
Toronto Salt Works	25
Truro Condensed Milk & Canning Co.	32
Tucker, E. St. G.	44
Tuckett, Geo. E., & Son Co.	62
Turner, James, & Co.	17
Upton, Thos., & Co.	1
Vleena Figs.	42
Walker, Hugh, & Son	56
Walker Pivoted Bin and Store Fixture Co.	8, 12
Wallaceburg Sugar Co.	52
Warren Bros. & Co.	14
Watson, Stuart	2
Watt, J. L., & Scott	59
Wethey, J. H., outside back cover	
White & Co.	55
Whiteley, Muir & Co.	25
Wickes, Hamilton, & Co.	25
Wilson Commission Co.	2
Wilson, W. H., Co., inside back cover	
Winnipeg Fish Co.	44
Wood, Thos., & Co.	14
Woods, Walter, & Co.	34

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FISH POACHING.

It is with a degree of satisfaction that every Canadian will note the latest development in the situation with regard to fish poaching on Lake Erie. From the outset it was a most deplorable occurrence, as it appears not to have been an isolated or casual occurrence, but has developed into almost an organized system of trade robbery.

From accounts to hand it would appear that the system was a most complete one and was being practised by a veritable fleet of fishing tugs, the scheme employed being to place one of the fastest boats at the head of the line on the lookout and if this boat was seen to speed away at a high rate of speed it was taken as a signal that they were spotted by the Vigilant, and the whole fleet steamed away for their own waters, often accompanying this proceeding by a

general tooting of their sirens in token of derision.

The American authorities must have been fully aware of what was being done; such a proceeding, done in such an openhanded flagrant manner, could not fail to have been fully known by all parties concerned and we can only suppose it would have still continued had it not been for the drastic measures taken by the cruiser Vigilant, which has certainly not belied her name.

The serious effect that poaching of this nature has upon the Canadian fisheries is ample excuse, if excuse were necessary, for resorting to the severest methods to stop such proceedings. Canada has been facing in a very real way at the present time the question of maintaining in a satisfactory and healthy way the many fisheries which she has under her control. These industries are of national importance and to have allowed such gross violation of the fishing boundaries would be the removal of the advantages which it is sought to obtain by the annual replenishing of our fisheries and would have resulted in the benefits which accrued really missing their mark and falling into the hands of the American poachers.

The latest news, however, is particularly satisfying to those most concerned in this unsatisfactory business, for we hear that the United States Government has taken what promises to be effective action for the suppression of the poaching of American fishermen in Canadian waters. A revenue cutter in charge of the collector of customs at Cleveland has been sent on a cruise with instructions to seize fishing tugs, inspect their cargoes and confiscate both cargoes and vessels belonging to violators of the law.

It is not likely that tug owners will care to attempt the feat of evading both the American and Canadian cruisers. This action is really in the interest of humanity, for lives have already been sacrificed and others may at any time be taken in the event of a poaching vessel trying to avoid seizure by sailing away.

It would further tend to promote good feeling between neighbors and to improve the supply of fish for both nations if there could be secured by some joint action some more effective means of protecting the fish from senseless destruction. Apparently the responsibility for the present unsatisfactory safeguards rests on the people of the United States and now that they have been stirred into effective activity by the danger of international complications over loss of life and property, it should be not too much to expect them to become wide awake to their own interests.

AN AMERICAN AND TORONTO.

SOME interesting remarks have been made by a leading New York business man who has visited Toronto after an absence of some fifteen years. He expressed great satisfaction at the manner in which Toronto had grown from an architectural standpoint. The city was being cared for in a most praiseworthy manner, both as regards its "layout" and also with regard to its buildings. He says, however, that what he was mainly struck with, was the immense advance which had been made commercially.

There has been most radical change in the manner and methods of local merchants. When last here he had to resort to the most diplomatic of methods, and even after the many delays of red tape and reserve had been overcome, there was still at that time a cold and freezing atmosphere surrounding a Toronto merchant's office.

To-day he finds all this changed. The heads of the leading firms are more accessible and discuss business matters with a freedom unknown fifteen years ago. Methods are more up-to-date in making a deal, and courtesy and hospitality are very much in evidence.

As an instance, he cites his experience in being invited into the private office, offered a cigar, and being entertained at the club in a princely manner, while on his last visit he dare not smoke in the presence of the principal of the firm, and was kept waiting outside the private office and very curtly answered when inquiring if any of his line of goods was needed.

The New Yorker says that the business methods of the leading Toronto houses are now conducted on lines similar to those of the American cities, and that this marked change is attributed to the new blood that has been introduced into the old established firms, and that modern ideas are practiced by the younger men at the head of the houses now doing business.

THE IMPORTER AND THE TARIFF.

It is to be hoped that during the investigation into the tariff which is now being made the interests of the importer will not be overlooked.

When a case is before a court of law all parties interested are called upon to give evidence. The importers of this country are interested in the Customs tariff, and their evidence should certainly be taken.

Canada is a protectionist country. Nine-tenths of the people believe that at least a moderate tariff is necessary to the welfare of the Dominion. But in preparing a Customs tariff the interests of all should be considered. The manufacturers, the lumbermen, and the agri-

culturists of different kinds are being heard, but the merchant—the man who distributes merchandise wholesale and retail—does not seem to have an existence. And yet he has interests to consider and rights to guard.

The tariff needs revision, and it is presumptive evidence that the Government thinks so, too, or it would not be holding the present investigation. But while the work is being done it might as well be done well. And the only way it can be done well is to first consider and carefully weigh the interests of all concerned, and from the evidence thereby adduced, and the knowledge thereby attained, construct a tariff that will protect the interests of the merchant who imports and sells as well as those of the manufacturer who makes.

Boards of trade and mercantile organizations in general should give this matter their prompt attention.

PROVINCIAL TAXES RETARD COMMERCE.

FREQUENT comment has been made in these columns on the arbitrary and near-sighted policy of Provincial Legislatures, in taxing commercial travelers. Additional light which has been shed on the matter, has only served to accentuate the impression that these taxes are entirely unwarranted, and are, in spirit, though possibly not in letter, an infringement on the rights of the Federal Government, and an insult to the good sense of the nation.

On Prince Edward Island rests the blame for initiating this class of legislation. A tax of \$25 was imposed on all commercial travelers visiting that Province, and the money-making possibilities of the scheme immediately appealed to the hungry legislators of British Columbia. But in this case, the tax was doubled, every traveler selling goods in the western Province being relieved of no less than \$50. Then the Quebec Cabinet, frenzied by their endeavors to make ends meet and thinking that they should be able to go their sister Provinces one better, proposed and carried through the iniquitous statute which forbids traveling representatives of foreign houses from doing business in the Province, except on payment of a \$300 tax.

When this last piece of legislation was perpetrated, a storm of protest went up from all over Canada. So strong was popular opposition to such insular enactments that many representations were made to the Dominion Government, praying for an exercise of the right of veto granted by the British North America Act. The British Columbia tax was made

the subject of a test and the Minister of Justice was asked to report on its validity, his finding, recently made public, is that the statute is within the rights of the Province to pass it, and, as a result, the Government has declined to interfere.

Where is this thing going to end? Will other Provinces too fall victims to the taxing mania, and keep on increasing the amounts, as has already been done? It is quite conceivable that these might become so high as to be prohibitive, and an obvious interference with Federal rights.

Under the circumstances, it is only to be expected that, in Britain and the United States, uncomplimentary references are being made to Canadian statesmanship. In the States, there are many firms who, if they could work the territory without so many restrictions, would make a connection in Canada sufficient to justify their investing in a Canadian plant eventually. As it is, they

IT HAS NEARLY EXPIRED.

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are losing confidence in the ability of Canadian legislators, and we have been advised that one large firm are withdrawing their plans to invest nearly half a million dollars in Canada, owing to the bad impression that the recent enactments have made.

No objection is made by foreign manufacturers to a legitimate tariff; but the numerous petty restrictions being imposed upon them has naturally aroused great antagonism.

In view of the Dominion Cabinet's decision to make no move in the matter, and the avowed intention of the Quebec Treasurer to enact an even more comprehensive statute, it behooves the business men of Canada to demand purely Federal control of the nation's trade and commerce. This we believe to be the feeling of the vast majority of Canadian merchants, and to this opinion, if properly expressed and conveyed, the Government must needs bow.

A CUSTOMS DUTY PROBLEM.

AN interesting feature has recently occurred in the administering of the customs law, and one which opens up a question of importance to the import merchant who buys goods for future delivery.

Some time, round about May of this year, a prominent broker placed an order in England for a quantity of goods, to wit, candied peel, at the then market price, for delivery in September and October. Since the order was given prices have materially advanced on these lines, and in keeping with the law which regulates the fixing of duty charges, and which specifies that it shall be "at the price ruling at time of exportation," the customs officer insisted upon payment of duty on the "present" market price, ignoring altogether the invoice which gives the actual price paid.

This obviously places the broker in an awkward position. He has placed most of these goods at prices which calculated the duty on the actual price paid, and is out in his profit to the extent of the difference.

It can be easily seen that if this rule is to be unduly forced an injustice is likely to occur at any time, as it is practically impossible to anticipate what fluctuations may occur at a distance of several months; and might very easily make just the difference between a profit margin and actual loss.

INEFFICIENT CRATING.

A GOOD deal of carelessness seems to be manifest in the manner in which many goods are packed for transit. The position of the shipper in a wholesale firm is by no means a sinecure. To fill that post successfully a man should be selected in every way efficient. Quite recently there has come to our knowledge several instances in which trouble and inconvenience have been caused which might easily have been avoided if the packer had exercised a very ordinary amount of care.

The most recent case is one in which a grocer in the Niagara Peninsula received some crates of preserving jars of which quite a quantity reached their destination broken and cracked. It is true that on application he received due allowance for the breakage but why such an occurrence should happen is beyond conception. These jars were packed in cardboard which was altogether too weak and small. Stiffer cardboard which would reach from end to end of the jar would have effectually prevented this loss. It is certainly a foolish policy which in order to save the few cents on card will make it possible to destroy a quarter of the contents, as it did in the case under review.

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In addition to the list of association sections mentioned in a previous issue Secretary Coulson informs The Canadian Grocer of the organization of the following local organizations:

Cartwright section.—Cartwright, Mathers and Holmfield. R. F. Moore, Cartwright, secretary.

Killarney section.—Killarney and Nisga. Mr. McCulloch of Marquis & McCulloch, secretary.

Boissevain section.—Boissevain and Whitewater. J. D. Baine, Boissevain, secretary.

Deloraine section.—Deloraine and Medora. S. K. Colhoun, secretary.

Carnduff section.—Carrievale, Carnduff and Gainsboro. J. H. Elliott, Carnduff, secretary.

Melita section.—Melita, Elva and Pierston. W. Hamelin, of Hamelin Bros. & Co., Melita, secretary.

Alameda section.—Alameda, Oxbow, and Glenewen. R. C. Gibson, Alameda, secretary.

Estevan section.—Bienfaite and Estevan. Arthur Kelly, Estevan, secretary.

Virden section.—Virden, Lenore, Reston, Sinclair, Redvers, Antler, Hargrave, Routledge and Pipestone. E. J. Scales, Virden, secretary.

Secretary Coulson covered a big expanse of territory during the first week in October and the result is some further gratifying additions to the membership list and the organization of a thriving new section with Virden as its centre. During the week he visited the trade in the following towns: Marquette, Reaburn, Antler, Reston, Redvers, Pipestone, Deleau, Finlay, Alexander, Griswold, Oak Lake, Routledge, Hargrave and Virden. In some of these towns only the preliminary organization work has been done and it will be necessary to visit them again in the near future.

The net result of the week's work was the addition to the membership list of the following names:

Virden.—F. Palmer, J. R. Duke, H. D. Crowe, B. Meek, M. R. Schurman, McLellan & English, Clingan, Scales & Wilcox, F. Higgins.

Lenore.—Carscadden Bros., A. Fulcher.

Reston.—Paul Bros., J. Munro Co., Limited.

Sinclair.—Smith Bros., J. Williamson.

Redvers.—R. Ferguson, R. Curle, J. M. Lauders.

Antler.—McAllister & Hunter, W. Cavanagh.

Hargrave.—Geo. Halliday & Co., H. Cutfield.

Routledge.—H. Moody.

Pipestone.—McNicholl & Pitt, A. L. Bridgett.

On Friday night, October 6th, a very successful organization meeting was held in Virden at which a section bearing the name of that town was formed to include the towns of Virden, Pipestone, Routledge, Hargrave, Antler, Redvers, Sinclair, Reston and Lenore. All the Virden merchants attended with the exception of F. Higgins, who was unavoidably absent, and Secretary Coulson held proxies from most of the merchants in the towns not represented. As indicating the interest which is taken in the association work it is worthy of note that one dealer, S. S. Carscadden of Lenore, drove 27 miles to attend the meeting. General regret was expressed at the unavoidable absence of F. W. Clingan of Virden, a member of the central executive, who was unfortunately out of town. The firm of Clingan, Scales & Wilcox was represented, however, by E. J. Scales. Those present at the meeting were: S. S. Carscadden, Lenore; H. Cutfield and Geo. Halliday, Hargrave; B. Meek, E. J. Scales, M. R. Schurman, H. D. Crowe, F. Palmer, J. R. Duke, and Messrs. McLellan and English of the firm of that name, Virden; Secretary W. A. Coulson and F. R. Munro, of The Canadian Grocer, Winnipeg.

Secretary Coulson presided and in a brief speech he explained his object in calling the meeting and outlined the work which the association is doing in other towns and sections. It was his

hope to be able to report the organization of a Virden section including Virden and certain neighboring towns which would be under the immediate direction of a local secretary to be appointed at the meeting. In this section certain prices on staples to be agreed upon at this meeting would be charged by all association members and he hoped that all would agree to adopt the association remedy respecting credits.

The credit question was then fully discussed and the merits and difficulties of the plan to close books November 1st and allow no credit until April 1st were given due consideration.

J. R. Duke favored the plan. "Any man whose credit is worth anything," said he, "can very easily manage to pay cash during the winter months. If he can't pay cash during those five months he isn't a fit man to give credit to at any time. If his credit is worth anything he can go to the bank for ready money just as easily as we can. We do enough for him when we give him credit during the Summer."

S. S. Carscadden, Lenore, said he was quite satisfied to adopt the association programme and refuse credit during the five months.

Mr. McLennan said he knew of many instances in which customers with ready money in the bank were buying goods on credit. They had always been accustomed to do so and apparently they thought the merchants did not need money. The trouble was that they bought as cheaply as cash customers.

One of the Virden merchants was very loath to accept the association credit plan as he was afraid of offending a number of old customers whose credit is good but who pay him only once a year. It was soon made evident that in that respect all the dealers were in similar circumstances, and finally the credit plan was adopted unanimously.

On motion of Messrs. McLennan and Crowe, E. J. Scales, of Clingan, Scales & Wilcox, was elected to act as secretary of the Virden section and the meeting then resolved itself into a committee of the whole to prepare a uniform price list on certain staples. The following price list was adopted to go into effect immediately: Sugar (granulated) \$6 per cwt. cash, 15 lbs. for \$1. Sugar (yellow) 16 lbs. for \$1. Tobacco—T. & B. 3s, 30c; T. & B. 4s, 25c; T. & B. 5s, 10c; Brier, 10c; Prince of Wales, 10c; Lily, 10c; Currency and Pay Roll 3 for 25c; all other 10-cent packages and plugs are to be sold 10 cents straight. Force, 20c per package, 2 for 35c. Grape Nuts, 20c per package, 2 for 35c. Malta Vita, 2 packages for 25c. Orange Meat, 15c and 25c per package. Cheese, 17½c per lb. Corn and peas, 2 cans for 25c. Blackwood & Dyson pickles sour 90c, sweet \$1 per pail or jar. Glass fruit jars \$1, \$1.25 and \$1.50 per dozen. Salt, per barrel, \$2.50; 50-lb. jute sack, 65c; 50-lb. duck sack, 75c.

Owing to the produce supply in Virden being barely sufficient for local consumption it was decided to pay 20c per lb. for butter in bricks and rolls of first quality and 15 cents for No. 2 butter. Butter tubs are to be charged for in every town. The price to be paid for eggs is 20 cents per dozen.

These prices will be changed and the members of the Virden section notified by the local secretary, E. J. Scales, as market conditions require from time to time.

A Good Business Proposition.

"SALADA" CEYLON TEA

HIGHEST AWARD
ST. LOUIS
1904

Pleases consumers beyond measure

Sells without effort

No deterioration

No dead stock

Think what this means to you!

ANNUAL SALE
14,000,000
PACKETS

"SALADA" Natural Green Teas are displacing Japans wherever they come into teapot competition.

Japans will disappear from Canada as China Congous did.

Take our word for it. Then why load up with what will be dead stock? "SALADA" Toronto or Montreal.

REINDEER

Condensed COFFEE

COMBINES

Pure Coffee
Rich Milk
and Sugar

A cup of excellent Coffee is prepared by simply adding boiling water.

There is always a brisk demand for Condensed Coffee in the Fall; it is used extensively by sportsmen at this season.

Every one should have it all the year round.

SEE THAT YOUR STOCK IS REPLENISHED

TRURO CONDENSED MILK COMPANY, LIMITED, TRURO, N.S.

Are You Handling

Lily White Gloss Starch ?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant, compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article.

Lily White Gloss Starch does what is claimed for it and the present heavy demand is the result.

Its success is a "continuous performance."

BRANTFORD STARCH WORKS, Limited
Brantford, Canada

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Oct. 12, 1905.

A HEALTHY tone still pervades business on the street, and buying is proceeding with more energy and spirit. The tea trade especially is marked with interest. Samples are getting better attention and are showing satisfactory results in liquoring properties. The report that the London market had recovered its slight weakness has had the effect of strengthening the Canadian market. Business in Mediterranean goods which was reported active at an early date is now followed by a natural anticipation of arrivals and consideration of their probable quality and condition.

Canned goods are continuing active and orders have been freely arriving. The belief strengthens that tomatoes will be a short pack this season, buying in consequence has probably been more animated and it is thought not at all improbable that an advance will follow at an early date.

The sugar market is still weak and uncertain, the recent decline apparently not having strengthened the situation very materially. Trade continues good in demand for immediate consumption. No disposition is at present manifested among dealers to stock up.

Syrups and molasses have been of little interest since our last issue. Molasses have shown a little activity, but not sufficient to cause much attention. Stocks are reported as low, with a tendency to strength in price. Foreign markets are reported as showing great strength with active demand. The new season's goods are expected to be on the market in a few weeks when great activity is looked for.

The local coffee trade has maintained a steady, progressive attitude with demand favoring milder grades and prices continuing firm.

The local tea trade has been increasing in activity with prices firming on previous basis, as samples coming to hand are showing much improved quality in the cup.

Foreign dried fruits have been occupying more attention and trade has been fairly brisk on new samples. Present prices are considered to be on a low basis and an increase is not at all improbable at an early date. Advices from primal markets, as will be seen by our detailed note, rather denote considerable strength; in some cases the prices have already advanced consequent upon the belief that the crops will scarcely be sufficient to meet the season's demand.

Rice and tapioca are continuing well in demand and prices rule very firm. There is little tapioca in stock and none is expected to arrive in the immediate future. In consequence of this a great demand is being made on the rice market with the result that the market is ruling firm with an upward tendency.

Spices continue active in a small way with no particular feature of interest to report.

Honey is coming in in fair volume, but demand has not yet assumed any great proportions.

Beans have occupied but little attention since our last issue, the inclination being to await arrivals of new crop, which is expected shortly.

Fresh fish maintains an active market, with oysters making great headway on account of the new arrivals showing excellent quality, prices being quoted at extremely good values.

New kippers and bloaters have arrived on the market and are added to our list.

Dried and cured fish are uninteresting with prices nominal.

The hide market continues in an active state of demand, absorbing all arrivals with prices maintained at previous high quotations. The condition is not considered a satisfactory one in as much as dealers are giving figures which will not allow sufficient profit to make the business a paying one. Any future advance is precluded by the fact that such an advance would probably lead to the introduction of imported stock, which is considered inadvisable.

The grain market is showing active business, but there is a good deal of difficulty in securing deliveries, owing apparently, to the railway facilities not being sufficient to equal the trade requirements. At the present moment there is no No. 1 hard offered on the market, but Nos. 1 and 2 Northern are freely offered with prices stiffening to advancing point. Oats are slow in arriving and are not showing the best of quality.

Flour is showing active demand both for export and home trade with prices falling to a more even basis.

Breakfast foods are occupying the usual amount of attention with orders coming in fairly well.

Canned Goods—Trade continues active in most lines, Orders have been coming in in good volume for future delivery on basis of new prices. The idea gains favor that tomatoes will be a short pack in consequence of which buying has been fairly free, and it is not at all unlikely that an advance will be reported at an

early date. Previous quotations remain unchanged. We quote:

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1	Group No. 2	Group No. 3
Apples, standard, 3's.....	0 85	0 90	
" preserved, 3's.....		1 47	
" standard, gal.....		2 00	
Blueberries—			
2's, standard.....	0 92	0 90	
2's, preserved.....	1 42	1 40	
Gals., standard.....	4 52	4 50	
Cherries—			
2's, red, pitted.....	2 02	2 00	
2's, " not pitted.....	1 57	1 55	
2's, black, pitted.....	2 02	2 00	
2's, " not pitted.....	1 57	1 55	
2's, white, pitted.....	2 22	2 20	
2's, " not pitted.....	1 82	1 80	
Gallons, standard, not pitted.....	7 02	7 00	
" pitted.....	8 52	8 50	
Currants—			
2's, red, H.S.....	1 60	1 57	
2's, red, preserved.....	1 80	1 77	
Gals., red, standard.....	4 77	4 75	
" solid pack.....	7 02	7 00	
2's, black, H.S.....	1 77	1 75	
2's, " preserved.....	2 07	2 05	
Gals., black, standard.....	5 02	5 00	
" solid pack.....	8 02	8 00	
Gooseberries—			
2's, H. S.....	1 90	1 87	
2's, preserved.....	2 12	2 10	
Gals., standard.....	6 02	6 00	
" solid pack.....	8 02	8 00	
Lawtonberries—			
2's, H.S.....	1 77	1 75	
2's, preserved.....	1 95	1 92	
Gals., standard.....	5 52	5 50	
Red Raspberries—			
2's, L. S. (Shafterberries).....	1 42	1 40	
2's, H. S.....	1 67	1 65	
2's, preserved.....	1 87	1 85	
Gals., standard.....	5 27	5 25	
" solid pack.....	8 27	8 25	
Black Raspberries—			
2's, black, H. S.....	1 62	1 60	
2's, preserved.....	1 77	1 75	
Gals., standard.....	5 02	5 00	
" solid pack.....	8 72	8 70	
Blackberries—			
2's, H. S.....	1 62	1 60	
2's, preserved.....	1 77	1 75	
Gals., standard.....	5 02	5 00	
" solid pack.....	8 27	8 25	
Peas—			
2's, standard.....	0 62	0 60	
Early June.....	0 70	0 67	
Sweet wrinkle.....	0 82	0 80	
Extra fine sifted, 2's.....	1 22	1 20	
Spinach—			
2's.....	1 42	1 40	
3's.....	1 82	1 80	
Gals.....	5 02	5 00	
Asparagus—			
2's.....	2 52	2 50	
2's, tips.....		2 75	
Strawberries—			
2's, heavy syrup.....	1 52	1 50	
2's, preserved.....	1 67	1 65	
Gals., standard.....	5 27	5 25	
" solid pack.....	8 02	8 00	
Rhubarb—			
2's.....	1 17	1 15	
3's.....	1 82	1 80	
Gal.....	2 65	2 62	
Grapes—			
2's, white Niagara.....	1 42	1 40	
2's, white Niagara.....	1 77	1 75	
3's, white Niagara.....	1 97	1 95	
Gal., white Niagara.....	3 52	3 50	
Peaches—			
1 1/2's, yellow (flats).....	1 70	1 67	
2's, yellow (flats).....	1 90	1 87	
2 1/2's, yellow (flats).....	2 60	2 57	
3's, yellow (flats).....	2 85	2 82	
3's, yellow (whole).....	2 37	2 35	
2's, white.....	1 75	1 72	
2 1/2's, white.....	2 50	2 47	
3's, white.....	2 70	2 67	
3's, pie.....	1 27	1 25	
Gal., pie, peeled.....	4 52	4 50	
Gal., pie, not peeled.....	3 57	3 55	
Pears—			
2's, Flemish Beauty.....	1 65	1 62	
2 1/2's, Flemish Beauty.....	1 77	1 75	
3's, Flemish Beauty.....	2 12	2 10	
2's, Bartlett.....	1 80	1 77	
2 1/2's, Bartlett.....	2 17	2 15	
3's, Bartlett.....	2 32	2 30	
3's, pie.....	1 27	1 25	
Gal., pie, peeled.....	3 50	3 47	
Gal., pie, not peeled.....	3 27	3 25	

Pineapple—		
2 s, sliced	2 32	2 30
2 s, grated	2 57	2 55
3 s, whole	2 72	2 70
Plums, Damson—		
2 s, light syrup	0 92	0 90
2 s, heavy syrup	1 17	1 15
2 1/2 s, heavy syrup	1 47	1 45
3 s, heavy syrup	1 77	1 75
Gal., standard	2 97	2 95
Plums, Lombard—		
2 s, light syrup	0 97	0 95
2 s, heavy syrup	1 22	1 20
2 1/2 s, heavy syrup	1 52	1 50
3 s, heavy syrup	1 77	1 75
Gal., standard	3 47	3 45
Plums, greengage—		
2 s, light syrup	1 02	1 00
2 s, heavy syrup	1 27	1 25
2 1/2 s, heavy syrup	1 52	1 50
3 s, heavy syrup	1 82	1 80
Gal., standard	3 47	3 45
Plums, egg—		
2 s, heavy syrup	1 55	1 52
2 1/2 s, heavy syrup	1 82	1 80
3 s, heavy syrup	2 12	2 10
Beets—		
2 s sliced, sugar and blood red	0 87	0 85
2 s, whole	0 87	0 85
3 s, sliced	0 97	0 95
3 s, whole	0 97	0 95
Beans—		
2 s, golden wax	0 82	0 80
2 s, refugee	0 85	0 82
3 s	1 27	1 25
Gal.	3 77	3 75
2 s, crystal wax	0 85	0 82
2 s, red kidney	1 02	1 00
2 s, Lima	1 12	1 10
Gal., standard	4 52	4 50
Corn—		
Gal.	0 85	0 82
Gal. on cob	4 52	4 50
Carrots—		
2 s	0 92	0 90
3 s	1 02	1 00
Cabbage—		
Gal.	0 87	0 85
Cauliflower—		
2 s	1 42	1 40
3 s	1 82	1 80
Parasip—		
2 s	0 92	0 90
3 s	1 02	1 00
Pumpkin—		
Gal.	0 80	0 77
Squash—		
3 s	2 52	2 50
Tomatoes—		
3 s	1 02	1 00
Turnips—		
Gal.	0 95	0 92
3 s	3 02	3 00
Turnips—		
3 s	1 02	1 00
Succotash—		
2 s	1 17	1 15
Tomato sauce, 1 s		0 50
" " 2 s		0 78
" " 3 s		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2 s	0 55	0 90
" " gal.		4 50
" " jugs	7 70	12 00
FISH.		
Lobster, talls.		3 50
" 1-lb. flats		3 95
" 1-lb. flats		2 00
Mackerel.		1 00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Tails, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases,		1 57
1-lb. Flat, 5 cases and over,		1 67
1-lb. " less than 5 cases,		1 70
1-lb. " 5 cases and over,		1 00
1-lb. " less than 5 cases,		1 02
Low Inlet.		
1-lb. Flat, 5 cases and over,		95
1-lb. " less than 5 cases,		9 1/2
Sardines, French 1/2 s.		0 14
" " 1/2 s.		0 23
" Portuguese 1/2 s.		0 08
" " P. & C. 1/2 s.		0 25
" " P. & C. 1/2 s.		0 35
" Domestic, 1/2 s.		0 03
" Mustard, 1/2 size, cases 50 tins, per 100.		3 75
Haddies, per doz.		1 05
Haddies, per case.		4 00
Kipper herrings, domestic.		1 00
Herrings in tomato sauce, domestic.		1 45
" " imported.		1 50
Herrings in tomato sauce, imported.		1 40
MEATS.		
Corned beef, 1s, per doz.		1 40
" " 2s, " "		2 60
" " 6s, " "		7 80
" " 14s, " "		17 50
Lunch tongues, per doz.		2 75
Potted meats, 1s, " "		0 47
" " 2s, " "		0 85

Sugar—The local sugar trade has assumed a more normal condition, although it cannot be described as of any degree of strength. Buying, in consequence, still continues of the character of immediate requirements and no disposition is manifested to lay in stock. The recent

decline in prices appears to have had little effect towards strengthening the markets.

Advices from London denote a tendency to strengthening prices and there was an actual advance of half a cent on beet sugar at recent sales. The New York market is reported as being quiet as regards sales, and calls for shipment on outstanding contracts are declining. These reports have undoubtedly had the effect of maintaining a weakening tendency in domestic markets. A fair measure of trade, however, continues in evidence, as stocks are reported to be very low and a fair measure of demand continues, notwithstanding that the preserving season is fast drawing to a close. We quote:

Paris lumps, in 50-lb. boxes	5 43
" " in 100-lb.	5 33
St. Lawrence granulated, barrels	4 78
Redpath's granulated	4 78
Acadia granulated	4 63
Berlin granulated	4 63
Phoenix	4 78
Bright coffee	4 63
Bright yellow	3 78
No. 3 yellow	4 53
No. 2	4 38
No. 1	4 28
Granulated and yellow, 100-lb. bags, 5c. less than bbls	4 28

Syrups and Molasses—Local trade has been uninteresting in these lines. Syrups are quiet and only moving in small volume. Molasses are in demand to some extent, as confectionery lines, small stocks are generally reported, with prices firming, dealers are finding quotations somewhat in advance of buying on earlier markets. We quote:

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl, per lb.		0 02
" " 1-bbls		0 02
" " kegs		0 03
" " 3 gal. pails, each		1 30
" " 2 gal.		0 90
" " 2-lb. tins (in 2 doz. case) per case.		1 90
" " 5-lb. " (in 1 " " " " " " " " " "		3 35
" " 10-lb. " (in 1 " " " " " " " " " "		2 25
" " 20-lb. " (in 1 " " " " " " " " " "		2 10
Molasses—		
New Orleans, medium	0 30	0 15
" " 1-bbls	0 31	0 35
" " open kettle.		
Barbados, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts.		0 87
1-gal. cans, per gal.		0 95
Barrels, per gal.		1 00
5-gal. Imp. brand, per can		0 75
1-gal.		4 50
1-gal. " per case		5 10
1-gal. " " " "		5 60
Qts.		6 00

Coffee—The coffee market has been steady since our last issue, with a tendency to slowness. Prices are well maintained. The better grades are occupying a little more attention on the Canadian market, with every anticipation of continued interest.

Tea—The local market for tea is showing increased activity and orders coming to hand are showing more discrimination in quality. The samples now showing are all that could be desired for the Canadian market and the prices asked are considered by experts to be on about

Green Rio, No. 7		Per lb.		
" " No. 6	0 10	0 10		
" " No. 8		0 11		
" " No. 5		0 11		
" " No. 4		0 12		
" " No. 3		0 12		
" " Mocha	0 21	0 25		
" " Java	0 22	0 25		
" " Santos	0 11	0 13		
" " Plantation Ceylon	0 26	0 35		
" " Porto Rico	0 22	0 25		
Green, Guatemala	0 22	0 25		
" " Jamaica	0 15	0 20		
" " Maracaibo	0 16	0 23		

as low a basis as is likely to rule for some time.

At recent sales on the London market prices have recovered the slightly downward tendency which had previously manifested itself and it is thought that the market will now rule firmer. There appears to be a tendency all round to give better prices for high values. The great run on low priced teas which has been the feature for some time of the London market appears to have exhausted itself and recent experience goes to show that when choice quality can be offered, as has been the case this season, an appreciative market is ready to hand. Both Indians and Ceylons are alike revealing strong, healthy conditions at the present time.

Congou—half-chests, Kaisow, Moning.	0 12	0 60
" " caddies, Pakling.	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" " Pekoes	0 25	0 30
" " Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" " Pekoes	0 18	0 20
" " Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
" " Orange Pekoes	0 22	0 29
" " Pekoes	0 18	0 24
" " Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42
" " half-chests, ordinary firsts	0 22	0 28
" " Young Hyson, cases, sifted, extra firsts	0 37	0 47
" " cases, small leaf, firsts	0 30	0 37
" " half-chests, ordinary firsts	0 24	0 32
" " seconds	0 22	0 24
" " thirds	0 15	0 17
" " common		0 14
Pingsweys—Young Hyson, 1/2-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" " half-boxes, firsts	0 25	0 30
Japan—1/2 chests, finest May pickings	0 34	0 38
" " Choice	0 31	0 36
" " Finest	0 27	0 32
" " Fine	0 24	0 27
" " Good medium	0 19	0 21
" " Medium	0 17	0 19
" " Good common	0 18	0 19
" " Common	0 13	0 14
" " Dust	0 06	0 08

Foreign Dried Fruits—There has been active trade in currants and raisins. The new prices coming in on what was considered a low basis served as an incentive to buying, the result being that active business has been in evidence. Reports from Smyrna denote an upward tendency, with quotations showing advance of one shilling per cwt. Advances from primal points speak of unfavorable weather over the walnut districts, and it is feared that the effect will be disastrous to the crops. Quotations have already materially strengthened in consequence. We quote:

Prunes—			Per lb.		Per lb.
90-100s	0 05	0 05	60-70s	0 06	0 06
80-90s	0 05	0 05	50-60s	0 07	0 07
70-80s	0 06	0 06	40-50s	0 08	0 08
			30-40s	0 09	0 10
Candied Peels—					
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 09	0 10			
Figs—					
Elemes, per lb.				0 08	0 13
Apricots—					
California evaporated					0 13
Peaches—					
California evaporated					0 15
Pears—					
California evaporated, per lb.					0 13
Currants—					
Fine Fillatras	0 25	up	Vostizias	0 07	0 07
Patras	0 06	0 06			
Raisins—					
Sultana				0 05	0 10
California, loose muscates—					
3-crown					0 05
4-crown					0 07
Dates—					
Hallowees	0 04	0 05	Fards new choicest	0 09	0 10
Salra	0 04	0 04	" new choicest	0 09	0 10
Domestic evaporated apples				0 07	0 08
(The following quotations on peanuts are for sack lots, green.)					
Selected Spanish					0 08
A 1s, banners and suns					0 08
Japanese Jumbo's					0 08
Virginia					0 10

Foreign Nuts—We quote: For sack lots roasted add 1c. to above quotations. For small, 2c. Almonds, Tarragons, per lb. 0 12 0 12

Prosperity General

The outlook for Fall trade, how is it with you?
What are you doing to get your share?
Have you got your advertisement ready for

The Special Fall and Christmas Goods Number of

THE : CANADIAN : GROCER

to be issued Oct. 27th?

All copy should be in before Oct. 20.

This number will cover the trade, wholesale and retail, in all parts of Canada.

It will be the retail merchants' directory for Fall and Winter buying.

Regular advertisers will kindly send change of copy for this number by first mail.

If not a regular advertiser, you cannot start in a better number.

DO NOT DELAY

RATES:	
1 Page	\$35
1/2 "	20
1/4 "	12
1/8 "	8
Extra Color,	10

THE CANADIAN GROCER,
MONTREAL TORONTO WINNIPEG

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Walnuts, Grenoble, ".....	0 12 1/2
" Bordeaux, ".....	0 09 0 10
Filberts, per lb.....	0 10
Pecans, per lb.....	0 13 0 15
New Brazils, per lb.....	0 13 0 14
Cocconuts, Jamaica, per sack.....	4 50
Italian Chestnuts, per lb.....	0 08
Peanuts, roasted, per lb.....	0 10 0 11
green.....	0 08 0 09

Rice and Tapioca—Local demand for rice is still well maintained, and continue firm in price with an inclination upwards. Tapioca is still pretty well depleted as regards stock, with little arrivals to hand.

Rice and Tapioca—	
	Per lb.
Rice, stand. B.....	0 03 1/2 0 03 1/2
Rangoon.....	0 03 1/2 0 03 1/2
Patna.....	0 05 0 05 1/2
Japan.....	0 06 0 07
Sago.....	0 03 1/2 0 04
Carolina rice.....	0 08 0 08 1/2
Louisiana rice.....	0 05 0 07
Tapioca, staple.....	0 04 0 04 1/2
double goat.....	0 05 1/2

Spices—A fair trade continues to be done, the bulk of business, however, has fallen off with the completion of the pickling season. Cloves are showing a tendency towards firmness. Pepper continues firm. Other prices continue on former basis. We quote:

Spices—	
	Per lb.
Peppers, blk.....	0 16 0 19
white.....	0 23 0 27
Ginger.....	0 18 0 25
Cassia.....	0 21 0 25
Nutmeg.....	0 45 0 75
Cloves, whole.....	0 25 0 35
Cream of tartar.....	0 25
Allspice.....	0 20
Mace.....	0 80 0 90

Honey—Arrivals continue to come in in fair volume, with quality good. Demand is somewhat slow, but is showing signs of improvement, although no great increase is looked for until colder weather sets in. Previous quotations remain unchanged. We quote:

Honey, extracted clover, in 60-lb. cans, per lb.....	0 07 0 07 1/2
sections, No. 1, per doz.....	1 50 1 90
No. 2.....	1 50
Buckwheat, per lb.....	0 04 1/2 0 05
sections per doz.....	0 75 1 00

Beans—Trade is continuing fairly active, and previous quotations remain unchanged. Reports continue to denote prospects of a good harvest with opening prices still somewhat lower than present quotations. We quote:

Beans, handpicked, per bush.....	1 70
prime, No. 1.....	1 60
ungraded.....	1 25 1 50
Lima, per lb.....	0 07 0 07 1/2

Fresh Fish—Market continues active in all lines on hand. Oysters are arriving in first class condition and are taking the market well. Kippers have come to hand and are added to our list at \$1.25. Bloaters have also arrived with quotations at \$1.25.

Fresh halibut, per lb.....	0 13
haddock.....	0 07
trout.....	0 09
cod steak, per lb.....	0 08
lobsters, boiled, per lb.....	0 25
E.C. salmon, per lb.....	0 17
Shrimps per gal.....	1 25
Whitefish, per lb.....	0 09
Herring.....	0 06 0 07
Pickarel.....	0 07 1/2 0 08
Oysters, standard, small pail.....	4 00 4 20
selects, pail.....	4 80
Finnan haddies.....	0 08
Ciscoes.....	1 35
Kippers, 80 to box.....	1 25
Bloaters, 80 to box.....	1 25

Dried and Cured Fish—Trade is still without particular interest, and prices continue merely nominal. We quote:

Boneless fish, per lb.....	0 04 1/2
Cod fish, 1-lb. bricks.....	0 06 1/2
Boneless cod, per lb.....	0 08 0 10
Quail-on-toast, per lb.....	0 06
Flitched cod fish, in cases of 100 lbs., per lb.....	0 06 1/2

Grain—The market is showing fairly good activity as regards closing of con-

tracts, but it is found extremely difficult to get grain forward to points of delivery with any degree of certainty. Railway companies appear already to be showing signs of being unable to cope with the amount of grain in transit. There is no No. 1 hard to be had on the market at the moment of going to press. Other grades have decidedly strengthened and are showing a firmer quotation of from one to two cents. Peas have weakened considerably and are now quoted three cents lower than last week. Rye also has fallen one cent. We quote:

All on track Toronto.	
Manitoba wheat, Northern No. 1.....	0 86 0 87
" " hard, No. 1, new.....	0 84 1/2 0 85
" " No. 2.....	0 84 1/2 0 85
Red and white, per bushel, old.....	0 78 0 78 1/2
" " new.....	0 48 0 50
Barley.....	0 34 1/2 0 35
Oats, new.....	0 73 0 74
Peas.....	0 17 0 18
Buckwheat.....	0 71 0 72
Rye, per bushel.....	0 71 0 72

Flour—The flour market still continues very active with regard to export demand and export quotations are remaining on about even basis with last week. Domestic supply is now flourishing with new quotations now on hand. It will be noted that our prices are revised to the extent of 20c. all through, thus showing the opening markets for new flour to be lower than those ruling at recent date. We quote:

Manitoba wheat patents, per bbl. in bags.....	4 40 6 80
Strong bakers.....	4 20 4 60
Ontario wheat patents.....	3 70 3 95
Straight roller.....	3 55 3 80

Breakfast Food—Demand for these is active with prices showing no fluctuation at present. The tendency, however, for grain coming in from nearby points for manufacturing purposes is rather towards a weakening, but it is not expected to seriously affect the ruling prices of breakfast foods. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.....	5 05
Rolled wheat in boxes, 100 lbs.....	2 90
" " 50 lbs.....	1 50 1
Rolled oats, standard, carlots, per bbl., in bags.....	4 25
" " " " in wood.....	4 50
" " " " for broken lots.....	4 90
Rolled wheat, per 100-lb. bbl.....	2 75
Cornmeal.....	3 35
Split peas.....	5 00
Pot barley, in bags.....	4 00
" " in wood.....	4 25

Hides, Tallow, Skins and Wool—The demand for hides continues good, easily absorbing all arrivals. Prices, however, are causing a good deal of dissatisfaction as it is almost impossible to do business on a profit basis. On present prices sufficient margin is not in evidence to cover expenses. U.S. prices with freight added are about same parity as Canadian quotations, making it impossible to advance. We quote:

Hides, inspected, No. 1 per lb.....	0 12
No. 2.....	0 11
Country hides, flat, per lb.....	0 10 1/2 0 11
Calf skins, No. 1, selected.....	0 14
" " No. 2.....	0 12
Lamb skins and pelts, best city slaughter.....	0 95
Rendered tallow, per lb.....	0 04 0 04 1/2
Washed wool, per lb.....	0 16 1/2 0 17
Wool-washed fleeces.....	0 26 0 27
Rejections.....	0 20 0 22 1/2
Wool, super, per lb.....	0 22 0 24
extra.....	0 24 0 25

GET BUSY.

A man may sweat
And a man may fret
And a man may puff and blow,
But you can't get trade
If you sit in the shade
And wait for business to grow.

Quebec Markets.

GROCERIES.

Montreal, Oct. 12, 1905.

THE jobbing grocery trade report business satisfactory. Orders are coming in in better shape. Collections are also quoted satisfactory. There are no special features to note in the condition of the grocery market this week.

Teas are in a satisfactory position and a fair amount of trading is done in all grades, with a slightly better interest in China greens and Ceylon greens.

The sugar market is unchanged, and no further decline is looked for as foreign markets have shown an improvement.

The molasses and syrup trade is gradually improving, and with the colder weather will no doubt be up to the usual Fall average.

Canned goods are on the quiet side. Jobbers are not as yet in a position to make deliveries of late pack of fruits and are waiting for canners to make deliveries.

Spice and coffee markets continue unchanged, with a slightly improved tone in the latter. Mediterranean dried fruits are uninteresting, with the exception of a slightly easier tone in Valencia raisins.

The fish business is fairly satisfactory, though dealers are looking forward to the colder weather with pleasurable anticipation.

Butter, cheese and eggs, and provisions all maintain a generally firm tone.

Maple products and honey are quiet and little trading is done.

In flour and feed the situation is unchanged from last week's report.

Canned Goods—The canned goods trade is reported on the quiet side. Packers have not as yet made very free deliveries of fruits and vegetables, and jobbers are consequently unable to fill future orders. It is reported, and the opinion seems to be generally prevalent, that tomatoes will not be delivered to full percentage. Some wonder is expressed at this in the trade, owing to the fact that weather conditions have been favorable to a large crop. If a 75 per cent. delivery is made to the jobbing trade, the conditions will not be entirely unacceptable. In connection with the canned goods situation a jobber called The Grocer's attention to the disparity in the price of peaches and pears of the American canning companies and the Canadian manufacturers. Peaches and pears are quoted from \$1.25 to \$1.50 per dozen less by United States packers than Canadian. It would seem, and the jobber appears to be correct in his opinion, that if the price of Canadian peaches and pears were less the consumption would increase very materially. It is no doubt a fact that "within reach of all" prices of United States packers has helped the consumption of these goods very materially, and lower prices on the part of Canadian packers would not only lead to the benefit of the consumer, but also result in larger business for the packers. As regards salmon, it has been reported that a second run of sockeye salmon is being put up as a cheaper line. Some canners however, prefer not to sell these goods except on sample. The trade would be well advised when purchasing salmon to assure themselves of receiving first run pack of fish, and no doubt these later and cheap-

er pack will enter into competition with earlier caught fish. We quote :

Table listing various commodities such as Beans, Currants, Gooseberries, Lawtonberries, Raspberries, Sugar beets, Corn, Tomatoes, Strawberries, Cherries, Rhubarb, Asparagus, Peas, Spinach, Peaches, Pears, Pumpkins, Squash, Pineapple, Plums, Raspberries, and Gals. with prices in two columns.

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises: Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises: Jubilee, White Rose, Deer and Globe.

Wholesale limited selling prices in salmon due to arrive in 1905 :

Horseshoe, 1 to 4 cases—Talls... \$1.57 1/2
Horseshoe, 5 cases and over—Talls 1.55
Horseshoe, 1 to 4 cases—Flats ... 1.70
Horseshoe, 5 cases and over—Flats 1.67 1/2
Maple Leaf, 1 to 4 cases—Talls... 1.57 1/2
Maple Leaf, 5 cases & over—Talls 1.55
Maple Leaf, 1 to 4 cases—Flats... 1.70
Maple Leaf, 5 cases & over—Flats 1.67 1/2
Clover Leaf, 1 to 4 cases—Talls... 1.57 1/2
Clover Leaf, 5 cases & over—Talls 1.55
Clover Leaf, 1 to 4 cases—Flats... 1.70
Clover Leaf, 5 cases & over—Flats 1.67 1/2
Arrow, 1 to 4 cases—Talls ... 1.50
Arrow, 5 cases and over—Talls ... 1.47 1/2
Arrow, 1 to 4 cases—Flats ... 1.62 1/2
Arrow, 5 cases and over—Flats... 1.60

Sugar—The sugar market shows no change from last week's report. The situation is one of quiet trading. Jobbers report country orders as being steady, but not of large amounts. The feeling still prevails that prices might recede further but those more fully conversant with the situation are of the opinion that there will not be any further decline. We quote :

Table listing sugar products: Granulated, bbls., Paris lump, boxes and bbls., Extra ground, bbls., Powdered, bbls., Phoenix, Bright coffee, No. 3 yellow, No. 2, No. 1, Raw Trinidad, and Trinidad crystals.

LAST MINUTE PROVISION MARKET. Montreal, Thursday, Oct. 12, 12.30 p.m. BUTTER—Steady. No change. Some tendency to easier prices. Eastern Townships fancy, 23c.; choicest, 22 1/2 to 23c., and good to fine, 22c. to 22 1/2c. CHEESE—Dull market. Quebecs and Townships little easier, former, 11 1/2c. to 11 3/4c.; latter, 11 1/2c. to 11 3/4c.; colored held at 11 1/2c. EGGS—Firm market. Stock scarce with active demand. Local consumption heavy and steady. Receipts falling off. Export light and few being stored. PROVISIONS—Good supplies of live hogs and prices weaker. No change from last quotations. Ham and bacon, demand light.

Coffee—The coffee situation is one of firmness, particularly in the milder grades. The better class of Rios and Santos are also stronger, and the general impression in the trade is that coffees will hold up. The local trade is reported to be in good condition, roasters and grinders being satisfied with the business that is turning in.

Messrs. Watt, Scott & Goodacre report, under date of 9th inst.:

Since our circular of 4th inst. New York market has been quiet and narrow. The several positions might be summarized as follows: Exchange options have lost five points; spot coffees are unchanged; and C. & F. offers show gains of 1/2 to 3/4c. per lb.

The important feature of the week is the continued very hot weather in Brazil, to which Messrs. Holworthy, Ellis & Co., of Santos, make following reference: "We estimate the present Santos crop at 6,250,000 bags. The growing crop is likely to be damaged by the drought prevailing."

The most pronounced bears now accept 10,000,000 maximum Rio and Santos crops. Statistics from the New York Journal of Commerce, of Oct. 6th, show a decrease of 400,000 bags in receipts from opening of the coffee year,

viz., July 1 to date, as compared with 1904. It is estimated that 44 per cent. of the Brazil crop has already been exported.

Statistics posted in the New York Coffee Exchange record a shrinkage as compared with even date last year of 1,641,889 bags.

Well described coffees are offering sparingly.

Tea—The tea market maintains firm position. Business is reported good. This is no doubt due to the strong advance shown in early grades of teas, particularly China greens, Ceylon blacks and Japans. The undertone of the market for all kinds of tea is strong, and buyers are finding that they will have to pay higher prices. The report of an advance of 20 per cent. shortage in China greens last week is confirmed, and this shortage has also affected the price of blacks, which are held firm. Business in Japans is reported fair. We quote :

Table listing tea products: Japans—Fine, Medium, Good common; Ceylon—Broken Pekoe, Pekoes, Pekoe Souchongs; Indian—Pekoe Souchongs; Ceylon greens—Young Hysons, Hysons, Gunpowders; China greens—Pingsuey gunpowders; Congous—Kaisows, Faking boxes.

Foreign Dried Fruits—There is practically little or no change since our last report, with the exception that Valencia raisins have shown some little weakness. On the other hand, walnuts are somewhat stronger. Other lines remain about as last week. Business among the jobbing trade is reported fair for all lines of new raisins, and Mediterranean fruit. We quote :

Table listing various dried fruits: Valencia Raisins, Malaga Raisins, London layers, Californian Raisins, Prunes, Currants, and Eleme Table Figs.

Rice and Tapioca—There is no change to report in the rice and tapioca market this week. There was only a fair am-

ount of business doing, and no features of interest to note. We quote:

B rice, in 10 bag lots.....	2 95
B rice, less than 10 bags.....	3 05
C rice, in 10 bag lots.....	2 85
C rice, in less than 10 bag lots.....	2 95
Tapioca.....	0 04

Spices—Spice market continues steady with an increasing demand for all grades. Peppers are reported a shade steadier in New York. Cloves active. Nutmegs are thought to have touched bottom and would seem to be good buying for grinders. Local trade quiet and about usual amount of business doing.

We quote:

	Per lb.
Peppers, black.....	0 16 0 22
" white.....	0 25 0 30
Ginger.....	0 12 0 20
Cloves, whole.....	0 17 0 30
Cream of tartar.....	0 25 0 30
Allspice.....	0 12 0 15
Nutmegs.....	0 25 0 50

Honey—Is dull and little inquiry. The colder weather is likely to improve business, until then dealers look for no change in prices. We quote:

White clover, extracted tins.....	0 06 0 07
" kegs.....	0 07 0 07 1/2
" comb, new.....	0 12 0 13
Buckwheat.....	0 05 1/2 0 06

Maple Products—Business quiet and no prospects of any improvement. High grade maple products are firm. This is due to the fact that the trade and public are demanding pure goods, and the production of this quality is being encouraged and will no doubt develop as soon as the farmer realizes that it pays him to produce only the best, and refrain from mixing with cane sugar. We quote:

Maple syrup, in wood, per lb.....	0 06 0 07
" in large tins.....	0 6 1/2 0 07
Pure Townships sugar, per lb.....	0 07 0 07 1/2
Pure Beauce County, per lb.....	0 08 0 08 1/2

Beans—Maintain the firmness shown during the past few weeks. There are no changes to report in quotations. Supplies are on the short side and stocks are light. We quote:

Choice prime beans.....	1 50 1 65
Lower grades.....	1 40 1 50

Evaporated Apples—The evaporated apple situation is strong. Latest reports from evaporators say further advances are likely to take place owing to scarcity of apples. The trade locally is dull and what sales are being made are of a speculative character. Jobbers say 7 1/2c is about what they are being sold at.

Fish—As the season advances with cooler weather the demand is increasing on all kinds of fish. Finnan haddies are now selling freely and merchants out of town generally are beginning to handle them. There has only been a fair demand for bulk oysters on account of the warm weather, dealers being afraid to order. The demand will increase as the weather hardens. Shell oysters have been scarce and prices are high, and there is no difficulty in disposing of quantities as they arrive, as shell oysters are more popular the early part of the season than bulk are. New salt herrings are now in the market. Cod fish of all kinds are scarce and prices much higher than last year at this time. The expected advance on skinless cod has materialized and they are now held firm at \$6.

We quote:

Fresh B.C. salmon.....	0 14
Gaspé Salmon, per lb., frozen.....	0 15
Fresh dore or pickerel.....	0 08
Lake trout.....	0 08
Fresh haddock, per lb.....	0 04
Fresh pike.....	0 07

Fresh halibut.....	0 14
Fresh steak cod.....	0 07
Choice standard bulk oysters, per gal.....	1 40
Haddies, finnan.....	0 07 1/2
Smoked herring, per box, new.....	0 10
No. 1 salt mackerel, pail of 20 lbs.....	2 00
Skinless cod (100-lb. cases), per case.....	6 00
Boneless cod, 1 and 2-lb. blocks, per lb.....	0 06
fish.....	0 06 1/2
Market cod, fresh.....	0 04
Dry cod, 100 lbs.....	5 50
Labrador salmon, half bbl.....	7 50
" (200 lbs.) bbls.....	13 50
" (300 lbs.).....	18 50
Lake trout, salt, 100 lbs.....	4 75
New B.C. salmon, bbls.....	12 5 1/2
half bbls.....	7 00
Kipperred herring, per box.....	1 00
New salt herring, per bbl.....	5 50
half bbl.....	2 75

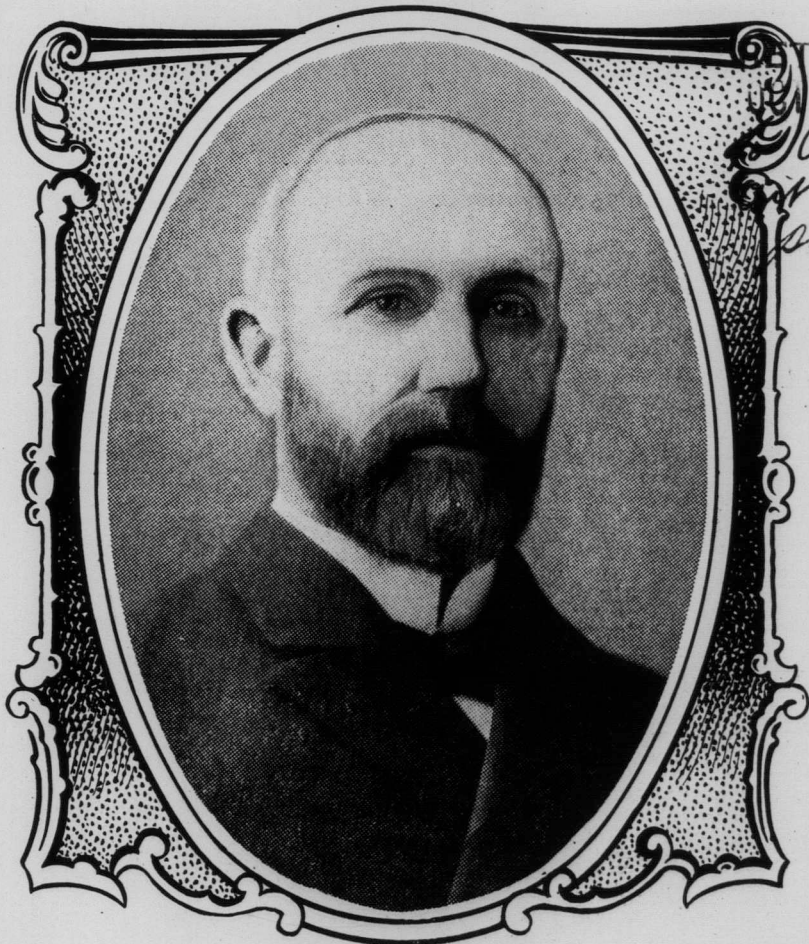
Flour—The flour market shows no change, and business is on the quiet side. Millers are firming up in their views on account of the higher wheat market and do not feel disposed to make concessions. Buyers are fairly well sup-

ness career and one which has had some peculiar turns and twists in it.

He comes from a well-known Eastern Ontario family, being a native of Peterboro, and has two brothers at Lindsay, Ont., managing flour mills, dry goods stores and provision warehouses.

Like all the Flavells, Mr. Joseph is a hard worker and knows how to get the most out of the men in his employ. He also has ideals. It was because of the difficulties he got into in championing one of his ideals that he took up his residence in Toronto some twenty years ago. In fact Toronto was a sort of city of refuge to him, for he entered it to escape the wrath of sundry offended citizens of Peterboro.

Mr. Flavell is among other things a strong temperance man, and when the



Mr. J. W. Flavell.

plied for immediate wants and do not evince much anxiety to stock. We quote:

Winter wheat patents.....	4 90 5 00
Straight rollers.....	4 60 4 70
Extra.....	4 30 4 40
Straight rollers, bags, 90 per cent.....	2 20 2 30
Royal Household.....	5 00
Glenora.....	4 70
Manitoba spring wheat patents.....	5 00
strong bakers.....	4 70
bakers.....	4 10

THE RISE OF J. W. FLAVELLE.

MR. J. W. FLAVELLE, the chairman of the commission appointed by the Ontario Government to investigate the affairs of the Toronto University, has had a remarkable busi-

ness career and one which has had some peculiar turns and twists in it. He comes from a well-known Eastern Ontario family, being a native of Peterboro, and has two brothers at Lindsay, Ont., managing flour mills, dry goods stores and provision warehouses. Like all the Flavells, Mr. Joseph is a hard worker and knows how to get the most out of the men in his employ. He also has ideals. It was because of the difficulties he got into in championing one of his ideals that he took up his residence in Toronto some twenty years ago. In fact Toronto was a sort of city of refuge to him, for he entered it to escape the wrath of sundry offended citizens of Peterboro. Mr. Flavell is among other things a strong temperance man, and when the

The "city of refuge" proved to be a commercial paradise to him. He was safe from the assaults of his enemies, and he waxed and grew fat financially,

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Book 41
Page 59

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while in the Methodist Church he became a recognized pillar, strong and influential. In Toronto he first launched out into business for himself. Then he became a partner in the wholesale provision firm of Gunn, Flavelle & Co. He was the "Flavelle," of course. He remained in that firm until about fifteen years ago, when he retired to become managing director of the William Davies Co., the largest pork-packing firm in Canada, at a magnificent salary and with big prospects. The William Davies Co. was big before he took it in hand, but it is very much bigger to-day, and is still growing, while Mr. Flavelle instead of being a man with a few thousand dollars is a millionaire and yet is only a little past middle life. When he left the Gunn firm he left behind him a horse which he had brought in when he entered the firm, and it is still doing duty on one of the delivery wagons.

Mr. Flavelle is also possessed of an ideal in regard to newspapers. Accordingly when the Toronto News was getting into the mud he purchased it with a view to establishing a metropolitan newspaper designed on his models. He still owns the News.

Politics have so far had no attraction for him, although the sirens in the political and municipal camps have tried to lure him away from business to public life. Some day he may possibly be persuaded; in fact, seeing he has accepted a seat on the commission, there is every chance that he may some day aspire to a seat in Parliament or at least a place in the municipal council of his city. And if he aspires he is likely to realize.

IN MEMORIAM.

It is with profound regret that the large circle of acquaintances and friends of Mr. St. Clair Balfour, the head of the well-known wholesale grocery firm of Balfour & Co., Hamilton, will hear of his sudden decease. Mr. Balfour had played an active and prominent part in the development of the grocery business of Hamilton.

He was active in the organization of the "Canada Grocers, Limited," the combine of which Balfour & Co. formed part, and for which he afterward

journeyed to England as buyer. Mr. Balfour was an Orkney Island man and was born on July 4, 1850. He came to Canada in 1870, and after coming to Hamilton entered the service of A. Murray & Co., dry goods merchants. Shortly after that he transferred to Brown, Gillespie & Co., wholesale grocers. This firm became known as Brown, Routh & Co., and on the death of Mr. Routh, Mr. Balfour was taken into partnership with Adam Brown. In 1890 Mr. Brown retired from the firm, and it then took its present name, Balfour & Co. At the time when Mr. Balfour was junior partner Hamilton was the great wholesale

regret at his sudden death at a comparatively early age than those who were associated with Mr. Balfour in a business way. As a member of the Thistle Club, he enjoyed the respect of a very wide circle of friends among the most influential citizens.

Of late years Mr. Balfour has not taken quite as active a part in the management of the business of Balfour & Co., although his interests to the last were keen on everything concerning the welfare of the company.

Up to a quite recent date he appears to have been in his usual good health, and as late as Wednesday of last week was at the office. However, he was taken with an attack of hemorrhage, under which he gradually sank, passing away at his home in Duke street on Tuesday, the 10th inst.

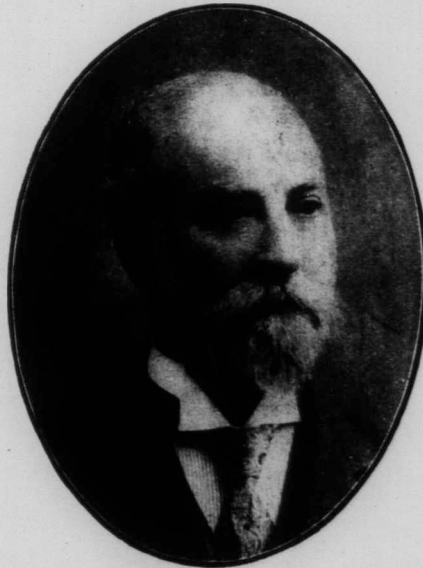
A STARCH MERGER.

WITHIN the last ten days negotiations have been in progress for the consolidation of the Edwardsburg, Brantford and Imperial Starch Companies, and it is understood that subject to the confirmation of the shareholders of the latter a basis of agreement has been reached.

The scheme is not altogether a new one but the matter has been precipitated at the present juncture by the financial condition of the Imperial Starch Company, which is located at Prescott. This company has not been a money-maker and for some time has been carried by a chartered bank and a large trust company.

Recently an underwriting syndicate of well known Montreal business men was formed with a view to taking over the Prescott concern and consolidating the starch interests of Canada by incorporating it with the Edwardsburg and Brantford companies. Through a well known Montreal broker propositions were made to the firms interested with the result stated.

The directors of the Imperial Company met this week and have called the shareholders together for Saturday, the 21st inst., when a decision will be reached. In the meantime the works of the Imperial Company at Prescott have been closed.



Mr. St. Clair Balfour.

centre for Ontario, west of Toronto, and he had much to do with laying the foundations of the present extensive and successful business.

As a man he was not given to making himself prominent in public functions, but did much good in a quiet way. He was a good business man, and he was ever ready to extend a helping hand to those who were in need. Particularly thoughtful and generous was he to his employes, and no one will feel greater

URNED
13 1905
Turner
Book 41
page 5-9

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THE BAY OF QUINTE

You've heard of the wonderful fruits and vegetables that are grown in that district, haven't you? We are right on the spot and have the finest crops coming into our factory that are grown in Canada.

CORN
SWEET WRINKLE PEAS
SIFTED JUNE PEAS

There is nothing daintier or more wholesome in these lines than our Queen Brand. It has the flavor that only Bay of Quinte vegetables possess.

TOMATO CATSUP

A really delicious catsup, absolutely pure. Packed in 12-oz. bottles, each case containing 1 doz. Every bottle neatly labelled and wrapped in tissue. This the genuine popular Queen Brand.

Insist on getting the QUEEN BRAND. Your customers will come back for it.

BELLEVILLE CANNING CO.,

Belleville, Ont.

N. S. Markets.

Halifax, Oct. 10, 1905.

THE grocery markets are still active with prices steady. In most all lines the sales are good, and the trade appears well satisfied with business.

Rice is a little stronger, having advanced half a cent per pound.

Sugar—The retailers have lowered sugar to 5 1-2c., a drop of half a cent. The general idea prevails, however, that with the present state of the sugar market, that commodity is costing the consumer too much.

Canned Goods—There is little doing in retail trade for canned goods. One dealer is endeavoring to boom trade in this line by offering four tins of beans, peas, or corn for a quarter. It is thought to be last year's pack which he obtained at a low price and is now trying to work off.

The market is well supplied with produce. Good Nova Scotia potatoes are quoted at \$1.50 per barrel. The first shipment of P.E.I. produce arrived during the week. It consisted mainly of potatoes, which sold ex vessel, at 40c. per bushel.

Oysters—Notwithstanding the reported scarcity of oysters on P.E.I., heavy shipments are being made, the boats running to the mainland carrying hundreds of barrels each trip. The largest single shipment was on Saturday last when the boat from Summerside for Point du Chene, landed 400 barrels at the latter place. These oysters were all for the Upper Canadian market, where the demand is, as usual, good. The best hand picked oysters are quoted here at \$7.00 per barrel.

Apples—Good Nova Scotia apples are very scarce on the market just at the present time, Gravensteins in particular. There is lots of good fruit in the Annapolis Valley, but the growers are not marketing it. The reason for this is not quite clear. The price is high and the demand good, and the dealers cannot understand what the fruit men are holding back their stock for. There is quite a lot of poor fruit offered for sale just now, such as the early varieties, which keep but a short time, drop Gravensteins and "cracks" of the same variety. This fruit is retailing at \$1.50 to \$1.75 per barrel. Extra choice No. 1 Gravensteins are fetching from \$3.50 to \$4.00 per barrel.

According to the latest reports from the Valley the apple crop promises to turn out much better than anticipated early in the season. The quality of the fruit on the average is good. Many buyers for foreign markets have been through the Valley recently making purchases and it is thought that this competition between the buyers has had a tendency to keep the prices very firm. From a reliable authority it is learned that the Valley fruit growers will not cater to the English market this year, the same as they did in the past. Their experience in this respect has not been very profitable in some instances, and for this season the bulk of the fruit will no doubt be marketed in Canada. It is

thought that good sales of fruit can be made in Montreal, Toronto, and other Upper Canadian cities. The risk to the grower in selling his fruit in these places will not be so great as sending it across the water. Even if the growers have to accept a little lower price for their fruit, they will have the advantage of getting their returns more quickly, and this is an important factor to those requiring ready cash.

The fruit growers are beginning to realize that they have to comply with the **Fruit Marks Act** and most of the fruit now coming in is properly marked. The inspectors throughout the Provinces this year are showing a little more activity than heretofore, and already half a dozen growers have been fined for falsely marking their apples, classing No. 2's and No. 1's mixed as No. 1 fruit.

Butter, Eggs and Cheese.

The market has undergone little change as regards the price of butter, eggs, and cheese. The two former continue in good demand at last quotations. It is expected that the receipts of butter



E. D. Marceau, Montreal.

will improve from now on and the cheese factories which have been diverting a large amount of milk will be closing after the September make of cheese, there being a comparatively small amount of October made. When the making of cheese ceases, there should be a decline in the price of butter. Large cheese and twins are quoted here at 12c., and flats at 12 1-2c.

DOMINION COMMERCIAL TRAVELERS' ASSOCIATION.

THE Grocer presents in this issue the portrait of Mr. E. D. Marceau, Montreal, who is a candidate for the first vice-presidency of the Dominion Commercial Travelers' Association, the election for which takes place in December. Mr. Marceau is a native of the Province of Quebec, having been born at St. Michel de Bellechasse. In 1886 he came to Montreal to enter the wholesale grocery house of L. Chaput, Fils & Cie.,

having acquired a thorough knowledge of the wholesale grocery business (devoting special attention to teas, coffees and spices) with the important house of Reid, Murdoch Co., Chicago. He remained with L. Chaput, Fils & Cie. thirteen years, four years of which he was an active partner. Six years ago he opened up a wholesale tea, coffee and spice house on St. Paul street, Montreal.

Mr. Marceau has been a member of the Dominion Travelers' Association for nineteen years and a director for two years, 1902-1904, and has always taken an active interest in the work and aims of this great commercial institution. His election to the first vice-presidency is one that will reflect greatly to the honor of that body and his numerous fellow members will no doubt see that he is elected. Outside of the fact of Mr. Marceau being in every respect an up-to-date experienced business man, he is full of energy and of good judgment, and his election will be a credit to the association in general, and to the grocery, tea and spice trades in particular. The Grocer wishes him success.

HINTS TO BUYERS.

The Eby, Blain Co., Limited, report the following new arrivals: New Malaga raisins, new peels, new shelled almonds, new sultana raisins, and are quoting special figures on all these lines.

A shipment of Malaga table raisins arrived this week for H. P. Eckardt & Co.

The Eby, Blain Co., Limited, are offering a snap in Spanish seeded Muscatel raisins in 1-lb. cartons, both for immediate and Nov. 15th shipments.

A snap in a fine 10c bottle of olives is being offered by the Eby, Blain Co., Limited.

The Eby, Blain Co., Limited, are offering a snap in "Nord Star" Norwegian smoked sardines. They pay a handsome profit, selling at 2 for a quarter.

Messrs. Sutcliffe & Bingham, Limited, "Khovah" Works, Manchester, England, have just placed on the Canadian market a line of "fruit and ginger wine" in decanters. This line is very good value and no doubt will sell well.

New season's figs have arrived for White & Co., Limited, Toronto.

The demand for Norwegian smoked sardines is increasing rapidly. Messrs. L. Chaput, Fils & Cie., Montreal, have secured the famous brand of Claus Andersens. The quality is very fine. These sardines are packed in pure olive oil, the fish are small and tender. All tins with key opener. Every up-to-date grocer should have it in stock. The price is considered low for the quality.

New table figs, California prunes, evaporated apricots and peaches, and new table raisins are in store this week, with Messrs. L. Chaput, Fils & Cie., wholesale grocers, Montreal.

A large consignment of "Victor" brand Japan tea arrived this week for H. P. Eckardt & Co.

Buyers of canned fruits should get prices from H. P. Eckardt & Co., who are selling at interesting prices.

"Rowley's" Spanish onions, which are exceptionally fine quality, may be had from H. P. Eckardt & Co.

BRITISH COLUMBIA NEWS.

By Our Own Correspondent.

Vancouver, B.C., Oct. 5, '05.

THE Transportation Commission, the Railway Commission, and the Tariff Commission, have each had their sessions in Vancouver, and gone again. The discussion before the Tariff Commission, perhaps, created the greatest interest in the discussion over the lumber duty. Other matters discussed were a memorial from the salmon canners, asking for a preferential tariff arrangement with Australia; an appeal from the wholesale drug trade for an interpretation of a clause in the customs' regulations respecting the "dumping" clauses; applications from various interests for reduction of duty on wire rope, steel plates, and other steel products.

Mr. H. Bell-Irving presented the salmon canners' memorial, and he pointed out that a benefit had resulted from the preferential treaty with New Zealand. Hon. Mr. Fielding remarked that it would not be the fault of the Commission if preferential trade with Australia were not secured.

Mr. Marstrand, of the Vancouver Breweries, Limited, asked that a duty of 32c. per gallon be placed on American beer, which was sold in such quantities as to injure the business of brewing in Canada. The witness informed the Commission that about 75,000 barrels of beer of home production are annually consumed in British Columbia, while 5,000 barrels of imported beer are drunk.

The visit of Mr. J. J. Hill, president of the Great Northern Railroad, to Vancouver a few days ago, was the occasion of some very remarkable announcements by the veteran railway builder. Chief in importance is that he intends to push the building of the V.V. & E. Ry. direct from the Kootenay to the coast, and that he will make Vancouver the terminus of all his railway lines in this Province. Building on the eastern end of the V.V. & E. is still being pushed, as it has been all Summer, into the Similkameen, and Mr. Hill stated that he intended having construction go on from the coast end also, the work to begin this Winter. The surveys from the coast have been made for some time.

Dawson-bound freight will have ceased to move in another ten days at farthest, according to latest advices from the north. Snow was flying at Dawson and ice in northern tributaries of the Yukon is forming, though the river is still open for navigation. Not in several years has the freight for the north been so well cleaned up. There will not be a ton of any sort of merchandise left over when the last boat leaves White Horse.

Recent papers from Dawson describe an egg famine then on in the Klondike capital, owing to the Winter supplies not having got in yet, though the stocks will not be large in any event, as the supplies from the markets of the east have not been up to the usual mark. A recent attempt of Dawson merchants to establish and maintain a schedule of prices in all leading lines of supplies has fallen through because all the dealers did not keep faith. The big houses made a strong effort to prevent price-cutting, but it was unsuccessful.

Some comment has been aroused again in connection with the Provincial Gov-

ernment's tax on commercial travelers, through the report from Ottawa that the Minister of Justice had given his opinion averse to interfering with the Provincial legislation.

Messrs. J. E. Hall and C. E. Hall, Manitoba grain men, have arrived in Vancouver to locate an elevator here for the handling of grain from the Northwest. They announce their intention to have their building up and ready for operation in time to handle part of this year's crop. It is expected that they will be far enough ahead by the middle of December to begin operations. Mr. J. E. Hall, in conversation, said that he expected they would find a considerable market for wheat in the Orient, though the ultimate intention was to build a flour mill here and grind wheat and ship the flour to Japan and China. In the coast and Yukon grain trade he felt that there was a growing and profitable business. The company intends receiving grain in bulk and shipping it in sacks. The new elevator is to have a capacity of 150,000 bushels.

The British steamer Volga is in port with a cargo of raw sugar from Java, for the B. C. Sugar Refinery. She carried 6,000 tons, which were loaded at Surabaya, Java. Leaving here, the Volga will load lumber at Portland for export.

Steamer Machaon, of the Blue Funnel Line, had to leave behind over 100,000 cases of canned salmon when she sailed for Liverpool on Oct. 1, because she was loaded down to her Plimsoll mark with 14,000 tons of cargo. The Jason, the next vessel of this line, will have even larger freight capacity, and is due in some time this week. The shipment of canned salmon almost exclusively by these steamers to the Old Country markets is making some heavy cargoes from B. C. ports at present.

The butter market is now somewhat more settled, after the recent flurry in price of local stock. The attempt of putting up the price, which was so completely frustrated by heavy importations from Northwest creameries, has not altogether ended, for there is a trade which demands the local fresh butter at any price, and the season is getting late for large quantities of butter to be made. Reports from the ranches are that cows are so far milking really better than they did in hot weather, and so long as that keeps up, the butter supply will be from local sources. Creamery is now worth 25c., and dairy from 16 to 18c. in boxes, and 18 to 20c. in bricks. Eggs, strictly fresh, are scarce, and now bring 35 to 40c., while eastern stock is selling at 26 and 27c.

PURCHASE OF A CAN FACTORY.

The Acme Can Works, Montreal, have bought out the British American Can Co., Sarnia, Ont., and removed the plant to Montreal. This purchase completes one of the best equipped can factories in America and will enable the Acme Can Works to fill their orders with increased despatch. The business of the Acme Can Works during the past few years has expanded to such an extent that a new building will shortly be erected, 85x100 feet with three stories, and enable them to store at least 8,000,000 cans. The daily output of the plant will be 165,000

cans. In addition to the manufacture of cans the Acme Can Works are installing a plant for the manufacture of wire and solder, which lines they have been obliged to import heretofore. When completed it is considered the plant will be the most modern on the continent and fully able to attend to the requirements of the trade in the busiest of seasons.

CALIFORNIA LEMONS.

The lemon crop is making a very good showing. The season will be in movement in real earnest in a few weeks.

The acreages have been cultivated to their fullest extent, the high prices ruling this year having had a very stimulating effect on the lemon growers. It is expected that plenty of fruit will be ready for the market shortly.

N. B. Markets.

St. John, N.B., Oct 10, 1905.

BUSINESS continues good. The quantity of stuff moving is large, but there is not that snap of a year ago. Stocks of sugar and flour continue very light.

The canned goods situation continues a matter of great interest. This is such an important line that to have the agreement on prices broken just now, when deliveries are being made, makes it difficult for the trade to know just where they are. It means considerable loss to some and some loss to all. And there is sure to be unpleasantness and dissatisfaction.

The first Valencia raisins for this season were received last week and quality was particularly good.

New California evaporated peaches, apricots and prunes are daily expected.

The holding back of the prices on California raisins till so late was a great disadvantage to the trade particularly, because it made it so very late to increase foreign orders.

In general lines there is little change. Twin cheese, which are altogether used here, are quoted well above western large. The quantity offering is small.

Hops are held firm. Rice is rather higher. The quantity is rather below standard.

Oil—Dealers in burning oil are very busy. Fall orders are now being shipped out. The buyers feel good as already their stock shows a profit as the late advance is firmly held. In lubricating oils the sale is rather smaller than usual at this season. Paint oils show fair business, linseeds keeping low and turpentine high. Cod oil is very scarce and full prices are obtained by the fishermen for all they bring in. Prices would be even better if they would be more careful in regard to quality.

Salt—There are fair stocks of Liverpool coarse salt held and a large cargo shortly due. It will soon be time for the winter port steamers so there will be no shortage. Sales have been very large. Prices are held firm. In fine the season of best demand is over.

Canned Goods—On corn, peas, and tomatoes, there are no prices. It is a

To delight Housewives and Children
VLEENA FIGS
 in
Fancy Baskets

question of what you can get. People are not, however, particularly anxious to lose money, so while in special localities there is extreme competition, in general, matters are rather quiet, except that dealers who have sales made are busy trying to explain matters to their customers, who they try to hold without losing their prospective profit. It is hard, however, as it is natural the retailers should want to take full advantage of the situation. In other lines values are unchanged.

Green Fruit—Apples hold at full prices. Receipts are not large. There will be quite a quantity of western apples used and they are high. The Nova Scotia crop is rather a failure this year. Except in soft fruit, few apples are grown in New Brunswick. Oranges and lemons are still high and sell slowly. Grapes are more freely offered and prices tend lower. The Ontario peaches received are good and bring good prices. It is late for any large business in bananas. Some few Malaga grapes offered.

Dried Fruit—The new Valencias which are offered are of good quality and lower in price than is usual for first arrivals. The market is quite easy. Quite a few Malaga loose muscatels have been bought at reasonable prices. California raisins are not being as largely bought owing to price. New prunes, apricots and peaches are due. Those who bought are fortunate, as all prices have advanced. Figs, peels, and dates will show little change. Evaporated apples are high and firm. Some new fruit has been received. There is quite a stock of onions just at present. Market is a little easier.

Sugar—Prices are unchanged. Stocks are still very light. Buyers have not confidence in the market. There is fair business.

Molasses—In Porto Rico a large stock is held chiefly by one importer. Reasonable prices are quoted. In Barbadoes, stock is not large.

Fish—This is the season of sale, particularly for pickled herring. Prices are held firm at quite full figures. Stock offered is good, but there is little or no fancy stock. In dry fish prices are still high. Codfish is rather a luxury. The shipments of finnan haddies west is now becoming large with the cooler weather

here. Full prices are being obtained. In smoked herring prices continue low.

Flour, Feed and Meal—In flour sales have been quite large. The trade have found it hard to fill orders. They have been backward buying and the mills very slow in forwarding stock. The market is still unsettled. Oatmeal has not followed oats, but is held firm by the millers. Again the trade have not confidence in the market. Cornmeal is unchanged. Beans are lower, particularly yellow eyes.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Oct. 12th, 1905.)

Groceries.

INCREASED activity marks the wholesale grocery market. Harvesting operations in September hindered trade in some lines, although they stimulated the demand for canned goods and provisions. Several million bushels of wheat have already been marketed and the effect is already seen in a slight, but welcome, relief to the stringency of the money market. Collections are already beginning to improve.

A decline in sugar to a basis of \$5.25 in barrels Winnipeg, indicates a downward trend to the market and buying is still restricted to the supplying of immediate requirements.

New California raisins will be on the market about Nov. 1st and the indications all point to prices much higher than those obtaining last year. If these prices are maintained it is evident that the cheaper Valencias will have the call.

New rolled oats are now selling at 5c. less than the prices indicated in last issue.

Beans are selling much cheaper as the new season stock will be on the market in a very short time.

Tapioca is easier in primary markets, but there has been no change in local quotations. However, it is pretty certain that prices have reached their highest and that the next change will be a decline.

Sugar—The decline last week to \$5.25 for Montreal granulated in barrels marks the downward trend of the sugar mar-

ket. The retail trade are buying in small quantities, apparently having no faith in the stability of the market. We quote:

Montreal granulated, in bbls.	5 95
" " in sacks.	5 90
" yellow, in bbls.	4 75
" " in sacks.	4 70
Wallaceburg, in bbls.	5 15
" " in sacks.	5 10
Icing sugar in bbls.	5 85
" " in boxes.	6 05
" " in small quantities.	6 45
Powdered sugar, in bbls.	5 65
" " in boxes.	5 85
" " in small quantities.	6 10
Lump, hard, in bbls.	5 95
" " in 4-bbls.	6 05
" " in 100-lb cases.	5 95
Raw sugar.	4 25 4 50

Canned Goods—There is a good movement of canned goods since the new season prices were announced, but there are no new features in the market. We quote:

Succotash, 2's, group 1, per 2-do. case.	2 63
" " 2 and 3, per 2-do. case.	2 58
Beets, 3's, group 1, per 2-do. case.	2 39
" " 2 and 3, per 2-do. case.	2 34
Pumpkins, 3's, group 1, per 2-do. case.	2 04
" " 2 and 3, per 2-do. case.	1 99
Plums, Damson, e.s., group 1, per 2-do. case.	2 13
" " 2 and 3, per 2-do. case.	2 08
" Lombard, e.s., group 1, per 2-do. case.	2 23
" " 2 and 3, per 2-do. case.	2 18
" greengage, e.s., group 1, per 2-do. case.	2 33
" " 2 and 3, per 2-do. case.	2 28
Peaches, 2's, group 1, per 2-do. case.	4 08
" " 2 and 3, per 2-do. case.	4 03
" 3's, group 1, per 2-do. case.	6 14
" " 2 and 3, per 2-do. case.	6 09
Pears, 2's, F.B., group 1, per 2-do. case.	3 58
" " groups 2 and 3, per 2-do. case.	3 53
" 3's, F.B., group 1, per 2-do. case.	5 09
" " groups 2 and 3, per 2-do. case.	5 04
Apples, gallons, group 1, per doz.	2 60
" " 2 and 3, per doz.	2 55
" 3-lb. " 1.	2 13
" " 2 and 3.	2 08
Cherries, red pitted, group 1, per 2-do. case.	4 33
" " 2 and 3.	4 28
Currants, new, red, 2 doz. cases, group 1, per case.	3 48
" " 2 & 3.	3 43
" black, " " 1.	3 83
" " 2 & 3.	3 78
Gooseberries, new, " " 1.	4 08
" " 2 & 3.	4 03
Lawtonberries, " " 1.	3 83
" " 2 & 3.	3 78
Raspberries, red (new), 2-do. cases, group 1.	3 63
" " 2 & 3.	3 58
" black, new " " 1.	3 53
" " 2 & 3.	3 48
Strawberries, " " 1.	3 33
" " 2 & 3.	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case.	4 25
" " 2's, whole, " " ".	3 75
" " 2 1/2's, whole, " " ".	4 50
" " 2's, grated, " " ".	4 50
Tomatoes, 3's, per 2 doz. cases, group 1.	2 34
" " 2 & 3.	2 29
Corn, 2's, " " 1.	1 98
" " 2 & 3.	1 93
Peas (No. 4), 2's, " " 1.	1 53
" " 2 & 3.	1 48
Peas (No. 3), 2's, " " 1.	1 68
" " 2 & 3.	1 63
Beans, golden wax " " 1.	1 93
" " 2 & 3.	1 88
Beans, refugee, " " 1.	1 98
" " 2 & 3.	1 93
Salmon, Fraser River sockeye, per case.	6 25
" Skeena River, " " ".	6 00
" River's Inlet, " " ".	5 90
" Red Spring, " " ".	5 75
" humpback, " " ".	3 75
" cohoes, " " ".	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases.	6 30
" " 5 to 9 cases.	6 20

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There are a good many reasons why our pickles should be the best: right soil, expert cultivation of the vegetables, most completely equipped plant in the country, cleanliness carried to the extreme, men who thoroughly know their business, whole pure spices, and a malt pickling vinegar that has no equal anywhere. Now, remember that our goods cost no more than others.

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Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791 WINNIPEG,

Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " " " 2's, " " "	1 90
" " " " 3's, " " "	2 60
Soups (Van Camp's), per doz.	1 25
Boneless chicken, lb. tins, per doz.	2 75
" turkey " " "	3 25
" ducks " " "	3 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey " " "	3 25
Corned beef " " 2's " " "	2 75
" " " " 1's " " "	1 55
Roast beef (Man. Can. Co.), 2's, per doz.	2 65
" (Clark's), 1's, per doz.	1 50
" " " " 2's, " " "	2 65
Potted meats, 1's, per doz.	0 55
Veal loaf (Libbey's), 1 lb., per doz.	1 25
" " " " 1 lb. " " "	1 25
Hain loaf " " " " " " "	2 50
Chicken loaf " " " " " " "	1 85
" " " " " " " " "	3 05
Luncheon (Clark's), 1's, " " "	3 00
" (Aylmer), 1's, " " "	2 90
Sliced smoked beef (Libbey's), 1-lb. tins, per doz.	1 80
" " " " 1-lb. tins, " " "	3 10
" " " " 1-lb. glass, " " "	3 35
Chipped " " " " 1-lb. tins, " " "	1 45
" " " " " " " " "	2 50
" " " " " " " " "	3 05
Sliced bacon, " " " " 1-lb. tins, " " "	3 10
" " " " " " " " "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " " " 2-lb. " " "	2 65
Lobsters (new), 1-lb. flats, per 8-doz. case.	16 00
" " " " 1-lb. talls, per 4-doz. case.	10 25
" " " " " " " " "	14 50

Salad Dressing—We quote:

Durkee's, per 2-doz. case.	7 00
Royal, small, per doz.	2 85
" large, " " "	4 75
Vinegar (C. & B.), bottles, pints, per doz.	1 20
" " " " quarts, " " "	2 10

Sauces—We quote:

Worcestershire, Lea & Perrins' 1/2 pints, per doz.	\$3 65
" " " " pints " " "	6 00
" " " " " " " " "	0 90
" " " " " " " " "	0 90
" " " " " " " " "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Macaroni and Vermicelli— As noted last week these goods are now selling in ten lb. boxes at 6s. per lb. The French in 1 lb. packets at 8s. per lb. The French in 1 lb. packets is quoted at 8 1-4c. a slight reduction.

Spices— There is an active demand at present, but the market is without new features. We quote:

Ground Spices—

Pepper, black, in 10 lb. boxes, per lb.	0 18
" white, " " "	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 18
Cassia, " " " " " " "	0 15
Allspice, " " " " " " "	0 12 1/2
Ginger, in 10 lb. " " " " "	0 10
Mixed spice, in 5 lb. boxes, per lb.	0 20
Mace, in 5 lb. boxes, per lb.	0 70

Whole Spices—

Black pepper, per lb.	0 18
White " " "	0 25
Cinnamon (ordinary), per lb.	0 24
" (extra choice), per lb.	0 24
Nutmegs, per lb.	0 25
Cloves (according to quality)	0 14 1/2
Ginger, per lb.	0 10
Allspice, per lb.	0 8 1/2
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" " " " 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago— Tapioca is easier in primary market, but there has not been sufficient change as yet to cause any decline in the local market. It seems certain, however, that the next change will be a decline. We quote:

Rangoon rice, per lb.	0 03 1/2
Patna " " "	0 04 1/2
Tapioca, per cwt.	5 00
Sago, per lb.	0 03 1/2

Pot and Pearl Barley— Prices continue as previously quoted:

Pot barley, per sack.	2 20
Pearl barley, per half sack (49 lbs).	1 65
" " " " sack.	3 30

Syrups and Molasses — Prices are steady and the market is without new features. We quote:

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case.	2 00
" " " " 5-lb. tins, per 1 " " "	2 40
" " " " 10-lb. tins, per 1 " " "	2 25
" " " " 20-lb. tins, per 1 " " "	2 15
" " " " 1 barrel, per lb.	0 03 1/2
" " " " Sugar syrup, per lb.	0 03 1/2
" " " " " " " " "	2 20
" " " " " " " " "	2 65
" " " " " " " " "	2 40
" " " " " " " " "	2 45

FISH

Smoked Herring a Specialty.

In car load lots only. No middlemen's profits. Buy from Producer.

G. P. NEWTON
 Grand Harbor, Grand Manan, N.B.

The **Macleod Milling Co., Limited**
 Stratford, Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

The **Gray, Young & Sparling Co., Limited**

Salt Manufacturers

Granted the highest awards in competition with other makes. **WINGHAM**
 Established 1871

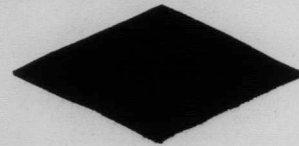
Fresh and Frozen

Lake and Sea Fish Oysters and Poultry

Try us with a hurry order. We ship quick. Wholesale only.

THE W. J. GUEST FISH CO.,
 WINNIPEG, MAN.

THAT WORD DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited, Montreal

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

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited
 Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street MONTREAL.

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

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

YEARLY CONTRACT RATES.

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

SITUATION VACANT.

WANTED at once, retail grocery salesman; permanent position to right man; state age, experience, salary expected and other particulars. W. Dowling & Co., Brandon, Manitoba. [41]

SITUATION WANTED.

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [43]

POSITION required by young man (40), manager, book-keeper or position of trust in general, grocery or hardware store; references exchanged. Box 276, THE CANADIAN GROCER, Toronto. [41]

SIDE LINES WANTED.

MANUFACTURER'S, Jobbers, Brokers. My specialty is specialty work. If you have anything new to place on the market, or anything old to force back on the market, or any new territory to open up in Western Canada, please communicate with me. I want to secure one or more good lines of standard goods on a time and territory contract. Have sold the grocery trade in Oregon, Washington and Idaho for 3 years. Will shortly locate in Alberta. At references as to salesmanship and reliability. Box 272, CANADIAN GROCER, 511 Union Bank, Winnipeg, Man. [41]

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W. TORONTO, ONT.

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

Write for prices.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Prunes, 90-100 per lb.....	0 05
" 80-90 ".....	0 05
" 70-80 ".....	0 06
" 60-70 ".....	0 07
" 50-60 ".....	0 07
" 40-50 ".....	0 07
" choice silver, per lb.....	0 10
" silver, per lb.....	0 08
Currants, uncleaned, loose pack, per lb.....	0 05
" dry cleaned, Filiatras, per lb.....	0 06
" wet cleaned, per lb.....	0 06
" Filiatras in 1-lb pkg. dry cleaned, per lb.....	0 06
" Vostizzas, uncleaned.....	0 05
Hallowee dates, new per lb.....	0 05
Figs, cooking in bags, per lb.....	0 03
Apricots, choice, in 25-lb. boxes, per lb.....	0 12
" standard in 25-lb. boxes, per lb.....	0 11
Peaches, choice, per lb.....	0 13
" standard ".....	0 12
Pears, choice (halves), per lb.....	0 16
" standard ".....	0 15
Plums, choice (dark pitted) per lb.....	0 11
Nectarines, choice.....	0 12
Candied Peel—Lemon peel, per lb.....	0 09
" Orange.....	0 09
" Citron.....	0 14

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb.....	0 12
" " cads, per lb.....	0 13
" S.C.P. and M. 14, half chests, per lb.....	0 15
" " cads, per lb.....	0 16
" A.A.N., in cads, per lb.....	0 19
" J.A.P., No. 1, ".....	0 25
Ceylon, bulk, per lb.....	0 18
" Pekoe P.H.T., in ½ chests, per lb.....	0 18
" broken Pekoe, No. 62 in chests, per lb.....	0 13
" " No. 414 and 418, ".....	0 20
" " No. 412, in chests, ".....	0 22
" " No. 57, ".....	0 25
Gunpowder, in quarter chests, per lb.....	0 26
Young Hyson, in ¼ chests, per lb.....	0 26
Scented Orange Pekoe, in cads, per lb.....	0 26

Fish and Oysters—We quote:

Lake Superior trout.....	0 09
Gold eyes.....	0 03
Blue fish.....	0 18
Mackerel.....	0 15
Red snapper.....	0 15
B.C. salmon.....	0 12
Halibut.....	0 11
White fish (L. Winnipeg), per lb.....	0 08
Pickrel.....	0 05
Jackfish.....	0 04
Finnan Haddie.....	0 10
" Halifax " brand salt cod, fish cakes 24-1's ".....	0 11
" Acadia " " " 20-1's ".....	0 09
" Bluenose " " " 20-1's ".....	0 07
" Acadia " " " 2-lb. boxes ".....	0 09
" " " 4-lb. ".....	2 00
" " shredded, 24 cartons per bx.....	0 08
" " bulk, in 15-lb. boxes.....	0 08
Large Labrador and Nfld. salt herrings per 100 lb.....	5 00
" " per 20-lb. pail.....	1 20
Salt mackerel, in 20 or 30-lb. pails.....	0 12
Finnan Haddie, in 15 or 30-lb. boxes.....	0 08
Smoked halibut strips.....	0 11
Kipper gold eyes, per doz.....	0 45
Yarmouth bloaters, 60 in box, per box.....	1 50
Lobsters, fresh boiled, per lb.....	0 25
Caviar, extra, small jars, per jar.....	0 40
Frog legs, 6 doz, in box, per doz.....	0 40
Oysters, select, per gallon.....	2 25

Evaporated Apples—Old stock is held at 8c. per lb. It is too early yet to say what price of new stock will be, but prices will undoubtedly be higher.

Beans—Old stock is selling much cheaper now as the new will be on the market very soon. Prevailing price now is about \$1.75. The new will sell at about the same price.

Woodenware—Prices are unchanged. We quote:

Butter tubs, wooden hoops, 2 in nest, per nest.....	0 42
" " 3 " " ".....	0 70
" wire hoops, 2 " " ".....	0 63
" " 3 " " ".....	1 00
Pails, 2 hoops, per doz.....	1 95
" fibre.....	3 25
Wash tubs, common and wire hoop, per nest of 3.....	2 00
" " No. 0, per do.....	11 85
" " " No. 1, ".....	9 50
" " " No. 2, ".....	8 40
" " fibre, per nest of 3.....	2 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.....	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.....	0 23
Butter tubs, fibre and cover, per doz.....	4 00
Butter moulds, for 1-lb. bricks, per doz.....	1 85

Buckwheat Flour—Quoted at \$1.70 per half sack.

Breakfast Cereals—Oatmeal is selling 5c. lower than prices quoted last week. We now quote:

Rolled Oats, 80-lb. sacks, per cwt.....	1 85
" " 40-lb. " ".....	1 95
" " 20-lb. " ".....	1 95
" " 8-lb. " ".....	2 25
Cornmeal, in sacks, per cwt.....	1 85
" " in ½ sacks, ".....	1 90

Eggs—Local produce houses are paying 21c. per dozen for eggs.

OVERDUE ACCOUNTS COLLECTED

That is our business. We have had 25 years' practical experience and have built up the best collecting organization in Canada.

No accounts are too large or too small.

We employ bonded correspondents and make prompt payments.

Drop a card for our terms

RICHARD TEW & CO.,

23 Scott Street, Toronto.

Commissioner in H. C. J. in Ontario.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

45 HIGHEST AWARDS In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS

AND

CHOCOLATES



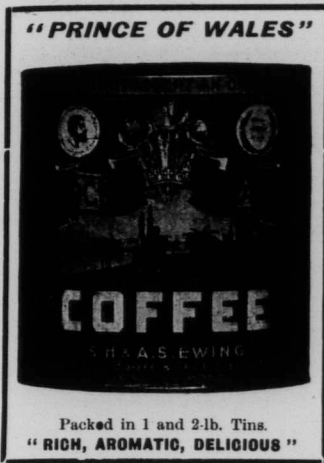
No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use. Their **German 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, 86 St. Peter St., Montreal, Can.



"Assured Quality, Uniformity and Satisfaction."

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

DELICIOUS

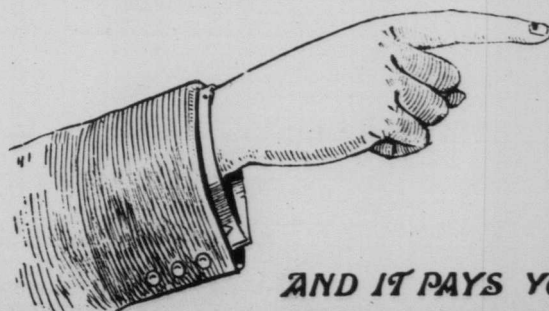
COFFEES

The Coffee question is worth consideration from the standpoint of economy. Selling inferior Coffee is extravagant. It costs many a dissatisfied customer. Permanent customers are won by selling Coffees of worth that have stood the test of four decades of popularity—Chase & Sanborn's High-Grade Coffees.

CHASE & SANBORN

The Importers, Montreal

JUST—HOLBROOK'S SAUCE.
JUST—THE BEST.



Samples and prices from
H. GILBERT NOBBS,
 496 SPADINA AVE., TORONTO

AND IT PAYS YOU WELL.

BOOKS FOR BUSINESS MEN

Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published.

Contains much valuable information on:

Labor Saving Methods, Advertising, Loose-Leaf Ledger Devices, Checking Systems, Mathematical Shortcuts, Correspondence Helps, Card Systems, etc.

\$1.00 Post Paid

Manufacturing Cost

By H. L. C. Hall

This book is a new departure in the way of a book on "cost accounting." In it you will find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

The Buyer, The Manager, The Superintendent, The Book-keeper, The Secretary, The Sales Agent and all those interested in knowing "what it costs" should secure a copy. Send for circular

Price, \$3.00 Post Paid

Thorne's Twentieth Century Book-keeping

and Business Practice

By W. W. Thorne

Mr. W. W. Thorne is the acknowledged leading authority on Book-keeping in the United States and Canada. The Ontario Government recently engaged Mr. Thorne to re-model the book-keeping system of the Province.

The Index

of this book contains over nine hundred references and is so arranged that any subject can be referred to instantly.

Some Subjects Treated

Accounts Receivable	Accounts Payable
Adjustments	Assets
Averaging Accounts	Bad Debts
Balance Sheet	Bond Accounts
Bank Accounting	Capital
Capital Stock	Card Ledgers
Cash Books	Cash Discounts
Checking Systems	Cost Accounts
Cross Entry	Distribution of Accounts
Depreciation	Double Entry
Expense	Installments
Interest	Journals
Ledgers	Merchandise Accounts
	Etc., Etc.

If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

Price, \$3.00 Post Paid, Bound in Half Leather

The MacLean Publishing Co. Toronto
Limited Montreal
Winnipeg

FRESH AND CURED FISH

SALMON PROTECTION.

IN the counties bordering on the Straits of Northumberland, Nova Scotia, are annually taken about one hundred thousand pounds of these fish. Estimating their value at fifteen cents per pound, the annual value of the fisheries to the fishermen in these counties is \$15,000.

A female salmon weighing fifteen pounds is estimated to have fifteen thousand spawn. If one of every hundred reach maturity, there would be 150 fish, say, of ten pounds each, equal to 1,500 pounds, worth at fifteen cents per pound \$225.

Facts like these show the importance of preserving the salmon when in the river for spawning purposes during October and November.

Any person killing a female salmon at this time is destroying a fish worth \$100 to the country, and particularly to the fishermen of these counties. A one hundred dollar meal is an extravagance which should not be tolerated, and salmon poachers should meet with no sympathy. Information should be given to the proper officers that proper proceedings may be instituted to protect so valuable an industry.

MOTOR FISHING BOAT.

Up to the present time the rule has been, "no breeze, no fish," but the advent of the motor boat bids fair to do away with this, and at the same time fill a long existing necessity. Among the Bay of Fundy fishermen a good deal of amusement was caused lately by one of their number setting out one morning with his boat propelled by a gasoline engine.

One day, however, it happened that there was no wind; then the skipper of the newfangled machine had the laugh on them, for he was able to continue fishing whilst they were resting.

CUTTING SALMON PRICES.

Cable advices from London announce that in order to get rid of their pack of about 75,000 cases of the Fall run of sockeyes the Puget Sound salmon canners have upset the British market. The Americans are quoting one-pound talls of the second run of sockeyes at 20s., whereas the regular price on the whole season's run has been 25s. The result of the American quotations has been to cause no end of confusion among the British buyers, who ordered at the regular figure. These brokers are now anxiously wiring to British Columbia to learn the cause of the sudden drop in price.

N. B. FISHING GOOD.

The catch of hake at Grand Manan the first part of last week was fair, but the latter part of the week the fishing was extra good. One weir at Grand Harbor caught four thousand cod fish in one tide, and as many large pollock in an-

other tide. All the weirs are doing well in the herring fishery, particularly those at Seal Cove, Grand Harbor and Long Island, where the catch has been as high as five hundred hogshead of small herring at one time. Some net herring were taken the latter part of the week at Three Islands. Grand Harbor reported very good fishing.

JAPAN FISHERIES.

Japan is the leading fishing nation in the world, although the value of her sea products is surpassed by that of two other countries. The United States (outside of Alaska) and Great Britain each produce about £9,000,000 worth annually, and Japan produces about £6,000,000 worth. Japan leads in the proportion of the total population engaged in the fishing industry, in the actual number of people living by the industry, in the relative importance of fish products in the country's domestic economy, and in the support given by the Government to the industry.

A SARDINE FACTORY.

St. John, N.B., now has a sardine factory. For several years past the fishermen here have been catching sardine herring in the Fall, in the harbor, and selling them to Eastport and Quebec packers. This year four brothers named Nice, who have had experience in Eastport organized themselves into the Atlantic Packing Co., Limited, and put up a small factory on the western side of the harbor near the breakwater. They have installed a 12 horse-power engine, and are putting up the "Regina" brand of sardines, getting the fish close beside the door of their factory. The little fish are caught in seines, and are treated and packed after the most approved methods, for the Canadian market. Thus an industry is added, and the fishermen have a home market for their catch.

PROGRESSIVE BRACEBRIDGE.

Kirk Bros., Bracebridge, Ont., in keeping with the progressive character of their town, have given a new instance of the energetic spirit which animates them.

They have just completed very extensive alterations to their store and the resulting structure is at once capacious, modern and handsome. The front of the store presents a striking appearance, being completely glazed; the windows are hung on weights to enable them more easily to be raised for the display of goods; the floor is of hardwood and the ceiling metallic. The two arc lamps and numerous incandescent lights give brilliant illumination.

A two-story annex has been erected in the rear of the store to facilitate the convenient handling of the large stock of groceries, flour, feed and hay.



KING OSCAR SARDINES

THE NEW PACK

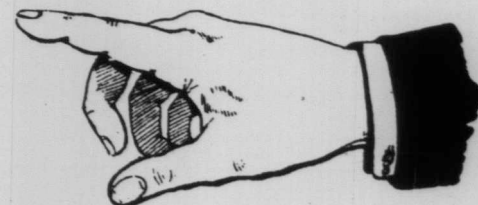
is now arriving with the wholesale trade. Ask for them. They are the leaders.

JOHN W. BICKLE & GREENING

Canadian Agents

HAMILTON, - ONTARIO

Everywhere that HALIFAX and ACADIA Prepared Codfish have been sold, consumers demand them again and again



AGENTS:

**A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.**

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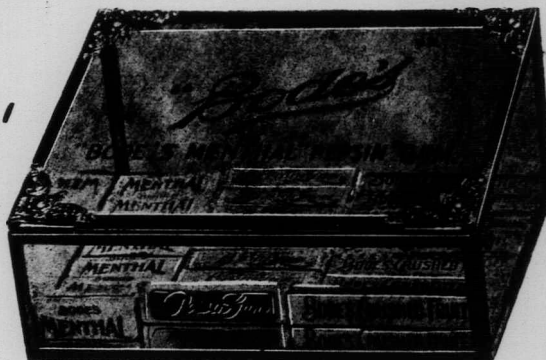
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RETURNED
 OCT 17 1905
*To Montreal
 Cut Book #1
 pag 73*



The above is a cut of a handsome little Chewing Gum Display Case that the

BODE GUM CO.

are giving **absolutely free** to all their trade who purchase 10 boxes or more of Bode's Brands of Gum, as follows:

Bode's Menthal "Pepsin" Gum	40	5c -pkgs. to the box, at \$1.25 box.		
" Crushed Fruit Gum, 3 flavors Blood Orange, Red Banana, Ripe Pineapple	} 36	5c.- " " "	1.00	"
" Pepsin Gum				
" Chulets, packed in 3-lb. boxes			1.40	"
" " " 5-lb. boxes			2.25	"
" " " 60 5c.-pkgs. to the box			2.10	"
" Fleur de lis, packed 20 5c.-pkgs.60	"

All the above brands are strictly high-grade, and the show case is an ornament to any first-class counter.

Order through your jobber or direct from

BODE'S GUM CO.

28 - 30 ST. GEORGE STREET

MONTREAL

The October Number of
The BUSINESS MAGAZINE

Our New Home Magazine of the Busy Man and His Family.

Naturally, the first number of THE BUSINESS MAGAZINE will be eagerly read, if only out of curiosity. Still, we believe its table of contents will be so acceptable and readable that the saying "Once a reader always a reader" will be applicable to everyone who peruses it.

Here are a few of the good things presented in the first number of THE BUSINESS MAGAZINE :

The American Woman in Business

An account of how some bright women earn money in out-of-the-way trades.

Radium and the Sun

The marvellous constitution of the great solar luminary described.

Pigs is Pigs

A very funny story that will appeal to those having dealings with express companies.

George Westinghouse, Genius

The extraordinary life-story of a great financier and inventor.

Fortunes in Advertising

The way some people have made money through advertising.

The European Parcels-Post

Describing the system in vogue on the continent.

Shopping in Paris

A bright and humorous account of the way it is done.

A Night in a Travelling Post-Office

The thrilling account of a night-journey in a mail car.

Christie's

A story of the greatest salesroom in the world.

Besides these articles there are many more of equal interest.

Be Sure to Read this First Number of a Remarkable New Publication.

The MacLEAN PUBLISHING CO., Limited

Toronto

Montreal

Winnipeg

Subscription Form

**THE MacLEAN PUBLISHING CO., Limited
 TORONTO**

**Please put me down as a subscriber to the Business
 Magazine, for which I agree to pay \$2.00 per annum.**

Molasses

We now have another choice lot of

**ABSOLUTELY PURE
WEST INDIA**

Molasses

Refined in our Refinery

from pure

WEST INDIA CANE SUGAR

Wallaceburg Sugar Co., Limited

Wallaceburg

Ont.

QUAKER SUGAR AND CREAM CORN

This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

THE PACKERS OF QUAKER CANNED GOODS

Canadian Apples

We are in a position to offer the **Trade** car loads, assorted varieties, at reasonable prices.

Write for quotations.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

A
Full Assortment
of
Foreign and Domestic
Fruits and Nuts

Price list issued weekly

37 Front
East

MIND Phone 5665
Main

my change of address, and particularly mind that you can't get better service than I give my customers—send me your orders—it will pay you.

TOM SMITH, - - Fruit Broker

SHIRRIFF'S FLAVORING ESSENCES

are to-day giving entire satisfaction to the best dealers throughout Canada.

Do you handle them?

Manufactured by

Imperial Extract Co.

TORONTO

GREEN FRUITS AND VEGETABLES

APPLE EXPORT SATISFACTORY.

MR. McNEILL, chief of the fruit division, Ottawa, has received word that the shipments of apples to England during the past two weeks have been the heaviest of the season. The Fruit Marks Act and the educative work of the fruit division are beginning to have their effect on the shipments. The inspectors at the shipping port state that the XXX, or No. 1 grade, were never more uniform or of better quality than this year, and are a distinct improvement over previous years. Violations of the Act are few and far between, and fraudulent packing is more often the result of ignorance than criminal intent.

The improvements in quality and uniformity of packing are also having their effect on the demand in the Old Country market. Buyers over there are taking very kindly to Canadian apples, frequently in preference to the home-grown fruit, because they feel able to assure their customers that they will get what they ask for. On the other hand the English apples, while of good quality, are seldom offered twice of the same grade. This creates difficulties of trade that all buyers endeavor sedulously to avoid.

Another step in improvement is demanded, however. It is that the very choicest apples be packed in boxes in order to cater to a trade where price is not so great consideration as the securing of the very highest quality.

CALIFORNIA RAISIN MERGER.

THE California raisin growers have devised a plan for safeguarding their interests, and in order to adequately cope with the business.

The plan includes four corporations and intercontracts. There will be a contract between the California Raisin Growers' Co., party of the first part, and the packing house company of the growers, party of the second part; the following packing firms: Pacific Coast, Griffin-Skelley, the Phoenix, Castle Bros., Fresno Home, J. K. Armsby Co., Gugenheim Co., Madison & Bonner and the A. L. Hobbs Packing Co., party of the third part, and the Mercantile Co., party of the fourth part. The last named company is merely to distribute profits and expenses among the packers proportionately.

The joint growers and packers' packing company will be known as the Central California Packing Co., with a capi-

tal stock to be agreed upon, and to be controlled by eleven directors, five from the packers and five from the growers, with one neutral director. The stock will be equally divided with provision for neutral shares.

The present packing houses are to be purchased by the company at their appraised valuation by insurance adjusters upon a fire basis. The growers will purchase their interest with the half cent provided in the contract.

The new joint packing company is to do all the packing, seeding and selling for three years. The packing is to be done at actual cost. In previous years certain definite sums were fixed as actual cost, but as a matter of fact large profits were made, as the actual cost was under the arbitrary figures. The growers will also have their share of the returns from the by-products. The matter of seeds alone runs up into the thousands of dollars.

The profit for the packing company is fixed definitely at \$20 on seeded and layer raisins, and \$10 a ton on loose goods. This may be deceptive at first thought, as in reality it amounts to the growers to but half these figures, as the growers being equal partners in the business will share half the profits.

FRUIT FROM THE WEST.

Following up the successful shipping of fruit last year from the Niagara district to Winnipeg, more extensive shipments are being made this year. The Ontario Fruit Growers' Association, the Ontario Department of Agriculture and the Dominion fruit division are co-operating. Shipments have been made so far from St. Catharines, the fruit being supplied by the St. Catharines Cold Storage Co.

ONTARIO MARKETS.

TORONTO.

Green Fruits.

THERE is still great activity in the fruit markets, although there has been a decline in arrivals of domestic fruit sufficient, however, has come in to meet the demand with a moderate drawing on accumulations from previous arrivals.

Trade is expected to show considerable settling down during the coming week owing to the holding off of arrivals of fresh fruit, no imported fruit having yet made its appearance. Domestic plums have now left the market, but we have to report the arrival of Idaho plums which are quoted at \$1.25 per carrier.

We quote:

Oranges, late Valencias, per box..... 5 00 6 00
Oranges, Jamaica, per barrel..... 5 00 5 25

Lemons, Verdill.....	5 00	5 50
Bananas, large bunches, crated.....	1 40	1 50
Bananas, 8 $\frac{1}{2}$, per bunch, crated.....	0 50	0 75
Bananas, 7-hand bunches, off track.....	0 30	0 40
Peaches, domestic, per basket.....	0 30	0 75
Plums, Idaho, 4-basket carrier.....	1 25	
Tokay grapes.....	2 00	2 50
Cantaloupes, Rockafords, per crate.....	4 00	
Canadian, baskets, 25 crates.....	0 60	
Apples, new, per basket.....	0 30	
barrels.....	2 00	3 00

Vegetables.

The vegetable market has shown distinct decline since our last issue and it is reported that the appearance of frost has affected the arrivals of several lines.

Green corn is practically off the market.

Sweet potatoes have dropped 25c.

Onions have dropped 5c., whilst we have to report the addition to our list of artichokes at \$1, and salsify at 30c. per dozen bundles.

Vegetables.

Jersey sweet potatoes.....	2 70	3 25
New potatoes per bush.....	0 50	0 60
Onions, per bushel.....	0 75	
Spanish onions, per small crate.....	1 00	
large cases.....	2 50	
Cabbage, per doz.....	0 40	
Cauliflowers, domestic, per doz.....	0 75	1 25
Tomatoes, domestic, per basket.....	0 15	0 25
Beets, per bushel.....	0 40	
Carrots, per bushel.....	0 20	
Outdoor lettuce, per doz. bunches.....	0 30	
Wax beans, per basket.....	0 25	
Water Cress, per doz.....	0 20	
Parsley, ".....	0 20	
Mint, per doz bunches.....	0 20	
Green peppers, per basket.....	0 50	
Celery, per dozen.....	0 35	0 50
Egg plants, per dozen.....	0 25	0 30
Vegetable marrows, per dozen.....	0 75	0 80
Parsnips, per bushel.....	0 50	0 60
Squash, doz.....	0 75	1 00
Artichokes, per bushel.....	1 00	
Salsify, per dozen bundles.....	0 30	
Leeks, " bunch.....	0 25	

QUEBEC MARKETS.

Green Fruit.

Montreal, Oct. 12, 1905.

Market generally is on the quiet side, which is attributed principally to the warm weather prevailing. This unseasonable warm weather is restricting the sale for the varieties of fruits offering.

Canadian grapes have been coming in quite freely. Owing to the lighter shipments at the end of last week, prices show a slight advance; larger shipments, however, early part of this week have brought prices down again. Blue grapes sold Monday at 15c. to 16c.; Niagaras, 18c. to 20c., and Rogers, 20c. to 22c. A car of California Tokays sold on Friday of last week at an average of \$2.25 per crate. This was a very fancy car of fruit, and prices are considered very fair and much better than same grapes realized on the American market, notwithstanding the very heavy duty of 50c. paid here.

Canadian pears are in very light receipt, and any good eating varieties are now bringing high prices.

Peaches and plums are about finished. Spanish onions in large cases are selling at \$2.25 to \$2.50, and crates 80c. to 90c.

Finest Almeria grapes.....	4 25	5 75
Plums, crate.....	1 65	
Peaches, box.....	1 25	
Dates, per lb.....	0 04	
Bananas.....	1 50	1 75
Cocoanuts, per bag of 100.....	3 25	
Pineapples.....	4 00	4 50
Jamaica grape fruit, per box.....	5 50	
Apples.....	2 25	3 50
Sweet potatoes, per bbl.....	2 50	
Lemons, per box.....	4 75	5 00
Jamaica oranges, per bbl.....	4 00	
Grapes, 10-lb. basket.....	0 18	0 25

Vegetables.

Vegetables of all kinds are meeting with fair sale. The demand is good and

Opening of the Almeria Grape Season

Over 2,000 barrels of the Finest Spanish Almerias, **sweet, crispy, pink-tinted** and long-keeping, for winter selling. Amongst which will be 1,000 barrels from

The Famous Villalobos Vineyard

regarded by the knowing ones as the best brand of grapes imported.

Forward us your orders early for winter requirements, so that selections may be made from earliest arrivals.

WHITE & CO., Limited.

Branch at Hamilton
Phone, 1115

Toronto
Phone, Main 4106

APPLES FOR EXPORT

GLOVER, HILL & CO., Liverpool, Glasgow and Cardiff.

THE NORTH OF ENGLAND FRUIT BROKERS, LIMITED., Manchester, England.

These old reliable firms give the best results—consign to them—correspond with us.

W. B. STRINGER & CO., Agents 61 Front East, TORONTO.

We can give you the best

OYSTERS

at the closest prices. If you have never bought from us, now is a good time to test. Send for a quotation.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Good 360 Lemons

\$5.00 per box. Special price in lots.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner West Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville;
C. P. Carpenter & Son, Winona; Griffith & Woolverton,
Grimsby; Titterington Bros., St. Catharines; Thos. Oliphant,
Clarkson; C. Lowrey, Queenston.

Peaches

Grapes

Crawford Peaches

Your
Business



Demands
It

In the winter time especially there is a great run on sealed fruits. That is an excellent time for you to have a goodly range of the **E.D.S. Brand** of Jams, Jellies, etc., so an excellent time now to place your order. Even the high-priced imported fruits are not superior to the **E.D.S. Brand**, and then, my goods are "Made-in-Canada," entirely. I'll look for your order now or in the near future. Your business demands it.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of

CURRENTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

TH. J. PSIMENOS
4 Cullum St. E.C., LONDON, Eng.

Canadian Representatives:
TORONTO—P. L. Mason & Co.
ST. JOHN—J. Hunter White
VANCOUVER, B.C.—C.E. Jarvis & Co.

VICTORIA, B.C.—H. Donkin
MONTREAL—A. Durocher
WINNIPEG—Joseph Carman

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s

Juicy and Practically Seedless.

"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.

Also All Kinds Domestic Fruits.

HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EVAPORATED APPLES

Chops, etc.
Quality Guaranteed
Correspondence Solicited

COLLIER BROS., NAPANEE, ONT.

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code. 4th Edition used.

POTATOES

Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.

R. W. HANNAH
300 Board of Trade Building, - TORONTO

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.
INGERSOLL

Established - - 1888

supplies are coming in in fair quantities. There are no changes of any account to note.

Canadian celery, per doz.	0 25	0 40
Green and wax beans, per bag.	0 20	0 40
Bunch lettuce, per doz. bunches.	0 50	0 50
Canadian radishes, per doz. bunches.	0 20	0 15
Mint, per doz. bunches.	0 25	0 35
Parsley, " "	0 25	0 35
Sage, per doz.	1 00	1 00
Savory, per doz.	1 00	1 00
Beets, new, per doz.	0 12	0 15
Egg plant, per dozen.	2 00	2 00
Green onions, per bbl.	2 00	2 00
Green house water cress, per doz.	0 55	0 55
Cauliflowers, home grown, per doz.	1 50	1 50
Green peppers, per basket.	0 70	0 70
Cranberries, per bbl.	10 00	10 00
New potatoes, bag.	0 50	0 50
Cu umbers, doz.	0 15	0 15
Home grown cabbage, per doz.	0 40	0 40
Tomatoes, box	10 20	10 20
Spanish Onions, cases	2 00	2 00
Red onions, bbl.	1 75	2 10
Turnips, bag.	0 75	0 75
Sweet potatoes.	2 25	2 60

MANITOBA.

Green Fruits.

Winnipeg, Oct. 10, 1905.

Business is active. The California lemon market is declining, but local prices are maintained until stocks are disposed of. We quote:

Montana crabapples, per case	2 00
Ontario fall apples, per bbl.	4 50
Concord grapes (Ontario), per basket	0 30
California Tokay grapes, per case	3 10
Peaches (freestone), per case	1 25
Washington plums, (blue), per case	1 25
Washington pears, per case	2 50
California pears, per case	2 50
Ontario pears, No. 1, per basket	0 90
" " " " No. 2, " "	0 65

Oranges and Lemons.

Late Valencia oranges, 120's	5 25
" " " " 150's	6 00
" " " " 176's to 2 0's	6 50
Fancy California lemons, 300's and 360's per case	10 00
Vertilli lemons, 300's and 360's, per case	8 50

Vegetables.

We quote:

Spanish onions, per case	1 25
Sweet potatoes, per bbl.	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl.	10 00
Parsley	0 40
Mint	0 45
Native onions, per lb.	0 04
Carrots, per bush	0 40
Beets	0 80
Turnips	0 40
Potatoes	0 65
Celery, per doz.	0 40
Lettuce, per doz.	0 50
Radishes	0 50
Cucumbers	0 60
Green onions	0 40
Egyptian onions, per lb.	0 03 1/2
New California cabbage, per lb.	0 02
Australian onions, per lb.	0 05
Bermuda onions, per case	2 60
New Potatoes, per lb.	0 02

BRITISH COLUMBIA.

Vancouver, Oct. 2, 1905.

CONCORD grapes are in the market here now, selling wholesale at 80c. per 8-lb. basket. There are some local grapes, while the Okanagan produces a limited quantity, which, however, do not reach coast markets. California grapes are always freely imported to this market. Just now they sell to the trade at \$1.50 to \$2 per box of 20 lbs.

Okanagan apples have been an enormous crop, and the quality is up to the reputation of the section of the country, but very little of the fruit is likely to sell on the coast this season, as such large quantities have been contracted for in the Northwest. What stock from the Okanagan is now offering brings \$1.75 to \$2 per box. Local apples vary, as usual, very greatly, the bulk selling at \$1 per box, and much of it for less. There is a large crop.

Late pears, of which large quantities of very good quality are produced in orchards of the coast district, have hardly begun to come into the market.

Are you Ready

WITH

JAMES' DOME BLACK LEAD

for the increased demand when Stoves, Grates, etc., come in use?

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

**GUAVA JELLIES
INDIAN CHUTNEYS**

Genuine
East
Indian
Goods

Shelled Almonds

Best selected stocks and prices right

WRITE FOR PRICES

W.P. DOWNEY, 26 St. Peter St. MONTREAL

THE AUER LAMP

GASOLENE



200 CANDLE POWER OF CLEAR, STEADY LIGHT

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO. MONTREAL



HIS FIRST LOVER'S

returning, coming back to the old reliable brand of Maple Syrup



The oldest brand in the British Empire. Received more medals than all others combined. Captured every one offered in Canada this year. We do not reprove you harshly. You have been sold a compound for the genuine maple. The authorities now insist that it must be marked **compound** or **mixed**. Your customers do not take readily to this mark, therefore you are turning your faces towards **SMALL'S** selected. Further, if your jobbers insist on you taking the "just as good" you may secure **SMALL'S** direct from the factory in five case lots, freight paid and less jobber's discount.

**Canada Maple Exchange
Montreal**

"MADE IN CANADA"

*The Best Cereal Food to Eat, and
the Best Cereal Food to Sell is*

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA, FALLS CENTRE, ONT. Limited

A COMPARISON IN
POINT OF QUALITY OF
STEWART'S

Chocolates and Confectionery
with goods made in competition
is our stron est argument for
PURITY and EXCEPTIONAL VALUE

WHY

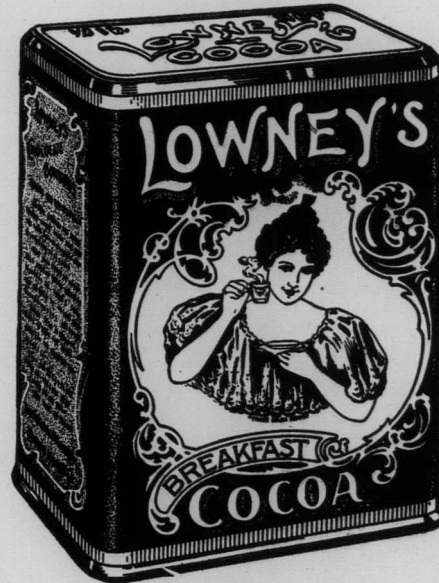
Sell Inferior Confections?

Your Custome s expect the Best.
and Purest.

THAT MEAN'S STEWART'S

THE
STEWART COMPANY
LIMITED
TORONTO

**A TRADE WINNER
FOR GROCERS.**



The full flavor
the delicious qual-
ity, and the ab-
solute purity of
Lowney's Cocoa
distinguish it from
all others. It is a
natural product;
no "treatment"
with alkalies or
other chemicals;
no flour, starch,
ground cocoa
shells or coloring
matter; nothing
but the nutritive
and digestible pro-
duct of the shele-
est Cocoa Beans.
A quick seller and
a profit maker for
dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

**Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

**MOTT'S
MEANS
MONEY**

"Diamond"
and
"Elite"
CHOCOLATE

Are such satisfactory standard sellers
that every merchant should make
them leaders.

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

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

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

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

BISCUITS AND CONFECTIONERY

ENTHUSIASM.

JUST as the miner assays his claim before he sinks his shaft, so should you probe each business possibility before you begin to work it.

Quit scraping over the surface of your business chances—quit remaining content with the pay dirt on the outer edges of your commercial prospects.

There is a nugget in every opportunity—if you only delve deep enough to get it. And don't merely dig without aim or method.

Many a grocer to-day is resting content with the mere ordinary routine of serving customers with what they ask for. Such men will never make much mark in the world. The man to succeed is the man alive to his opportunities.

How is the confectionery trade? It should be going ahead like hot cakes at this season. The grocer should be looking forward to the coming jovial season, and filling his customers with his own enthusiasm.

A few simple lines ought to be well in evidence to show to the customers what to expect against the coming season. Many are the old things in "new names" which are bound to be an ever increasing attraction. Arrange a prominent show place for the display of your goods—speak to the customers and let them know that you have hooked well ahead—talk to him and get him fired with the prospects of numerous fresh arrivals. Enthusiasm is a contagious disease, and if a customer catches on he usually has it badly, then the store-keeper scores "one," and a good "one" too.

STOCK UP CAREFULLY.

IN the handling of confectionery it is of the greatest importance to be absolutely sure of the quality of the various lines you offer your customers.

The tendency of the grocer is just to handle these goods without much regard to either distinctive feature or quality. No grocer can possibly expect to make his confectionery department the real success it should be unless he discriminates as to the goods he sells.

The way to establish reputation, and a reputation which will last and continue to attract trade, is to handle only superior goods. Better far, be content with a very moderate profit and have the fullest confidence of your customers, than to serve them with what appears at the time to be an attractive article and afterwards for your customers to be seriously disappointed therein. To carry out this does not of necessity mean that you are purchasing the most expensive goods on the market. The grocer who will give the necessary attention to the markets of the many confections which are offered for sale, will discover that many of these lines are placed on the market by irreprouchable wholesale firms who make a strong feature of giving the best possible quality, and rely almost exclusively for their profit on the cuteness of buying their raw material.

A well displayed show counter of fancy confectionery, which has been purchased by the grocer with the most absolute care and scrutiny, cannot fail to attract to his store a continual and increasing stream of trade. The younger members of the community, who are the great buyers of sweetmeats and confections, are, without question, keen to know a good thing when they see it and if they are once pleased will place that implicit confidence, peculiar to children, in the person who has treated them well.

J. E. Adams, baker and confectioner, Winnipeg, Man., has sold his business to M. H. King.

BISCUITS
COME
BISCUITS
GO



are always favorites. They are in daily demand. They give substantial satisfaction. No grocer ever had a better product to work on.

You Put in
a Few Cases

display them nicely and every customer will want a box. It's marvellous how Perfection Cream Sodas please. But you know you can't keep a good thing down.

INCREASE YOUR SUPPLY.

THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, Canada.

RETURNED
AN 4-1908



TOMMY ATKINS INTERLUDES

Little Tommy Atkins,
As o'er the world you roam,
Away from friends and kindred,
From country and from home,
Under the burning tropic sun,
Or midst the Arctic sleet,
You are happy if you only have
A dish of **ORANGE MEAT**.

(TO BE CONTINUED.)

"There's no place like home!" and what is associated with home. No matter where he is, **Orange Meat** reminds "Tommy" of home, because it is a **home product**, and because, like his people, it has been good to him. Grocers wending their way without **Orange Meat** are **without** all that appertains to business, home, the stimulus to activity, the appreciation for a product whose course of success could be written across the words **HONESTY, MEASURE, PRICE**. **Orange Meat** has re-animated more stagnant grocery businesses than almost any other single commodity, because it is not ordered in a stray way, but a **regular way**—trade which never relaxes. Give **Orange Meat** a fair trial and it will yield more than fair returns. **Do it now.**

THE
Frontenac Cereal Co.
LIMITED
KINGSTON, - ONT.

FLOUR AND CEREAL FOODS

SEE TO YOUR FLOUR SALES.

THE progressive storekeeper must be ever on the alert to keep his "turnover" up; he cannot afford to sit still; "movement" is the order of the day. Remember that you mostly get what you go after, if you go after it in the right way. Go after it to get it. This rule applies to the dealer seeking trade for flour, and in these days you must seek the trade if you want it. The trade rarely seeks the flour, unless the latter is being sacrificed.

Be careful in the first place that the flour you handle possesses real merit, not only "just as good" flour as any other of the same grade, but a little better; then go after the trade and keep going after it. There may be delays and disappointments to the beginner just taking it on, but if he stays industrially with it he will win out. Remember, flour trade pays well, properly handled.

TAKE CARE OF YOUR STOCK.

THE storage of flour is of great importance to the dealer, and requires that care should be taken to see that the room used for storage purposes is well ventilated.

Flour needs plenty of pure fresh air, although this fact is often overlooked by flour dealers.

The building should be well up from the ground, and there should be roomy air passages through the foundation walls. This will insure a dry floor on which to stack the flour; it cannot be too dry or sweet either.

Millers, as well as merchants, are lax in the matter of flour storage, although the latter are generally the more careless. Many store warerooms are unfit places for flour, being in such condition that the flour soon becomes contaminated to such an extent as to make it unfit for use or at least enough to cause complaint, the extent of the damage depending upon the length of time the flour remains in store. Some merchants do not know this, and are excusable on the score of ignorance, but others are simply careless.

The miller delivers a fresh lot of flour to one of these careless dealers, who has on hand in his hot, close-smelling warehouse a few barrels or bags of the last lot. The fresh flour is piled on top, or in front of the old, so that the last must be sold first. It is not strange that the old flour deteriorates, nor that the dealer receives many complaints.

The surest way to remedy the evil is to instruct merchants how to store their flour. Impress them with the fact that flour will absorb odors readily, and that a damp, musty warehouse is sure to result in contamination; and then induce them to take steps to provide suitable storage. A lost customer often means a lost reputation.

Unfortunately millers are not always as careful as they might be about storing their product themselves. The first aim should be to have a clean, sweet storehouse, and fresh flour should never

be stored in such a manner that the older product cannot be got at and worked off first.

Age does not cause flour to deteriorate so long as it is kept sweet and free from worms.

A case in point might be instanced of flour being kept in a very damp room during an extremely wet and hot period. The bread made from that flour became unfit for use within ten hours after baking. It simply decomposed.

GRAIN MOVEMENTS.

With 5,000,000 bushels of wheat marketed and moving east to Fort William for lake and rail delivery, and with the prospect that 20,000,000 bush. will reach the Canadian elevators at the head of Lake Superior before the close of navigation, a problem in transportation is this year submitted more difficult of solution than any that has hitherto engaged the attention of the vesselmen and railwaymen of this country.

A HARDY CEREAL.

There is no cereal less subject to disease than maize. Blight, mildew and rust pass over it and leave it practically unharmed. Rain can scarcely beat it down, and violent storms of wind may rage, and rage in vain. In climates and seasons which are favorable to its growth and maturity the only enemies which the maize farmer has to dread are insects in the early stages, and birds in the later stages of its cultivation.

BRITISH CROP ACREAGE.

The following interesting report has been issued by the Board of Agriculture, giving preliminary statements of the acreage of the principal crops in Great Britain. The acreage for last year is also given for comparison:

	1905.	1904.
All crops and grass..	32,286,832	32,317,610
Wheat	1,796,985	1,375,284
Barley	1,713,664	1,840,684
Oats	3,051,376	3,252,962
Potatoes	608,471	570,209
Turnips and swedes	1,589,273	1,604,104
Hops	48,968	47,799
Orchards	244,323	243,008

The number of horses is 1,572,433, against 1,560,236; the cattle show a total of 6,987,020, an increase of 128,668; the sheep number 25,257,196, an increase of 50,018, and the pigs total 2,424,919, a decrease of 436,725.

TO RE-OPEN.

McLachlin Bros.' flour mill, Arnprior, which has been idle for some weeks, is shortly to re-open under the management of Mr. H. Newham.

Messrs. J. Hill and J. Vance have purchased the flour and feed business of R. Van Edmond at Algoma, Ont., the style of the new firm to be Hill & Vance.

**"GOLD CROWN"
FLOUR**

is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.

Sutcliffe-Muir Milling Co.
Moosomin, Sask.



**CAPSTAN BRAND
HIGH-GRADE TOMATO CATSUP**

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

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

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

THE CAPSTAN MFG. CO., Toronto, Ont., Can.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

CANNED GOODS

How are you fixed for these? No need to tell you **QUAKER** and **OLD HOMESTEAD** brands are all right. We quote:

Old Homestead Tomatoes,	- -	92½c.
" " Corn,	- -	82½c.
" " Peas,	- -	60c.

Not much wrong with these prices! How many shall we send you?

GEO. ROBERTSON & SONS, Wholesale Grocers, KINGSTON



Merit has won out

BORDEN'S

brands of **CONDENSED MILK** and **EVAPORATED CREAM**

were awarded the Highest Awards at the recent National Exhibition in Toronto.



The Borden Company are the originators of Condensed Milk, and have been given at all Exhibitions where they have shown their goods the Grand Prize or Gold Medal, notably, St. Louis 1904, Buffalo 1901, Charleston 1902, Paris 1900, and at numerous Industrial Exhibitions at Philadelphia, Atlanta, San Francisco, and other places, including the World's Fair at Chicago.

William H. Dunn, Montreal

Erb & Rankin, Halifax, N.S.
W. S. Clawson & Co., St. John, N.B.

JOS. IRVING, 92 Wellesley St., TORONTO

Scott, Bathgate & Co., Winnipeg, Man.
Shalkcross, Macaulay & Co., Victoria and Vancouver, B.C.

ARE YOU ?

Are you keeping an unprofitable showcase? Better put into it goods that give a return—

PEBBLE and PHARAOH CIGARS

These cigars are priced right. They sell right. I am a "critical" cigar-maker. Only the Best Fillers, Binders and Wrappers pass me. Hence, **Pebble** and **Pharaoh** cigars are in the front ranks, endorsed everywhere. Give your money a chance to show what it can do when invested in such cigars as the Pebble **(5c)**, Pharaoh **(10c)**. Order a trial 1,000 **now**.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

ARE YOU ?**READ BETWEEN THE LINES OF SMOKE**

Grocers who know things don't doubt nor believe everything they are told. They test for themselves. If they read in papers that

T @ B

is the best-selling Tobacco on the market they do not have to hunt through statistics to verify the statement. They do not even have to ask other Grocers for their opinions. They adopt a simple Plan of Proof. We will tell next week what this Plan is.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

A FRIENDLY CHAT.

"**C**OURTESY in business," how simple it reads, and yet how little attention is really given by the dealer to this very valuable asset of his business.

How much it means to the custom visiting his store—a little thoughtful consideration—a gentle persuasive suggestion and the customer finds himself unconsciously interested in some article to which he had previously given no thought.

How much it means too, to the store-keeper himself—a better understanding with his customer—more sales effected, and with greater ease, and the great satisfaction of seeing profits piling up.

The following little clever bit of advertising to attract the attention of shoppers was recently put up in a Detroit tobacco store:

"Last week three women spent three hours looking at novelties and finally bought a 25c. ash-tray. Did we get angry? Not a bit of it. The ladies give us 20 per cent. of our business and they can have all the time they want."

A really clever bit of level-headed business talk, it worked well. Civility costs nothing, adds much to the attractiveness of the store and is an excellent investment. Try a good stock of it!

CANADIAN TOBACCO CROP.

Tobacco is certainly king in the southern and southwestern parts of Kent County, and now that this year's crop is well in, every day brings its quota of reports of the extraordinary yield in some localities.

The weed this year is an unusually heavy crop of excellent quality and in spite of the conflict waged with various slugs, whose absence last year was most noticeable, nearly every farmer growing a crop of tobacco is reporting receipts of from \$100 to \$200, and even more per acre.

One of the most successful growers has been Gilbert L. Pardo, of Cedar Springs, who sold his last year's crop for \$1,500 and this off eight acres.

AMERICAN TOBACCO CROP.

The progress of the American tobacco crops is making good headway. In most districts it is reported that the crops have been nearly all housed, and in many instances cured.

During the season the weather has proved somewhat treacherous from time to time, and at one period fears were entertained that the crop would have been seriously affected. Generally speaking however, it has proved satisfactory

and in some districts has reached record figures.

There are reports that denote in some places the heavy electrical storms have left their mark behind them, but from reports from various centres it would appear that yields are generally very satisfactory both in quality and quantity.

IRISH TOBACCO AT N. Y.

There will be a case of genuine Irish tobacco on exhibition at the New York tobacco exposition. It was secured from Col. Everard, who successfully conducted a tobacco experimental farm last year in County Meath, Ireland.

INLAND REVENUE RETURNS.

The following inland revenue returns for the month of September have come to hand:

Ottawa — Spirits, \$25,520.06; malt, \$670.50; tobacco at 25c., \$2,913.00; Canada Twist, \$8; cigars at \$6.00, \$150.00; methylated spirits, \$45.75; licenses, \$54; fines, seizures, etc., \$10; showing a total of \$29,371.31.

Kingston, Ont.—Cigars ex factory, \$507; cigars ex warehouse, \$1,197.30; manufactured tobacco ex warehouse, \$1,088.50; raw leaf for use, \$585.66; showing a total of \$3,378.46.

Prescott, Ont.—Foreign cigars ex factory, \$48; foreign cigars ex warehouse, \$90; raw leaf, \$51.90; malt, \$1,525.47; spirits, \$5,167.31 showing a total of \$6,882.68.

Charlottetown, P.E.I.—Foreign leaf tobacco ex factory, \$2,754.25; foreign leaf tobacco ex warehouse, \$354.00; native leaf tobacco ex factory, \$54.85; raw leaf tobacco ex warehouse, \$1,911; showing a total of \$5,074.10.

Winnipeg, Man.—Cigars ex factory, \$2,138.25; foreign leaf cigars ex warehouse, \$2,718.60; manufactured tobacco ex warehouse, \$32,661.25; raw leaf tobacco, for use, \$1,615.20; malt, \$5,421; spirits ex warehouse, \$54,960.01; showing a total of \$109,514.31.

HOME GROWN TOBACCO.

The Government Blue Books for the last fiscal year show that the smokers of Canada consumed 13,160,000 pounds of home manufactured tobacco. This is 1,200,000 pounds above the average of the four previous years.

The people seem to have smoked also 180,000,000 Canadian cigars, or nearly one hundred for each adult male in the country. Only about 9,000,000 cigars were imported, or about five per cent. of the whole number sold.

Did you ever notice the difference between the man who does things and the man who says he is going to do things? One talks, the other acts. One has a bright, up-to-date store, filled with seasonable bargains; the other says he is going to have these things, and some day he has them, in a slipshod sort of a way. But when he gets them he is too late, the man who acts has cleaned up all the trade.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS CHANGES.

MESSRS. Stewart, Clark & Co., Medicine Hat, N.W.T., have dissolved partnership. H. Stewart and H. L. Tweed are continuing the business.

Fred. A. Beckwith, grocer, Harvey, N.B., has assigned.

J. P. Guay, general store, St. Elzear, Que.; compromised.

H. Belisle, grocer, Montreal, Que., is offering compromise.

J. G. Wilson, general store, Cumberland, Ont., deceased.

S. J. Carter, baker, Lumsden, Assa., has sold his business.

H. C. Wallace, grocer, Winnipeg, Man., has given up business.

G. Fournier & Co., grocers, St. Romauld, Que., registered.

Wm. Love, confectioner, Montreal, Que., Wm. Love registered.

Hormidas Sauve, general store, Couteau du Lac, Que., has assigned.

Ashworth & Co., butchers, Montreal, Que., have dissolved partnership.

Jas. Young, general store, Nanaimo, B.C., is offering to compromise.

J. P. Enregistre Rheaume, grocer and butcher, Montreal, has dissolved.

D. Cusson & Co., grocers, St. Johns, Que., have dissolved partnership.

Wm. Pilkey, general store, Emo, Ont., has assigned to H. J. F. Sissons.

Sorenson & Kihlman, grocers, Winnipeg, Man., are giving up business.

N. Pakarman, grocer, Winnipeg, Man., has sold his business to J. Klumer.

H. T. Graham, general store, Tabusintac, N.B., is asking for extension.

G. A. Fleury, grocer, Scott Junction, Que., has assigned to V. E. Paradis.

A. T. McMillan, grocer, Winnipeg, Man., has assigned to C. H. Newton.

Wilfred Gratton, grocer, Ottawa, Ont., has sold his business to A. Cochrane.

H. Durham, confectioner, Dauphin, N.W.T., is succeeded by A. Ferguson.

Read & Burns, grocers, Winnipeg, Man., have assigned to C. H. Newton.

S. J. Henry, general store, Cayley, N.W.T., has assigned to R. A. James.

W. J. Smith, butcher, Waterford, Ont., has sold his business to John E. Hill.

A. O. Villeneuve & Co., grocers, Ottawa, Ont., have retired from business.

Standard Flour & Grain Co., Montreal, Que., consent of assignment filed.

Louis Foisie, general store, McTaggart, N.W.T., is succeeded by J. Plant.

D. J. McLean, grocer, etc., Ridgetown, Ont., has sold to F. W. Connor & Co.

George Martin, confectioner, Medicine Hat, N.W.T., is succeeded by G. A. Layton.

H. McLean, grocer, Montreal, Que.; the stock of this business is offered for sale.

G. Canary, confectioner, Vancouver, B.C., is succeeded by Canary & Demetry.

J. H. Daunais, grocers, etc., Montreal, Quebec; Kent & Turcotte, curators.

W. D. Bowes, general store, Stoughton, N.W.T., has assigned to, W. R. David.

Geo. Wilson, general store, Belleville, N.B., has sold his business to John McBride.

Z. Trudeau, grocer and liquors, Montreal, Que., is succeeded by L. P. Leclerc.

John Fauvel & Co., Pointe St. Peter, Que., general store, G. P. Fauvel deceased.

L. P. Leclerc, general store, Wickham West, Que., is succeeded by Jos. Te-trault.

J. A. Fitzpatrick, confectioner, Birtle, N.W.T., has sold his business to M. C. Chubb.

H. Potvin, general store, St. Louis, Que., has voluntarily assigned to V. E. Paradis.

R. A. Weillbrenner, general store, Portneuf, Que., voluntarily assigned to V. E. Paradis.

R. H. Waddell, general store, Sperling, N.W.T., is endeavoring to sell his business.

Hubert & Jolin, general store, Waterloo, Que., H. J. Hubert and D. N. Jolin registered.

Compagnie de Liqueurs Francasises, Montreal, Que., have assigned to P. Amesse, jr.

A. W. Soyki, general store, Langenburg, N.W.T., is succeeded by Soyki Bros. & Co.

Campbell & Gilchrist, wholesale fruit merchants, Ottawa, Ont., have retired from business.

F. E. McLellan, general store, Belleville, N.B., has sold his business to John McBride.

Tritt & Shragg, general store, Neepawa, N.W.T., have sold their business to T. Finkelstein.

Joseph Himbeault dit Mantha, grocer, Montreal, Que., Jos. Himbeault dit Mantha registered.

Hall, McNab & Co., millers, Lumsden, Assa., are succeeded by the Hall Milling Co., Limited.

Mrs. G. Ketas, confectioner, New Westminster, B.C., has advertised her business for sale.

Chaput & Peloquin, grocers, Montreal, Que.; Mrs. Jos. Peloquin and Alexina Chaput registered.

The People's Cash Store, general store, Lorette, Que., Robert Alex. Richardson, registered.

Nicholas Foorsen, general store, Stuartburn, N.W.T., has sold his stock to Shuchack & Yeo.

P. Bruneau, grocer, etc., Montreal, Que., has sold his St. Catherine street store to Geo. Duclos.

Remi Legault, cigar merchant, Montreal, Que. The assets of this business are to be sold shortly.

Pinch & Porter, grocers, Sault Ste. Marie, Ont., have dissolved partnership. J. E. Pinch continues.

H. A. Barber, general store, Harrow, Ont.; the stock of this trader has been sold at 65c. on the dollar.

E. Lortie & Co., general store, St. Johns, Que., Louis Philippe Lortie and Edouard Lortie registered.

The estate of Simon Grieves, baker and grocer, Rockwood, Ont.; this business is advertised for sale.

Russell & McLaughlin, general store, Martintown, Ont., have assigned to John A. Chisholm, Cornwall.

J. J. Campbell, grocer, Victoria, B.C., has assigned to F. Elworthy; claims to be filed before October 15th.

T. J. Unkauf, general store, Norwood Grove, N.W.T., has advertised his stock for sale by auction shortly.

Leduc & Denis, general store, Couteau Station, Que. The assets of this business are to be sold shortly.

E. Gibault, grocer and liquor merchant, St. Jerome, Que., meeting to appoint curator to be held shortly.

J. Eugene Julien & Cie., flour and grain merchants, Quebec, J. Eugene Julien and Napoleon Vezina registered.

W. L. Stephen, baker and confectioner, Grimsby, Ont., is retiring and intends handing over his business to his sons.

The Standard Flour & Grain Co., Montreal, Que., have assigned. A meeting of creditors will take place shortly.

F. W. Keisal, fruits, tobacco merchant, etc., Vancouver, B.C., has sold his business to the Three Star Wine Co., Limited.

D. A. McNab, grocer, etc., Beaverton, Ont., has assigned to George F. Bruce. A meeting of creditors is to be held shortly.

Simard & Frere, general store, Normandin, Que., have assigned to V. E. Paradis; meeting to appoint curator is to take place shortly.

**SWEET
CAPORAL**



CIGARETTES
**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDUGALL & CO., Glasgow, Scot.

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Oct. 12, 1905.

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

Baking Powder.

Ammonia Powder—	
"Bee" brand, 48 5c. pkgs., per case.....	\$1 75
" " " 27 10c. pkgs. ".....	2 00
" " " 10 25c. pkgs. ".....	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 5 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 2 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

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

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.....	\$0 45
" " 1 lb., 5 doz.....	0 90
" " 1 lb., 3 doz.....	1 25
" Borax, 1 lb. packages, 4 doz.....	0 40
" Cornstarch, 40 pkgs. in a case.....	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 67
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
4 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 ".....	7 30
1 ".....	6 oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	

ROYAL BAKING POWDER CO.

Sizes.	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

"VIENNA" BAKING POWDER.

Sizes.	Per Doz.
1-lb. tins, 4 doz. in box.....	\$2 25
1-lb. tins, 4 doz. in box.....	1 25
1-lb. tins, 4 doz. in box.....	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 5c. tins.....	\$3 50
" " 36 10 ".....	4 00
" " 24 16 ".....	4 50
" Beaver" brand, 24 16 pkgs.....	4 80



EAGLE BAKING POWDER.

Cases of 48-5c. tins.....	\$0 45
" 48-10c. tins.....	0 75
" 24-25c. tins.....	2 25
" 48-25c. tins.....	2 25

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	3 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



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 16c
"Sapphire"—14-lb. boxes, 1 lb. pkgs. per lb.....	12c
"Union"—14-lb. boxes, assorted, 1 & 1/2 lb. pkgs., per lb.....	10c

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/4 gross, 4 oz.	

JAMES DOME BLACK LEAD.

Per gross	
6a size.....	\$2 40
2a size.....	2 50

BORAX.

"Bee" brand, 5 oz., cases, 60 pkgs.....	2 25
" 10 oz., cases, 48 ".....	3 25
" 16 oz., cases, 48 ".....	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages.....	Per doz \$0 45
" 5-doz. 10c. ".....	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" 7-lb. cotton bags, per bag.....	0 18 1/2

Chocolates and Cocoas.

THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins.....	per doz. \$6 75
" 1-lb. tins.....	3 50
" 1-lb. tins.....	2 00
" fancy tins.....	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.....	0 50
Perfection, 1-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.....	2 55

Chocolate—	
Queen's Dessert, 1/2's and 1/4's.....	per lb. \$0 40
" " ".....	0 48
Mexican Vanilla, 1/2's and 1/4's.....	3 35
Royal Navy Rock, ".....	0 30
Diamond, ".....	0 25
" " ".....	0 25

Ingredients for cake—	Per doz.
Chocolate, pink, lemon color, 1-lb.....	\$1 75
Orange, white and almond, 1-lb.....	1 00

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....	per gross	\$10 20
" black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	19 00
Straw hat polish.....	"	10 20

BABBITT'S.



Babbitt's "1776"
6-oz. pkgs. \$3.50 per
box. 5 boxes a
freight paid and
half box free.
Babbitt's "Best
soap, 100 bars
\$4 10 per box.
Potash or Lye, boxes

each 2 doz., \$2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case..... \$2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages.....	\$4 65
50 10c. ".....	3 90
100 5c. ".....	3 90
100 10c. cakes (Glycerine Tar Soap).....	6 50
100 10c. cakes (Sanitary Soap).....	6 50
100 5c. cakes (Fairy Soap).....	3 90
100 5c. cakes (Capco Soap).....	3 90
100 5c. cakes (Scouring Soap).....	3 90
100 5c. bars (Santa Claus Soap).....	3 80
100 5c. bars (Clairette Soap).....	3 65
100 5c. bars (Mascot Soap).....	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—		per lb.
No. 1 White or blue, 4-lb. carton.....	\$	0 05½
No. 1 " " 3-lb. ".....	"	0 05½
Canada laundry.....	"	0 04½
Silver gloss, 8-lb. draw-tid boxes.....	"	0 07½
Silver gloss, 6-lb. tin canisters.....	"	0 07½
Edward's silver gloss, 1-lb. pkg.	"	0 07½
Kege silver gloss, large crystal.....	"	0 06½
Benson's satin, 1-lb. cartons.....	"	0 07½
No. 1 white, bbls. and kegs.....	"	0 05
Canada White Gloss, 1-lb. pkgs.....	"	0 05½
Benson's enamel..... per box 1 25 to	"	2 50

Culinary Starch—

Benson & Co.'s Prepared Corn.....	0 06½
Canada Pure Corn.....	0 06½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08½

"Bee" brand starch—

laundry, 64-12 oz. pkg. per case.....	\$5 00
" 32-12 " " per ½ ".....	2 50
corn starch 40-16 oz. pkg. ".....	3 00
"Sun" borated starch, 40-16 oz. pk. per case.....	3 00
" borated starch, 50 box. 100 lb. keg 0 06½	"
" laundry " 50 " " " 0 05½	"
"Gem" " " 100 & 200 lb. kegs 0 05½	"

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb. \$0 04½	
Arme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.....	0 05½
Barrels, 200 lb.....	0 05
Kegs, 100 lb.....	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.....	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.....	\$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case.....	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case.....	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 06½

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case.....	4 75
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ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.....	0 06½
Durham corn starch, 40 lb.....	0 05½

Laundry Starches—

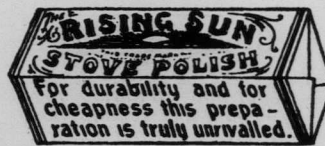
No. 1 White, 4-lb. cartons, 48 lb.....	0 05½
" " 3-lb. cartons, 36 lb.....	0 05½
" 200-lb. bbl.....	0 05
" 100-lb. kegs.....	0 05
Canada Laundry, 40 to 46 lb.....	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb.....	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs.....	0 06½
Patent starch, 1-lb. fancy, 28 lb.....	0 07½
Akron Gloss, 1-lb. packages, 40-lb.....	0 05½



OCEAN MILLS.

Chinese starch,
per case of 4
doz., \$4. less 5
per cent.

Stove Polish.



Rising Sun, 6-oz. cakes, 4-gross boxes \$3 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 4-gross boxes 10 00
Sun Paste, 5c. size, 4-gross boxes 5 00



W. H. DUNN, AGENT.



Enameline No. 0 38
4, bzx, ea. 3 dz.
Enameline No. 0 45
6, bzx, ea. 3 dz.
Enameline No. 1 11
Liquid, bzx, ea. 0 80
3 doz.....
Blackene, 4-lb. 10
cans, per lb..

Enameline stove dressing, per doz..... 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 3 doz. in case.....		Per case.
Plain tins, with label—		\$3 40
2 lb. tins, 2 doz. in case.....	1 90	
5 " " ".....	2 35	
10 " " ".....	2 35	
20 " " ".....	2 10	
(10 and 20 lb. tins have wire handles.)		

16, GOLD, SILVER AND OTHER PRIZE MEDALS

SUTTON'S AMMONIA

FOR ALL HOUSEHOLD PURPOSES.

MANUFACTURED BY
G. F. SUTTON - SONS - & CO
OSBORNE WORKS, BRANDON ROAD,
KINGS CROSS, N.

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " " per case.....	4 90
1 " " " ".....	5 45
1 " " " ".....	5 70



Teas.

SALADA CEYLON.

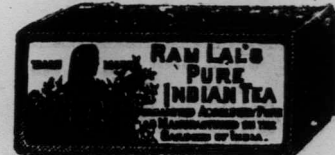
Wholesale. Retail

Brown Label, 1's.....	\$0 20	\$0 25
" " " ".....	0 21	0 26
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅓'s.....	0 20	0 40
Red Label, 1's and ½'s.....	0 26	0 50
Gold Label, ½'s.....	0 44	0 60

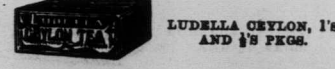


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	\$0 19
" " " " ".....	0 20
Blue Label, retail at 20c.....	0 22
Green Label, " " ".....	0 28
Red Label, " " ".....	0 35
Orange Label, " " ".....	0 42
Gold Label, " " ".....	0 56



Cases, each 80 1-lb.....	\$0 35
" " " " ".....	0 35
" " " " ".....	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's.....	\$0 12½	\$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s.....	0 21	0 30
Brown Label, 1's and ½'s.....	0 28	0 40
Brown Label, 1's.....	0 30	0 40
Green Label, 1's and ½'s.....	0 35	0 50
Red Label, ½'s.....	0 40	0 60

"CROWN" BRAND

Wholesale. Retail

Red Label, 1-lb. and ½'s.....	\$0 25	\$0 50
Blue Label, 1-lb. and ½'s.....	0 26	0 40
Green Label, 1-lb.....	0 19	0 25
Green Label, ½'s.....	0 20	0 25
Japan, 1's.....	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes.....	\$0 49½	
" " II 40-lb. boxes.....	0 37½	
" " III 80-lb. boxes.....	0 32½	

EMD AAA Japan, 40 lb "at.....	0 30
" AA " 40 " ".....	0 27½
Blue Jay, basket fired Japan, 70 lbs., " ".....	0 25
"Condor" IV 80-lb. " ".....	0 27½
" " V 80-lb. " ".....	0 25
" " XXXX 80-lb. boxes.....	0 21½
" " XXXX 30-lb. " ".....	0 22½
" " XXX 80-lb. " ".....	0 19
" " XXX 30-lb. " ".....	0 18
" " XX 80-lb. " ".....	0 18½
" " XX 30-lb. " ".....	0 18½
" " LX 80-lb. per case, lead packets (25 1's and 70 ½'s) G 25	

"Condor" Ceylon black tea in lead packets	
Green Label, ½, ½ and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ½, ½ and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ½ and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ½, ½ and 1s, 60-lb. cases.....retail	0 40 at 0 30
Red Label, ½, ½ and 1s, 60-lb. cases.....retail	0 50 at 0 34
White Label, ½, ½ and 1s, 60-lb. cases.....retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1..... per lb.	0 35
No. 2.....	0 30
No. 3.....	0 25
No. 4.....	0 20
No. 5.....	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s.....	\$0 45
" " Amber, 8s. and 3s.....	0 60
" " Ivy, 7s.....	0 50
" " Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6s.....	0 45
" " Old Fox, 12s.....	0 51
" " Pay Roll, 7s.....	0 56
" " Stag, 10 oz.....	0 45
" " Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6s.....	0 45
" " Fair Play, 8s. and 13s.....	0 53
" " Club, 6s. and 12s.....	0 46
" " Universal, 13s.....	0 47
" " Dixie, 7s.....	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

3 M.D. pure distilled, highest quality.....	\$0 29½
Condor, pure distilled.....	0 27½
Old Crow.....	0 25½
Special prices to buyers of large quantities	

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case.....	\$1 05
Gillett's cream yeast, 3 doz.....	1 05
Jersey cream yeast cake, x. 5c.....	1 00
Victoria " " doz. 5c.....	1 00
" " 3 doz. 10c.....	1 30

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