

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, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, NOVEMBER 15, 1907.

NO. 46.



For cold weather

Robinsons' Patent Barley

A food for everyone at all times but particularly Now — Grocers you should handle this line.

Write for sample and particulars.

For sale by all jobbers.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, Montreal



Cold Weather Sellers—

The grocer needs to watch his customers' tastes as the seasons go—Now, all use Table Syrup—

| PUT UP IN TINS | |
|-------------------------|-----------------------|
| 2-lb. tins—cases 2 doz. | Also in Brls., ¼ Brls |
| 5 " " " 1 " " | Kegs and Pails |
| 10 " " " ½ " " | |
| 20 " " " ¼ " " | |

Freight paid on 5 cases and over to all railway stations east of North Bay.

“Crown” Brand Table Syrup

Made from Corn

Get them to use the richest, purest and healthiest Syrup made “Crown” Brand—Ask your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

5, Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL



Mr. Grocer if you cannot get
those Crosse & Blackwell sundries,
turn in your order for them to
your wholesale house, and ask
to have them imported for you.

Crosse & Blackwell,
LTD.

"Purveyors to the King"

AGENTS:

C. E. COLSON & SON

MONTREAL

Codou's ¶ The faultless product of a faultless factory—a factory whose seventh time enlargement is due entirely to

The Satisfaction of Unvarying Quality

It's the old story of the success that comes to those who live up to an ideal standard—the highest.

Macaroni

Taylor's

¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

"Thistle"

¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale. - Montreal



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

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

HAMILTON.

A. R. McFarlane Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish.
Canned Salmon—"Lifebuoy," "Otter" and "Salad."
Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT
CURRANTS
RAISINS
EVAPORATED APPLES
BARBADOES MOLASSES
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

TORONTO.

BECK'S
"OLD GOLD"
CORNMEAL
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

VANCOUVER

RAY & WINDLE
Manufacturers' Agents and Commission Brokers
330 Homer Street, VANCOUVER, B.C.
Fruit and Produce Exchange of B.C.
Representing Dry Salters Limited, Montreal.
" R. S. Hudson's Dry Soap, Hull, England

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

M. B. STEELE
Wholesale Commission Merchant and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References.

GROCERY BROKERS
WINNIPEG, MAN.
GARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Balentine St.
Correspondence Solicited.

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4.)

A Carload of New Season's

"ANCHOR"
FANCY 16-oz.

CALIFORNIA SEEDED RAISINS

Also "Nonpareil" fancy 16-oz., "Monogram" choice 16-oz. and Christmas Cake 12-oz.

There's Money to be Made in Buying **BEANS**

We have a car of PRIME WHITE, 2-bushel bags.
Also a shipment of LIMA BEANS.

OUR PRICES
ARE RIGHT.

With the present high prices of JAPAN TEAS, you will find our

special quotations on

YOUNG HYSON TEAS

of special interest.

We can give you a good, sweet, strong-drawing Tea at 14c. lb.

You'll Save Money by Buying

Quotations in Denia
(Spain) advanced a

VALENCIA RAISINS

cent a pound this week. Our prices remain unchanged. Send us your orders NOW,
to get in at right prices.

We are showing an exceptionally fine line of CONFEC-
TIONERY for CHRISTMAS TRADE, manufactured
by JAS. PASCALL, Ltd., London, Eng.

Our travellers will show you samples. Don't buy until you have seen them.

ALL ORDERS SHIPPED PROMPTLY.

THE EBY, BLAIN CO. LIMITED

Wholesale Grocers,
Importers, &c.

TORONTO

Manufacturers' Agents—Continued.

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

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

BUNNELL & LINDSAY
MOOSE JAW

(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK.

Many Good Lines Lie Dormant

On Grocers' Shelves

Keep Yours on the Move

by appointing a

Working Resident Salesman and Advertiser

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.
Special Attention to Advertising

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.

Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.

We have a large and old established connection amongst leading wholesale and grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

DAVID SCOTT & CO.

Established 1878. 10 North John St. LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,

invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A. B. C. 4th and 5th Eds.

This space \$15 per year

You can make money as well as oblige your customers if you handle our

BASKETS

**Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
and Patent Strawboard
Berry Box.**

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

**The Oakville Basket Co.,
OAKVILLE ONT.**



NO ACID OR GRIT

will be found in "Majestic" polishes. The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.

Write for sample and prices. 71

MAJESTIC POLISHES, Limited
575 Yonge Street - Toronto, Canada



A Good Investment

**PEANUT ROASTERS
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World

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 claims 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—

CALGARY, ALTA.
HALIFAX, N.S.
OTTAWA, ONT.

HAMILTON, ONT.
QUEBEC, QUE.
VANCOUVER, B.C.

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

MONTREAL, QUE.
TORONTO, ONT.

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

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357. Toronto.

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Bats 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.

**EDUCATE YOUR CUSTOMERS
TO LOOK FOR THIS
SEAL**



It's our guarantee of Quality

CANADIAN CANNERS, LIMITED

QUAKER CANNED GOODS

Packed by
The Bloomfield Packing Co.
at Bloomfield, Ont.

“QU
metho
before
This is
and st



"QUALITY" is above everything else the most important factor in achieving success---All other methods, means and considerations have to bow and succumb before this one dominating influence.

This is where **"SALADA"** has always led by an unreachable distance, and stands out as a shining example of this contention.



Samples and all information from
"SALADA," Toronto or Montreal

CAMP



Better than Good!

You may have got along well without "CAMP" Coffee but you will get along better with it. "CAMP" sells readily—is in constant demand—and yields a handsome profit to the distributor. Your customers know "CAMP" to be a thoroughly reliable and simply delicious coffee. Quickly made—taking but a moment, and economical in use, involving absolutely no waste. Test these statements by placing a trial order with

**ROSE & LAFLAMME
MONTREAL**

Agents for
R. Paterson & Sons
"Camp" Coffee
Manufacturers,
Glasgow

COFFEE



Unquestioned in purity and tempting to the appetite are

STERLING BRAND PICKLES

It is the delight that comes in the eating of these pickles that has given to them popularity among the mass of consumers the Dominion over, and as a consequence an ever ready selling line with the best grocers.

Order from your jobber or direct.

The T. A. LYTLE CO.
Limited

TORONTO - CANADA



**Y. & S.
SCUDDER
M. & R.** } **STICK LICORICE**

**ACME PELLETS
M. & R. WAFERS
LOZENCES, ETC.,**
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. MoINDOE, Agent.

Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.

J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"

BRAND

Molasses

*In 2, 3, 5 and 10-lb. cans
Put up solely by*

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

| | | | | |
|----------------------------|---|---|---|----------|
| C. DeCARTERET, | - | - | - | KINGSTON |
| GEO. MUSSON & CO. | - | - | - | TORONTO |
| JOHN W. BICKLE & GREENING, | - | - | - | HAMILTON |
| GEO. H. GILLESPIE, | - | - | - | LONDON |
| CARMAN, ESCOTT CO. | - | - | - | WINNIPEG |
| C. E. PARADIS, | - | - | - | QUEBEC |

Shelled Almonds

Valencias and Jordans

Cluster Raisins

From Sunny Spain

You can give your customers
the richest flavor, most tender
skin and finest quality if you
insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME

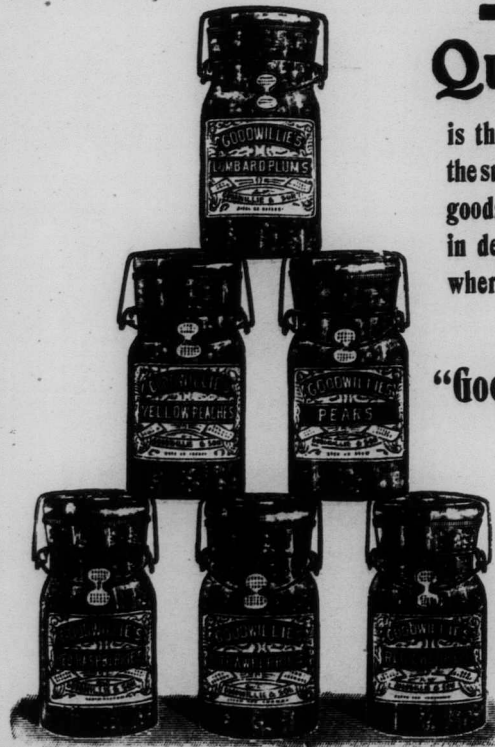
Montreal and Toronto

Quality

is the Key-note of
the success of these
goods, which are
in demand every-
where.

"Goodwillie's"

is a name
that stands
for
THE BEST
in canned
FRUITS in
GLASS.

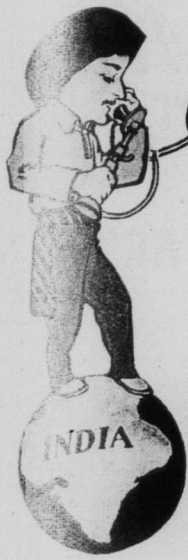


ROSE & LAFLAMME
AGENTS

Montreal Toronto

THE CANADIAN GROCER

INDIA'S ANSWER



*For tea - you
can't beat Lipton's*



We cannot send the Grocers of Canada a better message.
Our people demand it above all others.

LIPTON'S TEA

IS WITHOUT ANY DOUBT THE FINEST THE WORLD PRODUCES

Packed only in air-tight tins

THOMAS J. LIPTON

Canadian Office: 75 Front St. East,

Toronto

"Pride of Canada"

CAPTURES FIRST PRIZE AT
EXHIBITIONS.

We have been anxious to show people that
"PRIDE OF CANADA" Maple Syrup and
"PRIDE OF CANADA" Maple Sugar are
absolutely the best on the market.

So we went to the Ottawa Exhibition with a
display; also to the Dominion Exhibition at
Sherbrooke.

In Ottawa our display stood pre-eminent
above all others. WE SECURED ALL
PRIZES except one third.

The same thing happened in Sherbrooke.
We were also awarded the silver medal at the
Dominion Exhibition.

All of which proves our statements made
weekly for the past year in The Grocer that
"PRIDE OF CANADA" brand is the market
leader.

**Maple Tree Producers'
Association,**

WATERLOO, - QUE.

Phenix Washing Powder

Is the Best on the Market

BECAUSE:

It cleanses more thoroughly than any other
powder.

It cannot be equalled as a household washing
powder. There is no dirt it will not dissolve.

It is the best powder for use in business houses.
Printers find it invaluable. Painters use it in
preference to all others. Machinists get greater
satisfaction from its use than from any other
brand.

These reasons, and the reasonable price at which
PHENIX WASHING POWDER retails, should
convince you of the desirability of handling this
famous brand.

*Write to-day for a trial lot. All jobbers
sell PHENIX.*

C. A. CHOUILLOU & CO.

Wholesale Distributors for Canada

14 Place Royale,

MONTREAL

HAYCASTLE

and **PARADISE**

CURRANTS

The choicest growths
from the most favored
Districts in Greece.

We have new selected
Valencias in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

Some Ancient Philosopher

who was certainly not a retail grocer said:—"Uncertainty is the spice of life."
From his point of view uncertainty may have been very enjoyable. But if he had been

in the grocery business

he would have known that the more certain the quality of canned goods the surer his profits. You are in the business for money. Therefore you cannot afford to offend customers by handing out canned goods of inferior quality.

The inference is

that you can't be too particular about the brand you handle. Most grocers who cultivate the high-class trade handle only

Old Homestead Brand

Canned Fruits and Vegetables

and there certainly are lots of reasons why.

In the first place

we only buy fruits and vegetables which are absolutely sound through and through,

and in the second place

we can those perfect products of the orchard and garden in a factory which has not a peer anywhere for absolute spic-and-span cleanliness. That factory is manned by skilled people who are subjected to rigid rules of personal cleanliness. Moreover our process results in preserving the delicious flavor of ripe fruit and vegetables for an indefinite time.

We invite inquiries and inspection!

The Old Homestead Canning Co.
Picton, Ontario

HEAD OFFICE and WAREHOUSE
WINNIPEG, - MANITOBA



12

HEAD OFFICES and WAREHOUSES
CALGARY and EDMONTON, - ALBERTA

ESTABLISHED 1882

N. B.—Storage at the three points. Write for rates. Cars distributed
 and re-shipped.

THE CANADIAN GROCER

E. NICHOLSON
 GOLES,
 ABC, 4th & 5th EDITION
 WESTERN UNION
 ARMSBYS 1901

BANNTAYNE AVE EAST
 TRANSFER TRACK
 EDMONTON BRANCH NICHOLSON & BAIN
 CALGARY BRANCH NICHOLSON & BAIN

Nicholson & Bain
 WHOLESALE
**COMMISSION MERCHANTS
 AND BROKERS.**

Winnipeg, Man.

CABLE ADDRESS
 NICHOLSON, WINNIPEG,
 CALGARY,
 EDMONTON

D. H. BAIN

LEA'S

The Pickle with the Home-Made Flavor

We are offering a Sweet Mustard Pickle in bottle and bulk of excellent quality which has been pronounced by connoisseurs to be one of the finest Mustard Pickles ever offered to the Canadian trade.

**Try a small lot, and your sales of Mustard
Pickles will astonish you**

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

D H BAIN

N. B.—Storage at the three points. Write for rates. Cars distributed and re-shipped.

THE CANADIAN GROCER

JAVA RICE

Extra Fine Sample

224-lb. Sacks

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**



Purest and Best

Windsor Salt

In order to avoid delays incidental to car shortage, we beg to suggest that orders be sent as soon as possible.

The Canadian Salt Company, Limited
Windsor, Ont.

Freight Bills Saved—Larger Profits!

If Eastern Townships merchants could buy at better prices, or obtain better goods, in Montreal or Quebec, they would buy in those centres.

Our growing trade justifies the statement that the grocers are realizing that we can give the goods, at the price, and can save freight.

In other words, they are buying in Sherbrooke.

We want you to buy in Sherbrooke that we may prove our words.

T. A. Bourque & Co., Reg., Wholesale Grocers, Sherbrooke, Que.



Yo
Cu
Be

Str
Ler
Pin

SN

449



Your Stock is Incomplete

if it does not contain the best grade of Jams and Jellies. It is a fact that

E. D. S. Brand JAMS and JELLIES

add to the reputation of any store. Not only is this brand most attractive in appearance, but it has the real purity of quality and deliciousness of flavor, which has increased the trade of scores of grocers. Are you in line?

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

You always Satisfy Customers with Bee Brand

These Jelly Powders are certainly the best value ever offered, and housewives show their appreciation by steady purchases.

Six Flavors for 25 cents

Strawberry
Lemon
Pineapple

Raspberry
Cherry
Nutto

Others if you desire them

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - **MONTREAL**



**Pure Food is Essential
to Good Health**

**Wagstaffe's Fine Old English
Mince Meat**

Guaranteed absolutely Pure.

The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

**Buy
Herbs
Now**

Do not leave the buying of your herbs until the last minute. See our traveller and his samples.

Sage, Savory, Mint, Thyme, Marjoram, etc.

In ¼-lb. air-tight tins, and in bulk. All guaranteed superior herbs.

S. H. EWING & SONS

96-104 King St., Montreal
Phones Bell Main 65 and 155

20½ Front St. E., Toronto
Phone Main 3171

**Currants
Almonds**

**Raisins
Filberts**

**Walnuts
Figs**

"Maple Leaf" brand Valencia raisins, Standard of Quality.

Fall trade coming on. Anticipate your wants.

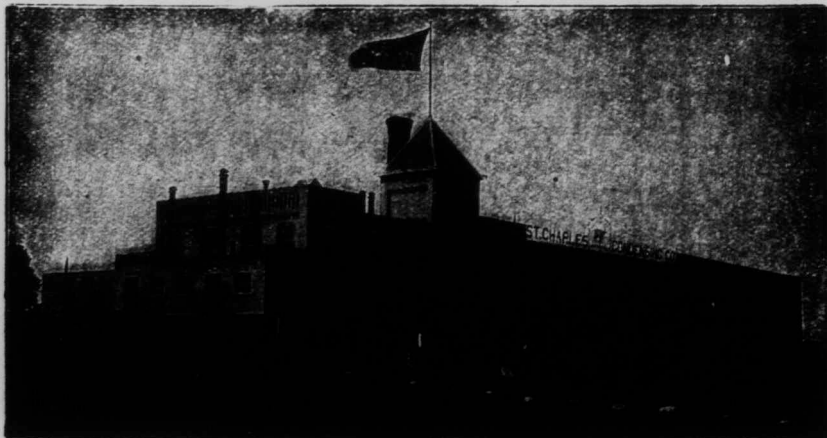
Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA



INGERSOLL, CANADA-FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
EVAPORATED CREAM**

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

**ARE YOU
LOOKING
FOR**

PROFITS?

**DID IT EVER
OCCUR TO YOU**

to think how much money you could make in the course of the year just by pushing the sale of some of the smaller items of your stock.

Take **JELLY POWDERS** and **FLAVORING EXTRACTS** for example, goods that never aggregate much money in your stock, but which pay handsome profit in the selling. Try it and see how many packages and bottles you can sell in a day just by suggesting it to the customers in your store. The result will be, ever so much larger profits than can be obtained from the same effort used in selling heavy goods, on which your margin is so light. Particularly so, if you push high-grade lines like "Greig's White Swan Jellies and Flavors." Their quality is such that your patrons want more. Your profit on these is especially attractive. Try a sample lot at our risk and see how they go.

The **ROBERT GREIG CO., Limited,** - **TORONTO**

GREIG'S White Swan BRAND



Many years of Study and Experience have been spent in the perfecting of **CHASE & SANBORN'S High Grade Coffees**

This House, the oldest and the largest of its kind in America, extends to you the benefits of its research.

The Importers, **CHASE & SANBORN** - **MONTREAL**

TOILET SOAPS

are in every day demand in the grocery and general stores.

If this department of your business is not as good as it ought to be, let us tell you of our popular and profitable selling lines.

SAVON FRANCAIS,

Office: 392 St. James St.

C. PAGNEULO, Manager,

MONTREAL

Factory: 1853 Notre Dame Street East.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Less work and better results

If Allison Coupon books merely reduced work, they might, in some small establishment, be considered a dispensable luxury.

But you can entirely disregard the time and labor-saving element, and still the system more than pays for itself in the cutting out of ACTUAL MONEY LOSSES, the increased satisfaction to customers and the large trade it entails. Hundreds of merchants that are using this system, could not at any price, be induced to revert to the old fashioned method.



ALLISON COUPON BOOKS

How They Work:

If a man wants credit for \$10 and you think he is good for it, give him a \$10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with \$10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The **EBY, BLAIN CO., TORONTO**
Canadian Agents



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches, Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use: does not blister under bandage or remove the hair, and you can work the horse. \$2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, \$1.00 per bottle. Cures Varicose Veins, Varicocele, Hydrocele, Strains, Bruises, stops Pain and Inflammation.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents: **LYMAN BROS & CO.**, Montreal.

BRANSON'S

Concentrated Coffee

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying quality.

Large bottles.



Concentrated Coffee

A quick-selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation

Deserving its title—"the best."

Large bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.

Brunner Mond & Co.'s

WASHING SODA

| | | | |
|--------|----------|----------|----------|
| Drums, | 336 lbs. | Barrels, | 336 lbs. |
| " | 224 " | Bags, | 224 " |
| " | 112 " | " | 112 " |
| " | 100 " | " | 100 " |

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA.

WARMINTON'S CLUTCH NAILS



The best device on the market for Repairing and Strengthening Boxes. You know **them**. If not, **try** them. Stock up for your fall trade.

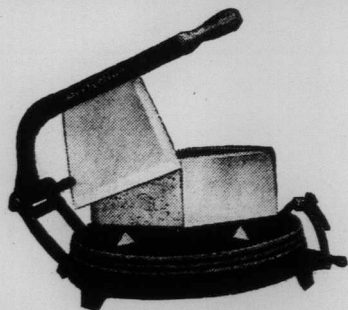
Samples on request.

J. N. WARMINTON

43 Scott St.,
Toronto.

207 St. James St.,
Montreal.

The PERFECTION CHEESE CUTTER



It cuts by money's worth; it cuts by pounds and fractions.

You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

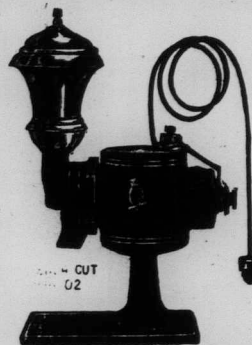
Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., Indianapolis, Indiana

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

**KENTUCKY REFINING CO.,
INCORPORATED
LOUISVILLE, KY., U.S.A.**

PURE FOOD GUARANTEE

The Edible Refined Cotton Seed Oils and stearines manufactured by the Kentucky Refining Company, of Louisville, Ky., are guaranteed under the United States Food and Drug Act of June 30th, 1906, known as the PURE FOOD LAW. OUR GUARANTEE is filed with the Department of Agriculture under No. 11744.

Manufacturers and Refiners of the following High-Class
COTTON SEED PRODUCTS :

- NONPAREIL**—Bakers' Oil, Choice Salad Oil.
- SUNBURST**—Prime Salad Oil.
- SUM YEL**—Cooking Oil.
- APEX**—Prime Summer Cooking Oil.
- DELMONICO**—Choice Summer Yellow Cooking Oil.
- WHITE DAISY**—Packers' Oil.
- EXCELSIOR**—Soap Makers' Oil, Miners' Oil.
- SNOWFLAKE**—A choice summer white deodorized oil.
- RED STAR**—Boiled Down Soap Stock.

We are also producers of the very highest quality **STEARINE.**

STOCK CARRIED IN MONTREAL

Prices Furnished on Application to

J. M. BRAYLEY,
MANAGER MONTREAL BRANCH

322 Notre Dame St. E., MONTREAL
Phone Main 3938.



The New Crop

of Broom Corn is now in hand and

Now is the Time

to supply yourself with a first-class line of Brooms.

The following brands are trade-winners and are handled by leading wholesale dealers.

No. 27

**STERLING
JEWEL
IMPERIAL**

**JUBILEE
KLONDIKE
GREAT WEST**

If your wholesale dealer does not handle these lines, write us.

Stevens-Hepner Company

Limited

Port Elgin, Ontario

A PAYING INVESTMENT

for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. **PALACE CAR BRAND** make and keep the best class of customers.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL
JOBBERS

¼-lb. tins—3 doz. in case.

YOUR TRADE REQUIRES THE VERY BEST

RED ROSE TEA in the Maritime Provinces has been the leader for many years. It gained its position against keen competition. Gained it by sheer force of quality—intrinsic worth.

When it was first put on the market it was the best tea that had ever been sold at the price.

To-day it is the best tea sold anywhere in Canada.

This is a fact admitted by every independent judge of tea, admitted by every tea salesman who tries to sell a tea which he claims is "as good as Red Rose."

I have the same faith in **good goods** that I have always had. I have the same determination that Red Rose Tea shall always be **the best**. A tea without an equal.

Order a case now. Your next order will come without being asked for.

T. H. ESTABROOKS

TEA IMPORTER AND BLENDER

ST. JOHN, N.B.

BRANCHES :

TORONTO—3 Wellington East, G. H. Campbell, Manager
WINNIPEG—315 William Ave., F. C. Walker, Manager

TODHUNTER'S
THE STANDARD FOR COFFEE DRINKERS

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE
TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO

"Balmoral"

Reg'd.

Scotch Marmalade

New Season's ready in a few days.

The name "**BALMORAL**" on a jar of Preserves or Marmalade means **Purity**. Order a trial lot to-day, you'll find it's the right line. There's money in it for you.

Prices and particulars that will be of interest.

J. W. WINDSOR

Montreal

THE CANADIAN GROCER

PICKLES

Special Price on 5-gallon Pails

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

From 25 to 49 Raisins.

Why you should purchase

ROWLEY'S Finest Selected Valencia Raisins

Count the number of RAISINS in a pound of other brands, then count ROWLEY'S and you will find they run the above number of RAISINS in a pound less than other packers best grades. You might as well purchase S. BODI BRAND Selected Valencias at less money and get the same fruit as other packers use for their finest brands.

Rowley's Valencia Shelled Almonds are the same. We Pack Both.
Rowley's Seedless Valencias are Seedless.

UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

Denia, Spain

Agents: Wm. G. Christmas, 22 St. Francois Xavier St., Montreal
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

CHRISTMAS WANTS PROMPTLY FILLED

We have just received a large shipment of

New French Cherries
Olive Oil

Crystallized { **Rose Leaves**
Lillaos
Violets, etc.

For decorative purposes

direct from **MARTIN FRERES**, the celebrated French dealers.

SHELLED ALMONDS
CACHEW NUTS from Ceylon
We are also agents for
DE FORNEL & CO'S famous
SHELLED WALNUTS

The largest NUT firm in the world.
LET US KNOW YOUR WANTS EARLY

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

YES, IT DOES MATTER!

It matters a whole lot which brand of Canned Goods you handle. Just as it matters what kind of friends you cultivate. If you cultivate the acquaintance of disreputable people, you have no kick coming if the respectable element drops away from you. On the other hand, the more respectable the company you keep the greater the confidence of the respectable public. That's the point—choice of the best. It naturally follows that the better the quality of your stock the better the quality of your business. That's why the

Burlington Brand Canned Fruits and Vegetables

are found in the best stores in Canada. "Burlington Brand" signifies the absolute zenith of Canned Goods' excellence—and every can sold makes you a friend.

The Burlington Canning Co., Limited, Burlington, Ont.



contains the greatest cleansing materials known, and will leave any article like new if washed properly. It will not injure anything that water will not ruin.

Do you sell this Popular Brand?

The Welcome Soap Co.

Limited
St. John, - N.B.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Essex Corn



Grown to our special order in the finest garden section of Canada with all the conditions favorable to a vastly superior product when it leaves our hands. The well-known flavor of Essex Corn is making it in big demand with housekeepers everywhere. If you want to get and hold the better class of trade place your order now for Essex Canned Goods, which are in a class by themselves.

The Essex Canning and Preserving Co. Ltd.

28 Wellington Street, E., TORONTO, Can.

FACTORY AT ESSEX, ONT.

Two Good Reasons

There are two good reasons why you should place, without delay, your order for

2 in 1



First.—Strict analysis has proved that 2 in 1 not only polishes, but preserves leather.

Second.—The public knows this, and there is a big demand for 2 in 1.

The inference is, order your stock now, before the cold weather sets in.

The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise
The Merchant introducing those lines to his customers **MAKES NO MISTAKE**

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 24 St. Peter St.
Ontario, A.E. Dowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 100 Princess St.



Tartan BRAND

SIGN OF PURITY

CHRISTMAS SUPPLIES COMPLETE

OUR TRAVELLERS HAVE ALL DETAIL

RAISINS, VALENCIAS—All finest grades, no trash.

NUTS—Shelled Valencia and Jordan Almonds.

CURRENTS—Finest Filiatra Cassalina Patras and Vostizzas.

SULTANAS—Fancy, extra bright and fine qualities.

FICS—All sizes Pressed and Pulled, finest quality.
Also Mats of Comadra, bags and boxes Naturals.

MINCEMEAT—Wagstaffe's fine old English.

PEELS—Finest Drained Caps and Candied.

PLUM PUDDING—Wagstaffe's cannot be excelled.
Packed in 2-lb. and 3-lb. porcelain
crocks.

DATES—New Hallowees and Fards.

Your Mail Orders will receive spontaneous attention.

PHONE 596. FREE TO BUYERS

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

MATHEWSON'S

RED

VICEROY SALMON

Price \$1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

Have You Bought Right?

If its Matches you've bought and they were not

Our Matches

"Laurier" and "Togo" brands, you haven't saved yourself anything.

Our freight charges alone are an inducement, and the Matches are right.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.



DAINTY DESSERTS

are always popular with the refined housewife. Therefore the sale of Jelly Powders is always brisk if you handle

"Shirriff's" Jelly Powder

Nothing can equal it for jelly-making.

Imperial Extract Company
TORONTO, CANADA



CABINET Maple Syrup

Just a little better than the others at the same price. "Money back Syrup."

| | | |
|-----------------------|------------|--------|
| Quart Bottles | 12 to Case | \$2.40 |
| Pint Tin Wine Measure | 24 to " | 2.50 |
| 1/4-Gal " | 24 to " | 4.80 |
| 1/2 " " " | 12 to " | 4.80 |
| 1 " " " | 6 to " | 4.50 |
| 2 " " Imperial " | 2 to " | 3.40 |
| 5 " " " " | 1 to " | 3.90 |

The goods to push when preserves are high.

Freight prepaid on 5 c/s lots up to 40c. per cwt.

IMPERIAL SYRUP CO.

Montreal Winnipeg Calgary Edmonton
Vancouver

"No Horseowner should be without MOLASSINE MEAL

as everything living thrives so thoroughly on it. No better Appetiser, Digester and Health Preserver was ever on the market, and its cost, according to its real value, is but trivial. Molassine Meal is guaranteed free from spice, condiment or drugs of any description whatever, other than its natural sugar."

ANDREW WATSON

Telephone Main 4409 - 91 Place d'Youville, MONTREAL



Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably, get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.

Proprietors, SHERBROOKE, P.Q.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,
1/2 dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.



IN STORE

New Halloween Dates

Bulk and Package

New Fard Dates

Prices Right

JAMES TURNER & CO., LIMITED

Hamilton, Ont.



Loud Talk Does Not Count

We have little to say ; we let our goods speak.
See our samples and prices before buying Xmas goods,
such as Raisins, Currants, Peels, Nuts. It will pay you.

Packers "**Innoce**" Ceylon Teas, Coffees and Spices and

OLD HOMESTEAD CANNED GOODS

S. J. CARTER & CO.

Wholesale Grocers

58 McGill St., Montreal

Sales Manager Wanted

for leading Canadian Wholesale House, one capable of taking charge of the selling, organization and directing the advertising.

**Highest salary will be paid to
the right man.**

Send applications to the

**Canadian Grocer
Toronto**

A Well-Appointed B. C. Grocery

A Store That is a Credit to the Town—Some New Ideas in Fittings and Display From the Garden of Canada's Western Province—A Really Clean Grocery.

Up in Chilliwack, a little town of 1,800 population in the Fraser Valley, the garden of British Columbia, is a grocery store that will compare very favorably with anything in the trade, either in the east or west of Canada. The store is the property of Carl Grossman and a look at the photographs here reproduced will prove this assertion.

The building, which is on the main street of Chilliwack is of cement block construction, and is both fire and frost-proof.

stock shelving on the right of the store rises 8 feet over all. In front of this 2 counters extend the full length of the store. The first one is a combination, the front half being plate glass and is used for confectionery, the other half, which has a dummy display front, carries the candy scale and cheese cutter, allowing wrapping space for one clerk. The second counter is arranged with a dummy front, used for showing a large assortment of English and Canadian biscuits. The biscuits are kept in

room for broken packages. This counter and wall are generally used for meats, etc.

The left side of the store during the winter was utilized to display imported fruits and vegetables. With the arrival of warm weather the fruit stands are removed and a soda fountain, tables and chairs installed, for a very profitable ice cream and soda water business, which continues up to Oct. 1.

The room in the rear is shelved on two sides. These shelves hold the sur-



A Well-Appointed B. C. Grocery—The Rear of the Store.

Two large plate glass windows are used to good advantage in display and the contents of these are always kept bright and are changed frequently.

The store is equipped with modern, up-to-date fixtures, built after Mr. Grossman's own design, and is a model of neatness and cleanliness. The regular

their original tins immediately back of the samples displayed in the front. These samples are plainly marked with the name and price. On this counter are placed the cash register, scale, coffee mill and paper cutters. A counter and partition surmounted by an arch extends across the rear, dividing off a store-

plus stock for the store shelving. Vinegar and syrup barrels are kept convenient to the partition entrance and a counter for weighing and tying up bulk goods, teas, etc., gives every facility for handling a large number of orders with a minimum of labor.

The warehouse is divided from the

store by a
nects dire
permits th
independe

The bes
and as th
business

Carl Gro
be seen fr
man, but

Outside
able inter
has been
ing Chilli
generally,
ducing di
had charg
at Victori
have carr



The Stor

Fraser V
the provi

Lajoint
treat, hav

The as
of Montr
Stone
of Manso

L. H. J
Wellburn,
John Pal

Brault
merchant
dissolved

THE CANADIAN GROCER

store by a 6-foot truck way, which connects directly with the side street and permits the handling of incoming freight independent of the store.

The best class of trade is catered to, and as the town is growing rapidly the business is increasing every month.

Carl Grossman, the proprietor, as may be seen from his photograph, is a young man, but is notably enterprising.

Outside his business he takes considerable interest in municipal affairs and has been largely instrumental in booming Chilliwack and the Fraser Valley generally, as a fruit and vegetable producing district. For two years he has had charge of and has arranged exhibits at Victoria and New Westminster, which have carried off awards, placing the



The Store Site—Before and After. The Genial Proprietor.

Fraser Valley as the banner district in the province.

TRADE NOTES.

Lapointe & Freres, grocers, of Montreal, have assigned.

The assets of Exephir Martin, grocer, of Montreal, have been sold.

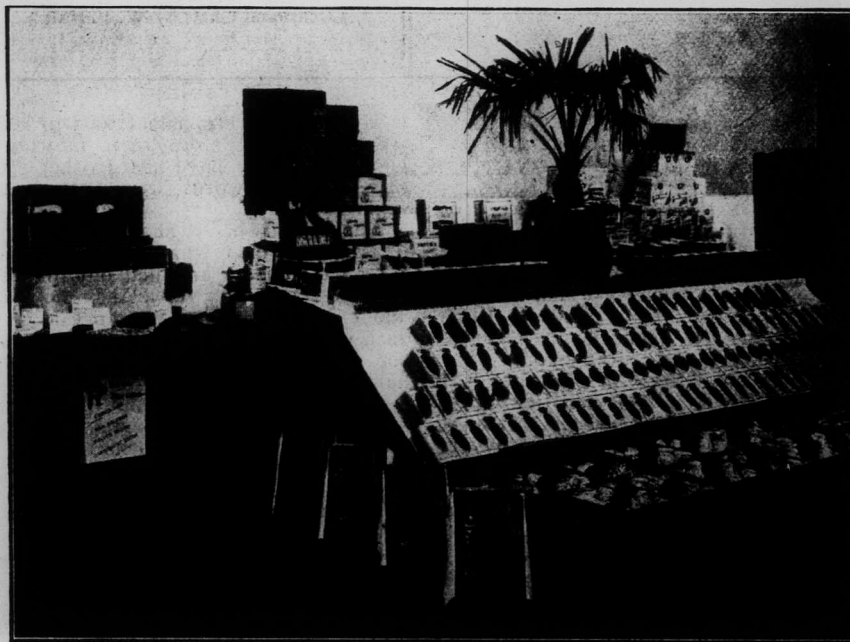
Stone & Truax, general storekeepers, of Mansonville, P.Q., have assigned.

L. H. Randall, general storekeeper, of Wellburn, Ont., has sold his business to John Falconer.

Brault & Archambault, wholesale tea merchants, of Sherbrooke, P.J., have dissolved partnership.

Thos. A. Armstrong, who has been conducting a grocery and flour and feed business in Toronto Junction, has assigned to A. J. Anderson.

around again after being indisposed for the past three months, and will soon be found again among the trade. This is the first illness he has had in twenty-



A Fruit and Vegetable Display.

St. Charles Evaporated Cream, for which W. H. Halford is Montreal agent, is being demonstrated in the grocery department of the S. Carsley Co., Montreal.

six years with this firm. Lawrence J. Levy has been looking after the firm's interests during Mr. Smyth's absence.

J. Russell-Murray, Montreal, has been appointed Canadian agent for the firm



A View of the Main Counter.

The many friends of J. F. Smyth, the popular and well-known city representative of the United Factories, Limited, will be glad to hear that he is getting

of Sasserno, Piccon & Maunier, Nice and Bari, France, makers of olive oil, and he is busy introducing this new line to the grocery trade.

**EFFECTIVE
GROCERY
ADVERTISING**

The Why and Wherefore of Its
Production.
Helpful Criticism and Sugges-
tion Brightly Put.
Occasional Chats by W. F. Ralph.

"Every one knows the 'busy bee,'
But that is not surprising;
It couldn't be otherwise, you see,
With so much advertising."
—Walker Jones Willson in Pro-
fitable Advertising.

You will excuse me for starting out
in rhyme, won't you? It isn't mine,
anyway. But, like many another little
four-line song, it contains a germ of
truth well worth enlarging upon.

"As busy as a bee" is the universal
phrase used by mankind (English-speak-
ing mankind, anyway), to describe a
state of great activity. Now, why is
this phrase so universal if not because
the honey-collecting insect has been so
widely advertised as the very symbol of
industry?

It's a fact, isn't it? I know of sev-
eral stores in small Ontario towns who
call themselves the "Bee Hive." It is
used to convey the impression that the
proprietors are full of business activity,
and anxious to industriously serve the
public.

It is quite safe for you and me to say
that there are a good many people on
this earth who are accustomed to the
use of the phrase we are talking about,

CHEAPSIDE

Of Interest to You

By giving our customers the best ser-
vice in a bright, clean and well-appointed
store, guaranteeing everything we
sell and having the newest and freshest
goods to choose from, our store is
known as

**Parkhill's Most Satisfactory
Grocery Store**

Phone orders or orders sent by chil-
dren will be carefully and promptly
filled.

Our Coffee

The most popular Coffee in town, and
the price only 40c. per pound—the same
as ordinary coffee. Why not use the
best?

**Have You Tried
Our 40c. Tea?**

You may pay 50c. or 60c. for your
tea elsewhere but you cannot beat this.
The price per pound, 40c.

who never in their lives took the trou-
ble to personally investigate the habits
of a bee. If they relied solely upon their
own peregrinations into the world of
"beedom," they would never know
enough about bees to say that those

lively insects were industrious or other-
wise. They rely for their information
upon what they have heard other people
say. In other words, upon bee advertis-
ing.

This is quite as it should be. Can you
imagine a world where the people had
to start right in and find out for them-
selves everything which they now hear
about from their fellow mortals? In
such a world it is safe to assume that
the genus ignoramus would be the chief
human species.

No, to be informed about most things
we have to take the information on trust
from other people. Information, to be-
come widely disseminated, has to be
widely advertised. For the spread of
information, when it comes down to the

Blue Point Oysters

We have now the celebrated
New York Blue Point Oysters.

These are the kind which we
have sold the last two seasons
with great success.

Fat, juicy, solid meat and no
water.

Price no higher than com-
mon watered stock.

THANKSGIVING SUPPLIES

Mince Meat—1 lb. for 11c.; 5
lbs. for 50c.; 11 lbs. for \$1.
Quality choice.

New Dates, New Figs, New
Cranberries, New Chestnuts.

WOODMAN & MCKEE

fine point, is nothing more nor less than
the advertising of the person or thing
about which information is spread.

Of course, you understand all this,
even though you may never have thought
it out in detail. All I am saying it now
for is to show that advertising always
has been, is now, and ever will be neces-
sary to civilized man.

Coming down from generalities to
particulars, why is it that there are
still some grocers who declare they
don't believe much in advertising as a
means of building business? I have
heard men say, with a wave of the
hand, and scornful cast of countenance,
"Yes, advertising may pay some people,
in some businesses, but I can't figure
out where I'm going to get back any
hard cash which I pay out for adver-
tising." That kind of man is the man
who would attribute to chance alone,
any increase in his business. He can't
trace the connection between more busi-

ness and advertising expenditure. I'm
sorry for him!

Advertising is strictly an investment.
No man who properly advertises can
class money paid for advertising as
money spent for which no dividend may
be expected. Dividends from good ad-
vertising are as sure to come as the
world is sure to revolve upon its axis
every twenty-four hours. Good advertis-
ing is no more a gamble than is the
purchase of a shipment of groceries with
the idea of realizing a profit.

One would imagine, in view of this

Confectionery

This department is receiving some
special attention these days. The best
assorted stock of high-grade confection-
ery in town.

Turkish Delight
Toasted Marsh Mellows
French Candied Cherries

Honey

A jelly jar of Pure Clarified Honey
for 15c.

Soap

Layman's Pure Olive Oil and Cucum-
ber Soap, 3 cakes for 10c.

F. J. LAYMAN

A Section of F. J. Layman's Ad.

plain fact, that retail advertising would
be less spasmodic; that more grocers
would lay aside a calculated percentage
of their profits for advertising purposes
alone. When the good business man
takes stock, he always allows some-
thing off his estimate of fixtures for de-
preciation in value. He can see at a
glance that his fixtures, having under-
gone more or less wear and tear, are
not now worth the price he paid for
them when new. This percentage for
depreciation is, in reality, an indirect
estimate of a proportional cost of new
fixtures. He would, in fact, be justified
in setting down the amount of that de-
preciation among his estimated expendi-
tures for repairs.

In estimating expenditures, surely the
item of advertising through which new
business may be expected, should be in-
cluded as well as an estimated expendi-
ture for repairs, light, heat, rent or
anything else. Advertising should be a
fixed annual charge, and it will be found
a charge which increases the wear and
tear of the cash register and demands
to be increased as the business grows.
Having begun this talk in rhyme, let's
end it in a similar manner.

"The man who advertises,
Is the wisest man we know;
And it doesn't a bit surprise us
To see his business grow."

Western Canada is a big place; and
that's probably why westerners like to do
everything on a large scale. I have be-
fore me a full page ad. It is a
whopper! It comes from J. F. Cairns,
of Saskatoon. It is not exactly a gro-

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

BARRIE.

Barrie Milk Dealers' Association have again raised the price of milk one cent per quart. The price is now eight cents. They also say that it will be nine cents before Christmas.

A farmer living near Minesing speaking to your correspondent on Saturday, stated that in the neighborhood of one hundred bags of potatoes in his section have been frozen in the ground.

A thing which I notice with pleasure is the tidy way in which the merchants of the town are keeping their windows and are, with a few exceptions, up to any windows which I see in the larger cities.

Stratford tells how apples are packed in boxes for a special class of trade.

Vancouver gives some hints for the benefit of turkey shippers in the East and tells something about really high prices in produce.

Montreal's bad streets trouble grocers in that city.

A class for show card writers has been started in the Pembroke Y.M.C.A.

The Brandon correspondent discusses the matter of providing for the convenience of country customers.

W. J. Ross, late of Angus, has opened a flour and feed store at Allandale, and is advertising quantities of potatoes at a very reasonable figure.

Luek, Wisdome & Co. report business very brisk in the Sixth Ward. "The best year for business," says Mr. Luek.

Wm. Buchannan has a fine window display of figs and confectionery for Murehison's grocery department, and does himself credit.

T. McEcheran, grocer, Allandale Road, has sold out to H. Watt, of St. Thomas.

Van Camp's representative, of Cincinnati, was in town this week selling their famous pork and beans and soups,

every ad., but a sort of department store ad. Contrary to the usual practice of department store ads., this one doesn't advertise a bargain sale, but advertises an unique premium offer. Every cash purchase to the value of \$1 made between Nov. 1st and Dec. 31st, entitles the purchaser to a numbered coupon. A duplicate of each coupon will be placed in a sealed box and will remain there until the time of drawing. When the box is publicly opened on Dec. 31, a little girl will draw from it ten coupons. The holders of duplicates of these ten coupons will then, according to number, be entitled to prizes, ranging from a team of heavy draught horses down to a doll outfit for a little girl.

This scheme partakes somewhat of the lottery idea and ought to be a drawing card. The way it is advertised ought to make it doubly effective, as the ad. is well and tersely written, and well set up.

A lively and confidence-inspiring ad. is one of F. J. Layman, Parkhill. I should like to reproduce it all on this page, but can't because it is too long, being almost a newspaper column in length. A part of it, including the opening argument, is, however, produced. This idea of a long column set-up is rather a good one, especially if interestingly written as this ad. is. The reader starts at the top of his paper and his eye easily and naturally travels down the full length of the ad. The headline of this ad. is "Cheapside." This reference to cheapness doesn't strike one very favorably at first, as one is usually inclined to be suspicious of too much emphasis on cheapness in groceries. But the talk of cheapness ends with the headline, and the composition of the rest of the ad. is strong on quality and store service. prices are given to a lot of the items and the plan followed with regard to them appears to be that of: "These goods are cheapest considering their fine quality." This is really a splendid sample of effective grocery advertising.

If we may be allowed to say so. Mr. Layman may be a layman in name and as far as the church goes, but he is no layman when it comes to advertising.

Woodman & McKee have sent in an ad. with a request for criticism. Now, criticism is commonly understood to mean saying something nasty. Of course that's a wrong interpretation of the word. We never say anything nasty in this column unless we positively have to. We endeavor to make any criticism we indulge in, of the constructive variety. With regard to this particular ad. so far from saying anything nasty about it, we are reproducing it as a rattling good oyster advertisement. Oh! if the jolly blue-point bivalves referred to in this ad. could only have known in their lifetime what a complimentary obituary notice was in store for them. Surely they would have burst their shells with swelling pride! "Fat, juicy, solid meat and no water," as the ad. says, tersely describes what humanity loves to see in an oyster. This is really good description, calculated to make the public mouth-water for some of those blue-points of Woodman & McKee. This ad. is attractively headed, brightly written, and wisely set up. We have nothing to suggest in improvement of this ad., except that perhaps the price of the oysters if given, might have considerably helped sales—and again it might not.

etc. He reports business in these lines fine.

The grain market here was a little easier on Saturday. Wheat declined two cents and is selling for 95 to 98 cents; barley, 70 to 74 cents; oats, 45 to 50 cents. With flour 10 cents cheaper in Winnipeg we are looking for a drop here.

EDMONTON.

Let every grocer who does even a moderate business stop and consider the quantities of biscuits he handles in a year. These are made from wheat or oats and are used by people everywhere. Now, Edmonton is situated in the centre of one of the richest districts in western Canada. The city is in a position to become the distributing centre for the country for 500 miles, east, west, north and south. This country is not only a good agricultural area, but is also rich in mineral wealth. Towns and cities will spring up very rapidly, as it is opened up by the railways, and the supplies will be drawn from Edmonton. In spite of these glowing prospects and in spite of the fact that grain of all kinds may be grown here, there is as yet no biscuit factory in Edmonton. Experienced men have looked into the situation and have remarked upon the opportunities for such an industry. All that is required is an energetic man with a little capital and plenty of brains and with progressive, up-to-date ideas to start such a factory, and he will soon make good. And the man that gets in on the ground floor is the man who is going to succeed.

"Nothing pays a man better than consistent and persistent advertising," said a prominent Edmonton grocer recently to The Canadian Grocer's representative. He had just finished dressing his window and a particularly attractive display it was. "By advertising, I don't mean only advertising in newspapers and other publications, I mean letting the people know in every way possible that you carry a good line of goods, and are prepared to give them entire satisfaction. A person advertises his business by the clean, natty appearance of his store, a good display of his goods in his windows, a neat delivery rig, well swept sidewalk, neat, attractive clerks, and in many other ways. It all helps and it's the man who attends to all of these details who makes a success of his business." These words from one of the most successful grocers in Edmonton are well worthy of attention. When you go down to your store in the morning just take a look around and see where you can improve the appearance of things in

THE CANADIAN GROCER

many ways. Make them and watch for results. They'll come.

The Calgary Hundred Thousand Club visited Edmonton on Thanksgiving day to see the progress being made by the capital city of Alberta. The town was rather quiet, for it was a public holiday and all places of business were closed. Many flattering comments were made, however, on the attractive window displays in almost all of the stores, and the enterprise and skill of our Edmonton merchants was highly commended.

A comprehensive report on the crop returns for the Province of Alberta is being prepared by the Provincial Department of Agriculture and will be issued shortly. This will tend to disprove much of the knocking and pessimistic prophecies as to the western crops throughout the country.

BRANDON.

The Ingersoll correspondent made some good remarks about providing accommodation for waiting customers. It would be wise to have seats provided for tired shoppers, but the great trouble is to find room in a grocery store for them. If a grocer were building a new store to suit himself, I think the idea of providing seats would be a first-class idea. But I think a better idea still would be to have a room set aside for ladies from the country, where they could change their wraps. My idea would be to have a wash room and lavatory in connection with this room.

All places of business were closed in Brandon on Thursday morning, Nov. 6, on account of the funeral of our late provincial member, Dr. S. W. McInnis. He was Provincial Secretary as well as Minister of Education and was most highly respected by everybody.

Ontario winter apples are coming in very freely now and are selling well considering the high prices.

I notice the Calgary correspondent says the leading grocers of that city would like to close at six o'clock. Why don't they close at 6.30 and give the laboring man a chance to come in and pay his bills and also to buy what he wants? It is the only chance he has, because the stores are never open when he is on his way to work. Of course, there are always some "second raters" that would keep open after hours, but the best thing to do is to have a strict by-law and make the police look after them.

J. B. Smith, late manager of The Dominion Produce Co., has opened up in business for himself. He will handle butter, eggs, cheese, potatoes, etc. He should do well, because he is a hustler and uses the trade well.

There is some talk that the big grain buyers have quit buying wheat around here because they think the price is too high and it is not good buying. Others are not buying because money is so scarce. It will make it bad for Manitoba, because everything was shaping nicely for fall trade, but if the farmers do not put the money in circulation, no

one will. We will realize more how dependent we really are on the farmer.

Farm produce is very scarce. Fresh eggs are selling at 35c a dozen and butter from 30 to 35c per pound. Poultry is always pretty dear here. At present turkeys are retailing at 22c per pound and chickens 20c per pound. The grocers do not handle poultry here, they leave it all to the butchers and fish stores.

MONTREAL.

The question raised by The Grocer's Ottawa correspondent, relative to the market by-law in that city, caused a Montreal representative to call on Ald. J. G. Duquette, chairman of the Market Committee. Mr. Duquette said: "There has never been any regulation put upon the market here. They open at 5 a.m. and business can begin at once." Continuing, he said: "I do not see what advantage could be gained anywhere by prohibiting dealers and hucksters from buying before 8 a.m. in the summer and 9 a.m. in the winter; and I am sure it would act injuriously to Montreal trade. In this city dinner, for the vast majority, is at noon, and not in the evening, consequently, it is necessary for the retailer to have his meats ready for his customer by 9 a.m., which could not be done if they were restricted from buying before that hour."

The state of the streets is a question of more importance perhaps to the grocer than to any other man of business, and there is considerable dissatisfaction felt in Montreal over the condition of the leading thoroughfares. It is of little importance to a delivery wagon whether a street is clean or not, but it is a serious matter when the rails of the street railway are four inches above the street level. When a leading grocer whose store is at the junction of two street car lines was spoken to on this subject he said: "Few realize that every time my wagons go out or come in, they are forced to turn across those high rails. It is not only a great inconvenience, but it takes much more repairing and therefore a greater cost to keep my delivery rigs in shape." What is true for this grocer is true, only to a less extent, perhaps, for every grocer of any consequence in Montreal.

There has never been a grocers' clerks' union in Montreal. What is the reason? That is what a number of grocers' clerks here are asking. It is perhaps the only business which has not got its union. One clerk of long experience stated it to be his belief that a union properly conducted would be a great factor in bringing about uniform early-closing, which, from the clerk's view point is very desirable. At present the hours are so long that it is becoming very difficult for grocers to get really efficient help.

Business for this time of year is rather dull. The uniform high prices

are beginning to tell on the retail trade here. One of the direct results is that there are now more capable grocery clerks out of employment than at this time last year. As a rule, many of the larger grocers increase their staff at this season in anticipation of the holiday trade. But this year many are curtailing expenses. One of the most progressive grocers of Montreal said: "Recently I put an ad. for a clerk in one of the daily papers, and I was really astonished at the number of likely-looking fellows who responded. I did not think there were so many out of work."

STRATFORD.

Some of the grocers are already commencing to display their Christmas goods in their windows, and such goods as raisins, currants, prunes, cranberries, etc., are noticed. When dressing windows some people apparently want to put a sample of everything in the store in the window. Don't overcrowd the window. Be reasonable and put in that article which you think will attract somebody's attention.

There was a very large attendance at the market here on Saturday, and if anything, the market appears to be increasing. Prices varied little. Butter sold at 27 to 28c. per lb., eggs 29 to 30c., chickens 25 to 50c. each, ducks 45 to 55c., geese 80c. to \$1, turkeys 14c. to 15c. per lb. Turkeys are very scarce. Probably they are being held for Christmas trade. Potatoes brought \$1 per bag, and apples 70 to 90c. In grain and foodstuffs there has been a decline in price. Wheat is now quoted at 90c. standard, oats 47c., barley 65c. to 70c., peas 75c. to 80c., bran, \$22 ton, hay \$15 a ton.

The chief of police made a tour of the market and on Saturday found one farmer selling light-weight butter. There were 28 prints which ran about 3½ ounces short on four packages.

The Whyte Packing Co. dress some really fine windows. Their produce (meats) generally occupy a good, conspicuous place. For Thanksgiving, one of their windows contained several very small pigs, all ready for the dinner table. They were purchased by one of the local hotelkeepers.

Last week several carloads of apples were shipped from this city to the Old Country. It will be interesting to know something about the packing of these apples. One packer and shipper remarked, "Our apples are picked in bags and emptied into boxes, which are hauled on large, low, spring wagons to the packing house at the corner of the orchard. There they are packed. Canvas stretcher sorting tables and a cushioned packers' table for four packers are used. A box press and a nailing bench completes the outfit.

"As the apples come from the orchard the boxes are piled at one side of the packing house. Sorters empty the apples on the sorting table and grade them into No. 1s, No. 2s, and No. 3s. The culls are placed to one side in baskets.

The baskets are piled on different places full, he the number of boxes pressed and nailed then are piled in the house.

Now has di are loc Christm meet t season. the mar as if th spare fo to be al that an for near

Mercha at 5c a 32c a do ter is r 30c for meat o down. down, pair, ge 17 and s five or s getting selling other va Dried fr pear, bu been ma merchan of a line good sel the ordi

Pembr well as law, pro fore nin of the y is hardly tending i buying i was bro from sel Not less he sold, tion bro and the thing th upwards.

In one tioned t advertise ing a whether stances such a s a soft l appeal o day." I quite as still a fe

A very writers Y.M.C.A members incentive

THE CANADIAN GROCER

The baskets of No. 1s and 2s are emptied on the packers' cushioned table in different compartments.

"The packer wraps the apples and places them in boxes in tiers. When full, he marks on the box the grade and the number of apples that it contains. The box is then taken to the press, the pressman puts on the cover and cleats and nails it. The variety of apple is then stamped on the box. The boxes are piled on the other side of the packing house, where they are ready to be hauled to the station."

PEMBROKE.

Now that the Thanksgiving turkey has disappeared, the local traders are looking up the specials for Christmas and filling up stock to meet the demand for the festive season. If prices keep advancing in the manner they have of late, it looks as if there will be but little money to spare for luxuries. It is quite a treat to be able to tell a customer these days that an article has not gone up in price, for nearly everything has gone up lately.

Merchants are now selling rolled oats at 5c a pound or six for 25c. 30c and 32c a dozen is asked for eggs, while butter is retailing at 32c for creamery and 30c for dairy. A plentiful supply of meat on the market keeps the price down. The price of poultry also keeps down, chicken selling at 60 to 65c a pair, geese at 75c each, and turkeys at 17 and 18c a pound. With the arrival of five or six cars of apples, merchants are getting busy booking orders. Spies are selling at \$4.75 to \$5 a barrel, and other varieties from \$4 to \$5 a barrel. Dried fruits are also beginning to appear, but very little display has yet been made of these goods. One leading merchant had a dainty display this week of a line of Chinese figs, which proved good sellers, owing to the scarcity of the ordinary variety.

Pembroke grocers are handicapped as well as other towns with a market by-law, prohibiting them from buying before nine a.m., and this too at a time of the year when produce is scarce. It is hardly worth the trouble of their attending when nearly everything worth buying is swept up. Lately a by-law was brought forward to prevent farmers from selling their meat in small joints. Not less than a quarter of beef was to be sold, but owing to the strong opposition brought against it, it fell through, and the public are still able to get anything they want from a pound of steak upwards.

In one of my recent letters I mentioned that one of the merchants had advertised the fact that he intended doing a strictly cash business, but whether he found that local circumstances were a little too much against such a system or whether he possessed a soft heart and could not resist the appeal of "Mother will pay on Saturday," I find, that although not giving quite as much as formerly, there are still a few.

A very useful class for show card writers has been started at the local Y.M.C.A., open to members and non-members. This should prove a valuable incentive to good window dressing. The

clerk that can write a good card for a window, will scarcely want to take it home and put it on a shelf. He would rather see it displayed in a window together with a dainty display of the goods it was intended for.

Where do they all come from and how do they get a living? one might ask oneself on seeing the crowd of travelers that each train brings into the town. The other day I heard a merchant remark to his clerk, "I am going home for an hour or two to write some important letters. I cannot do it here, with the swarm of drummers there are about."

The local bakers have for some time been selling a one and a half pound loaf for 6c., and now the milkmen have put on another cent per quart for their milk, bringing the price to 8c.

VICTORIA.

"Fine Thanksgiving Turkeys" is the headline of one of the editorials in the special Fall Number of The Canadian Grocer, and a truer statement was never made if all the turkeys were like those which reached Victoria this season. Raising turkeys is not a large industry in B.C. and consequently we have to look to Eastern Canada to supply our wants in this respect, and just in passing I would like to mention a few details that may be of interest to eastern shippers. In previous years many of the turkeys have arrived on this market in a very unsatisfactory condition, some with wing feathers and some with tail feathers, and some with both. Once in a while one would find a nicely picked bird with all feathers removed, and then probably in the same case there would be one or more birds with not only the feathers removed but generous chunks of skin and flesh as well—and occasionally one would find a skeleton that may have resembled a turkey when it had a full dress of feathers on. Now just let us travel with a case of these "assorted" turkeys from, let us say, Smith's Falls, to Victoria. First of all, this conglomeration of legs, wings and necks, etc., are all jumbled into a case and weighed, and the gross, tare and net weights marked thereon—sometimes accurately and sometimes otherwise. Then they are very conspicuously stamped "Selects." After this they are frozen, and not any too soon, for surely some of them should have received a chill about a week previous. Now let our imagination take us without any particular reason into a retail store in Victoria, the proprietor of which has bought eight or ten cases of selects, probably two months ago, in order to have them arrive in time for his Xmas trade. Now he opens a case, and what does he find? Just a frozen mass of birds. He allows them to remain as they are for a few hours to thaw out, and then what does he find? Just imagine those wing and tail feathers all sopping wet, and the nice plump bird so badly disfigured that any respectable grocer would be ashamed to hang it in his shop. Now what is this dealer to do? He can't ship the turkeys back, and worse still, how is he going to fill his Xmas orders? If Mr. Shipper from Smith's Falls had really gone along with those turkeys

he would have had quite an interesting time. Your eastern readers may laugh and say that this is an exaggeration, but the writer has had many such experiences. But to return to where I started, I am glad to say that the turkeys that arrived here last month for Thanksgiving were as fine a lot of birds as anyone could wish to see, and sold readily at good prices. They were really "Selects" and fine plump young birds, with all feathers removed and heads off, necks wrapped in parchment paper and feet tied down, and when thawed out and carefully dried off none but an expert could tell that they had ever been frozen. Let the eastern dealers send us such birds as these and charge an extra two cents a pound, and the result will be satisfaction at both ends of the line.

The Grocer has been giving some timely talks on rats lately. I use the word timely, for there seems almost to be a plague of rats on the Pacific coast just now. The San Francisco and Seattle authorities are unceasing in their efforts to keep them down. In Victoria they seem to have overrun the city during the last few months and the authorities are now offering a bounty of fifty cents a dozen for them.

Your Ingersoll correspondent seems to be rather horrified at the prospect of paying more than thirty cents for butter. The wholesale price here to-day is forty-three cents for fresh creamery in one pound prints, and this retails at fifty cents, and even at these prices the supply is not nearly adequate. Of course there is cheaper butter on the market, such as Alberta creamery, which finds a ready sale at thirty-five and forty cents a pound. Fresh eggs are almost a luxury and what few are to be had are selling for seventy cents a dozen, but this will not last long for in this mild climate the hens lay well as soon as the moulting season is over. Bread has advanced to six cents per one pound loaf; flour and potatoes are both high; in short, there is still an upward tendency in nearly all lines.

A few small trial shipments of Australian dried fruits, such as sultana and valencia raisins, have been brought in here recently. These fruits opened up in a very satisfactory condition and proved much cleaner than the Smyrna fruit usually is. This is an important event to the grocers throughout Canada, for one of the most serious problems that the western grocer has to contend with is getting their fruit here in time for Xmas trade, in fact many shipments arrive here entirely too late and consequently are dead stock for some months to come. The Australian fruits arrive here early in September, thus giving ample time for distribution. It seems that all Australian goods are earning an enviable reputation for themselves, for the moment they reach this market they are eagerly sought by the retailer. This applies to apples, butter, onions and canned meats. The writer has had some little experience in handling these goods, and here ventures a prediction that in the very near future Australian dried fruits will be important factors in the grocery business throughout Canada.

THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN *President*

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

OFFICES

CANADA—

MONTREAL 232 McGill Street
Telephone Main 1255

TORONTO 10 Front Street East
Telephone Main 2701

WINNIPEG 511 Union Bank Bldg
Telephone 3726

VANCOUVER F. R. Munro

ST. JOHN, N.B. Geo. S. B. Perry
W. E. Hopper

UNITED STATES—

CHICAGO, ILL 1001 Teutonic Bldg.
J. Roland Kay

GREAT BRITAIN—

LONDON 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim

FRANCE—

PARIS Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH Louis Wolf
Orell Fussli & Co.

Subscription, Canada and United States, \$2.00

Great Britain, 8s. 6d. Elsewhere 12s.

Published every Friday.

POST-OFFICE MISMANAGEMENT.

"In the matter of the theft of letters from the post office in which one young man was found guilty and sentenced to three years in the Kingston penitentiary we are compelled to call public attention to the small salaries that these clerks receive. It was shown in evidence that this man was married. His hours were long, his responsibilities important and his salary nine dollars per week. We mention this, making no excuse for the criminal, but we are fully persuaded that the conditions are such that in the end the public service will be filled with incompetent and unambitious men and the present intention to save money will, in the long run, end disastrously for the service."

In the above words the grand jury at Toronto in their presentment to Judge Winchester the other day, condemned, as the MacLean newspapers have been doing for a long time, the post office administration inaugurated by Sir William Mulock and some of his personally-appointed and incompetent officials. The Post Office Department of Canada is the largest business organization in the country, bigger than the Canadian Pacific Railway. What would the public think of the directors of the C.P.R. or any big corporation if they selected a village doctor with no previous experience in railroading to be the general manager of the system? Yet Sir William Mulock made as head of the post office system just such a man without regard to the needs of the system, but

EDITORIAL

merely as a reward for political services, or, as some assert, to get a possible opponent out of the way. Business interests in all parts of Canada are suffering. Hon. Mr. Lemieux has done much to improve the situation, but he cannot make the progress the country demands unless he has a competent organization to support him at Ottawa. It should be a clearly understood rule that all appointments in the Post Office Department at Ottawa are to be given as a reward to permanent employes who have shown, by their ability and interest in the service, their capacity to handle it.

They are undermanned and underpaid not only in the Toronto office, but it is the same in the extreme west. A recent issue of the Colonist, Victoria, B. C., says:

"The post office staff is working energetically to cope with the receipt of mail at the local post office, but the staff of sorters is all too inadequate to prevent the accumulation and delay, especially of the second class mails. Efforts are made to give as early a distribution as possible of letters, but newspaper mail is delayed daily. Often newspapers lie for a day on the floor of the post office unsorted. Yesterday much of the newspaper mail received by the steamer Charmer at 7 a.m. was still unsorted at 5 p.m.

"The delay is entirely due to the utter inadequacy of the staff. The situation has existed for some time and attention has been drawn to the poor service as a result. Officials of the post office however have been unable to secure permission for the necessary increase of the staff, and the staff has struggled short-handed to cope with the accumulating piles of newspaper mail. Often the day staff leave the accumulated mails for the night staff and in the morning when the day staff return to work there is still a large pile to which further additions are made as the incoming mails are brought in."

GOOD NEWS FROM THE WEST.

Recognizing the growing interest, through all lines of business, in trade conditions in the Canadian West, and pursuing the policy of adequately representing each district of Canada, the proprietors of The Grocer have recently taken a step which will assure to our readers the possibility of a satisfactory acquaintance with these conditions. We have secured, as one of our representatives a well-known journalist who is recognized as an authority perhaps unsurpassed, on trade and market conditions in the Western Provinces. Regular weekly articles written on the spot will be contributed to The Grocer by this representative and it is hoped our readers will make full use of the advantage thus offered.

The Canadian Grocer

TOO MANY TRAVELERS?

Canada is just now thronged with commercial travelers. Her highways and byways are filled and every little town, as well as the larger centres, is being visited by more genial knights of the grip than perhaps ever before in its history.

Reasons for this are various. The steady and remarkable increase in all lines of business is one good answer, and yet there is another which is perhaps more material, if more obscure. The conservative feeling which seems to be everywhere prevalent in business circles as a reflection of the threatened period of trade depression is also having an important, if an indirect, effect. Manufacturers and wholesalers, finding that their goods are not selling according to expectations, are sending out more men, seemingly with the idea of forcing the conservative buyer, by more thorough canvass, to take regular-sized orders. We are told that in some cases even the heads of firms are on the road chasing their travelers to find out what is the matter.

Results from this accelerated campaign are bound to be more or less unsatisfactory. Many of the men who are at present on the road are new, both to the goods and the customers. Many have been taken from their regular work in factories and warehouses and sent out, without experience and education in salesmanship, to cover part of a regular man's territory. When it is considered that these men have no established connection and probably only a perfunctory knowledge of the goods they handle, it is not to be wondered at that a satisfactory amount of business is not being booked. Again, in the long run the regular travelers will suffer, for these inexperienced men are certain to leave a less pleasing impression with the firm's customers. The individual business houses who are following this plan will, however, suffer most and they must work out their own salvation.

Looked at from a lighter side, the situation has a humorous, though, perhaps, an important aspect. This oversupply of travelers is filling above the brim the hotel accommodation, not only of the smaller towns, but also of some of the larger centres. It is a very common thing these days on the arrival of a train in many an Ontario town to see four or five travelers sprinting for a hotel, regardless of dignity, tussle for grips, in the effort to secure a sample room and accommodation. In the height of the Christmas selling season and with conditions as noted above the inadequacies of hotel accommodation in Canada were never more apparent. This is a condition which will remedy itself as the country grows older.

The Cana

THE W

Changes
ern cattle
that merit
deration,
breeding a
the placin
of the wo
in every li
depends fo
purchasing
east and v

Gradual
great ranc
has been
though in
be longer
new territ
try, the
carry from
sight. Th
farmer is
cause mo
market, s
mands the
ally, but
wheat gro
able meth
ing and c
the grain
beef and
reach the
form. Pro
the Manit
years ago
for reduce
effective r
found on
its most c
In ten y
fifty farm
bushels of
steers, wh
ranch.

Though
direction,
and stock
ceiving a
and it is t
ness to ac
and do al
present re
not checke
condition
trous to t
West, and
Canada, fo
bulk of th

There is
number of
sell all th
but even
something
last winte
dency to s
of busines
not warra
such an e
that altho
of cattle a

THE WESTERN CATTLE TRADE.

Changes have come about in the western cattle trade in the past three years that merit the very thoughtful consideration, not only of men engaged in the breeding and rearing of live stock and the placing of the same on the markets of the world, but also of men engaged in every line of trade and commerce that depends for its ultimate success on the purchasing power of the farmers both east and west.

Gradually, but surely, the days of the great ranches are passing away. This has been recognized for some time, and though in Alberta the ultimate end may be longer postponed by the opening of new territory in the Peace River country, the closing out of ranches that carry from 10,000 to 20,000 head is in sight. This is true, not only because the farmer is crowding the rancher, but because more and more the British market, as well as the domestic, demands the finished article and it is gradually, but slowly, dawning on the western wheat growers that the really profitable method is to combine wheat-growing and cattle-raising, so that much of the grain raised can be converted into beef and mutton on the spot, and thus reach the market in a concentrated form. Prof. James W. Robertson told the Manitoba farmers nearly eighteen years ago, when they were clamoring for reduced freight rates, that the most effective method of reduction would be found on marketing all they produced in its most concentrated form.

In ten years time the West will have fifty farmers raising 1,000 to 3,000 bushels of wheat yearly and finishing 100 steers, where to-day there is but one ranch.

Though the trend of events is in this direction, the whole scheme of ranching and stock farming has received and is receiving a very serious set-back this fall, and it is the duty of every man in business to acquaint himself with the facts, and do all in his power to stop the present retrograde movement, which, if not checked speedily, will bring about a condition of things little short of disastrous to the live stock interests of the West, and for that matter the whole of Canada, for it is from the West that the bulk of the export trade is done.

There is no manner of doubt that a number of ranchers found it needful to sell all the cattle they could this fall, but even allowing for that, there is something of a panic among them after last winter, and there has been a tendency to sell out everything and get out of business, which most assuredly was not warranted by one bad winter. To such an extreme has this been carried, that although nearly double the number of cattle are coming forward than was

estimated last spring, the percentage of good export steers is below normal. During the past six weeks the Winnipeg stockyards have been crowded with cows, good cows, nice two year old heifers and fine blocky young steers, running from eighteen months to two years old, splendid stuff to breed or feed, but absolutely useless for export. This has brought the prices down, and bunches of export steers have sold from \$2.75 up to \$3, and it is questionable if the buyers got their money out of them even at those figures, as they were unfinished and soft and would shrink terribly in transit.

There is one truth that cannot be hammered home too hard or too often, and that is that the British market wants none but the best, and every additional lot of scrubs shipped over there reduces the average price to the seller.

Many farmers are short-sighted enough to tell you that it pays to sell the cattle for anything that can be got for them, and sell the feed because prices are high, but though on the face of it this seems a good argument, as a matter of fact it will not bear inspection. In the first place, there is no guarantee that the high prices for feed will continue. Already there have been serious fluctuations and it is now so near the close of navigation that it is not possible for more than another 25 per cent. of low grade wheat to be shipped out of the country; it will not stand all rail freight; and British millers and dealers will not accept it after April for fear of damage from heating in transit, so that it looks as if a large quantity might after all, be left in the country, and if there are no cattle to feed it to, as seems likely at present, it will be sheer waste.

Even supposing the immediate monetary return showed a profit, the fact that by thus denuding the country of stock, the farmer will, next year and the year after, have to pay an exceptionally high price for beef, will very speedily turn that profit into a loss.

Men well versed in the cattle trade state, that next spring the price will be 6 to 7c per pound for stall fed and 5½ to 6c for cattle fed in the open during the winter.

During the winter of 1906-7, feeding in the open was found quite feasible in both Manitoba and Saskatchewan, but this year only a very few farmers are preparing to feed in this way. Experiments have proved that two men can care for 500 head of steers, and all they require is a sheltered bluff, plenty of straw for feed and bedding, salt and fresh water always available, and a moderate amount of meal or bran, or a mixture of both.

In sections where farmers have a lot

of damaged grain, which is not likely to be shipped before navigation closes, it might prove a very profitable venture for local business men to join the farmers in the purchase of some of the cheap ranch stock, now to be had, and feed with a view to selling next spring. It would be quite possible to contract with dealers both in Winnipeg and Calgary for a fixed price for such cattle delivered next April and May. The present is a most opportune moment for local business men and farmers to draw closer their business relations for their mutual profit.

THE WESTERN SITUATION.

There has been practically no change in the situation during the week. The financial stringency continues unabated, the wheat market has had small periods of recovery, but to-day cash wheat sold at three cents under last Saturday, and during the week there have been times when the drop was 8½. Money to finance crops is no more plentiful than it was last week, the close of navigation is a week nearer, and the receipts of wheat for the week have shown fully fifty per cent. of wheat No. 4 and lower. An incident that shows which way the wind blows, is the fact that Canadian bottoms are offering lower rates for carrying wheat, an offer without a precedent in the grain trade in the last weeks of open water, and this means that at a period when boats are usually chartered a month ahead, and shippers falling over each other in their haste to secure boats, Canadian vessels are actually seeking cargo. Receipts continue to pile up at the lake fronts at the rate of 350 cars daily.

Business in the West is beginning to feel the closing of the elevators which has occurred at a number of points.

The banks still maintain their assertion that they are supplying all needful money to move the crop, but in view of actual conditions this is merely a matter of form.

WHAT A CONTEMPORARY THINKS

The American Grocer, one of the leading grocery trade journals in the United States, handed out the following little bouquet in a recent issue. It is of particular interest to us and may be so to our readers:

"The fall number of The Canadian Grocer is, as usual, a very handsome issue, not only from a news standpoint, covering as it does every important locality in the Dominion, but typographical as well. It contains 208 pages and cover, the front of which is an attraction in itself. The subject matter, much of which is illustrated with half-tone illustrations, is of a high-class, whilst its advertising pages are ample evidence of the enterprise of the Canadian manufacturers and the high regard in which the journal itself is held."

EFFECTIVE WINDOW DISPLAY

A Good Idea for a Grocer's Christmas Card or Calendar—An Attractive Window From Victoria, B.C.

What can be done by a good man with a good window is well illustrated in the accompanying photograph—which comes to us from Victoria, B.C. The window was trimmed by Harry Young in the store of Fred Carne, jr., one of the most enterprising grocers of that city.

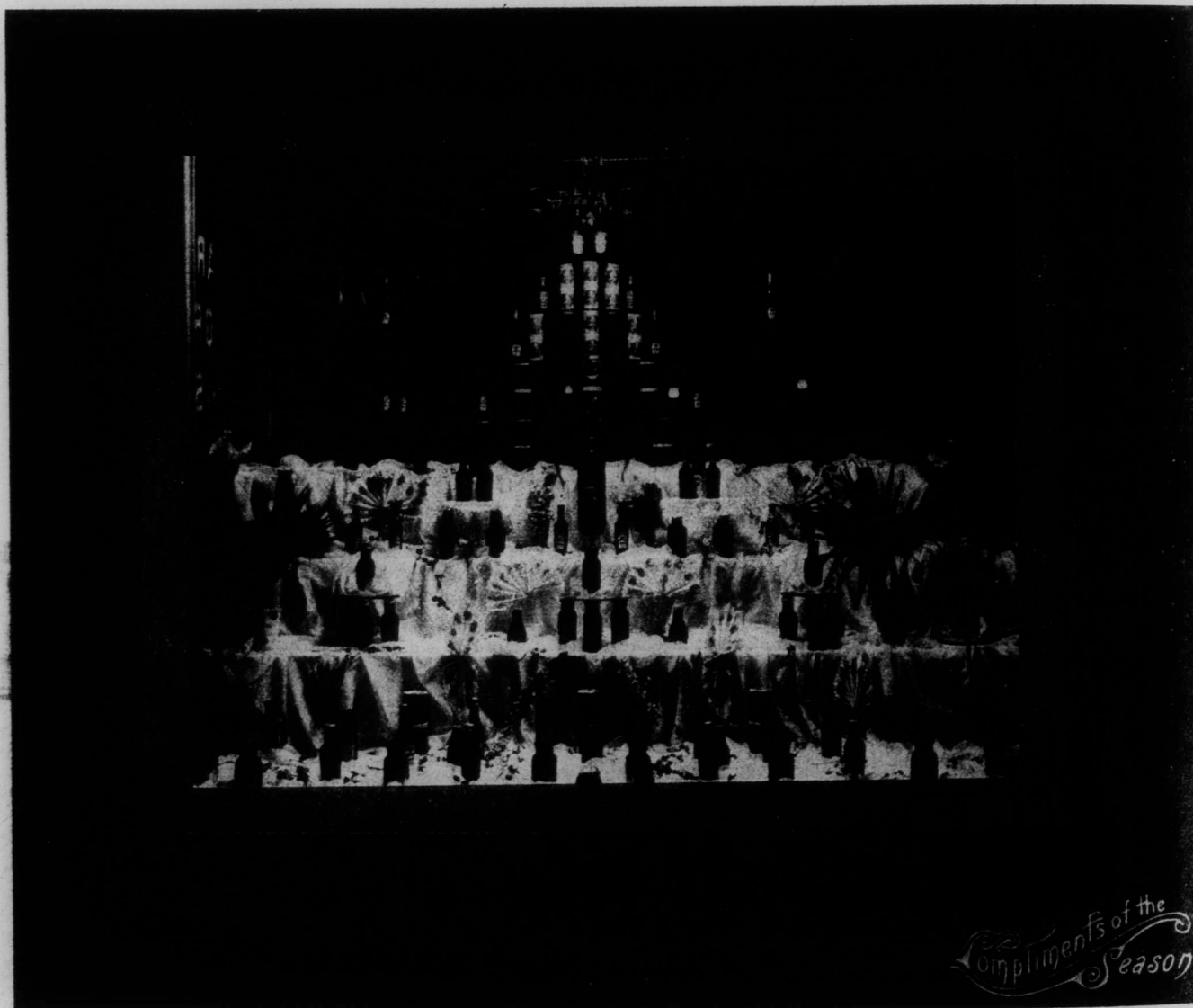
Evidently the proprietor has not been averse to reasonable expense in accomplishing the admirable result and Mr.

build the tiers of bottles and the fans made from crepe tissue, are both helpful features. The palms at the top and sides of the window and the small branches of bloom scattered sparingly among the bottled goods, add materially to the attractiveness.

This window illustrates a frequently mentioned principle of window-dressing which is worth while remembering. Do not show too many lines. Mr. Young

tion for a grocer's Christmas card, and it has evidently been used for some such purpose. The print bearing the photo of the window is mounted loosely on a light buff card and this mounted again on a stiff olive card, the latter bearing on the lower corner, printed in gold, the words "Compliments of the Season." Such a card would make a very pleasing Christmas remembrance or with a calendar tab attached would mean a lot of pleased customers and a mighty good advertisement which would be referred to all year.

Above some open boxes of crackers in his store a grocer has hung this sign:



Suggestions for a Grocer's Christmas Card.

Young has made good use of the material furnished. The series of stepshelves is covered with a good grade of cotton, this, the foundation, conveying at once an idea of cleanliness and purity. Then, tastily arranged on these shelves, are samples of a good many of the "57 varieties" of the well-known Heinz goods.

The use of glass plates on which to

appreciates this fact and has produced a window which gives no suggestion of crowding.

The photograph was taken at night and the three gas lights showing dimly in the window are the reflections, Mr. Young tells us, from a drug store on the opposite side of the street.

The mounted photograph, as it was sent to us, gives a mighty good sugges-

"The Lord helps those who help themselves, but the Lord help the man who is found helping himself here."

G. A. Witmer, who represents Gorman, Eckert & Co., of London, in Toronto, and the East, called on The Grocer last week between trips. He reports the fall business as opening up well.

POINT
Fish-
Rice-
Dried

The
dency t
new fe
Rico sv
time on
good q
mand,
oranges
season
only fi
The ve
mestic t
ed ones
box of
place.
fallen
is in b
is bein
fit for
very u
confirm
United
India.
somew
per bo
berts is
to 13½c
easier
have fi
also de
accordi
an eas
cheese
lower
almond
than u
from 1
off son
are nov
oil has
year's
to \$1.1
former
used
certain
from o
poses
quanti
50-gall
a falli
pork.

SUC
steady
has be
gards

Granulat

Paris lun

Extra gr

Powdere

Phoenix
Bright co
No. 3 yel
No. 2
No. 1
No. 1

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

- Fish—Revised.
- Rice—Unsettled.
- Dried Fruit—Easier.

Montreal, Nov. 14, 1907.

The markets this week show a tendency to easing off on certain lines. A new feature in green fruits is Porto Rico sweet oranges, seen for the first time on this market. They are of very good quality, and are in strong demand, as they are the only sweet oranges to be had at this season. The season for fresh salmon is over and, only frozen stock is now obtainable. The vegetable situation is quiet. Domestic tomatoes are finished and imported ones from California at \$4.25 per box of 30 pounds, are taking their place. Feed is easier, the prices having fallen away \$1 per ton. Rolled oats is in brisk demand and much difficulty is being experienced in obtaining oats fit for milling purposes. Rice remains very unsettled, owing to the many unconfirmed reports of a famine in the United Provinces and Delhi regions. India. Sealed herrings have firmed up somewhat and are now quoted at 18c per box. The new crop of Sicily filberts is in, and are quoted at from 11½c to 13½c in quantity. There has been an easier feeling in cheese, and small cheese of 20 pounds are ¾c per pound lower than last week. New Tarragona almonds are here. They are much later than usual. They are being quoted at from 12½c to 13½c. Pecans have fallen off somewhat in price and large, fancy are now quoted at from 17c to 18c. Salad oil has become quite a feature of this year's trade. It is quoted at from 90c to \$1.10, which is a great reduction in former prices. It is being extensively used for "shortening," and also by certain religious orders, who abstain from oils taken from flesh. For food purposes the Trappist Monks use large quantities, buying the oil in 45 and 50-gallon lots. There has also been a falling off in the price of American pork, to the extent of 25c per barrel.

SUGAR—The sugar market continues steady. Prices are firm, although there has been a slight easing off as regards demand.

| | |
|----------------------------|--------|
| Granulated, bbls | \$4 40 |
| " 4-bbls | 4 55 |
| " bags | 4 35 |
| Paris lump, boxes, 100 lbs | 5 25 |
| " " 50 lbs | 5 35 |
| " " 25 lbs | 5 15 |
| Extra ground, bbls | 4 81 |
| " " 50-lb. boxes | 5 00 |
| " " 25-lb. boxes | 5 21 |
| Powdered, bbls | 4 60 |
| " " 50-lb. boxes | 4 81 |
| Phoenix | 4 35 |
| Bright coffee | 4 30 |
| No. 3 yellow | 4 20 |
| No. 2 " | 4 10 |
| No. 1 " bbls | 4 00 |
| No. 1 " bags | 3 95 |

SYRUPS AND MOLASSES—There is a fair demand for glucose syrups at the old prices. Trade in molasses is very brisk, owing to the continued high prices of butter and lard. Prices are firm and a good volume of business is being done.

| | | |
|----------------------------------|------|------|
| Barbadoes, in puncheons | 0 27 | 0 32 |
| " in barrels | 0 31 | 0 33 |
| " in half-barrels | 0 34 | |
| " fancy | 0 32 | 0 33 |
| " extra fancy | 0 35 | |
| New Orleans | 0 22 | 0 35 |
| Antigua | 0 30 | |
| Porto Rico | 0 40 | |
| Corn syrups, bbls | 0 03 | |
| " 1-bbls | 0 31 | |
| " 2-bbls | 0 03 | |
| " 38 lb pails | 1 75 | |
| " 25 lb pails | 1 15 | |
| Cases, 2 lb tins, 2 doz per case | 2 40 | |
| " 5-lb. " 1 doz | 2 75 | |
| " 10-lb. " 1 doz | 2 65 | |
| " 20-lb. " 1 doz | 2 60 | |

TEA—As is usual at this time of year, there is less business being done than during the past month. Only small volumes for immediate use are being handled. The market is steady and prices continue firm. The supply of the lower grades is still scarce. Blacks are stiff. Japans in first hands are practically cleared up.

| | | |
|--------------------------------------------|------|------|
| Choicest | 0 38 | 0 45 |
| Choi e | 0 32 | 0 37 |
| Japans—Fine | 0 27 | 0 32 |
| " Medium | 0 22 | 0 2 |
| " Good common | 0 20 | 0 22 |
| " Common | 0 19 | 0 2 |
| Ceylon—Broken Orange Pekoe | 0 20 | 0 33 |
| " Pekoe | 0 17 | 0 21 |
| " Pekoe Souchongs | 0 17 | 0 20 |
| India—Pekoe Souchongs | 0 16 | 0 18 |
| Ceylon green—Young Hysons | 0 19 | 0 25 |
| " Hyson | 0 18 | 0 20 |
| " Gunpowders | 0 17 | 0 25 |
| China greens—Pingsuey gunpowder, low grade | 0 12 | 0 16 |
| " " pea leaf | 0 19 | 0 27 |
| " " pinhead | 0 30 | 0 45 |

COFFEES—There is a report that on outside markets coffees are slightly easier in price, but the change is so slight that it will not affect local prices, which continue steady. There is a good demand, and a fairly large amount of business is being done.

| | | |
|-----------|------|------|
| Jamaica | 0 12 | 0 21 |
| Java | 0 18 | 0 30 |
| Mocha | 0 19 | 0 25 |
| Rio No. 7 | 0 83 | 0 09 |
| Santos | 0 09 | 0 11 |
| Maracaibo | 0 11 | 0 13 |

DRIED FRUITS—The second direct steamer laden with new dates from Persia has arrived at New York, and prices have fallen ½c. The second Mediterranean steamer with a cargo of all kinds of dried fruit arrived here the first of the week and will fully supply the local market. Prices remain unchanged. On the foreign markets currants are reported a shade lower, but this change is too late to affect the local holiday trade. The first of the new crop of almonds reached New York the first of the week, but prices are so high that local importers are afraid to handle the goods.

The importers here are having great difficulty in filling their orders. The congestion of freight, both on the Grand Trunk Railway and the Canadian Pacific Railway is so great that on certain occasions shipments of dried fruit have been a full week in the railway

freight sheds before being delivered, in spite of the utmost exertions on the part of the importers.

| | | |
|-------------------------------------------|------|------|
| Currants— | | |
| Filiatras, uncleaned, barrels | 0 07 | 0 08 |
| Fine Filiatras, per lb., in cases | 0 07 | 0 07 |
| " " cleaned | 0 07 | 0 08 |
| " " in 1-lb cartons | 0 08 | 0 08 |
| Finest Vostizzas " | 0 08 | 0 09 |
| Amalias " | 0 08 | 0 08 |
| " 1 lb. packages | 0 08 | 0 08 |
| Sultana Raisins— | | |
| Sultana raisins, per lb. | 0 10 | 0 13 |
| " 1-lb cartons | 0 15 | 0 15 |
| Elem Table Figs— | | |
| Six crown, extra fancy, 40-lb. boxes | 0 08 | 0 09 |
| Four crown, fancy, 10-lb. boxes | 0 06 | 0 07 |
| Three crown | 0 06 | 0 06 |
| Glove boxes, fine quality, per box | 0 07 | 0 08 |
| Fancy washed figs, in baskets, per basket | 0 15 | 0 18 |
| " pulled figs, in boxes, per lb. | 0 15 | 0 20 |
| " stuffed figs, " box | 0 25 | 0 30 |
| Valencia Raisins— | | |
| Fine off-stalk, per lb. | 0 06 | 0 06 |
| Selected, per lb. | 0 06 | 0 07 |
| Layers, " | 0 07 | 0 07 |
| Dates— | | |
| Hallowees, per lb | 0 05 | 0 06 |
| Sairs, per lb. | 0 04 | 0 05 |
| Packages " | 0 05 | 0 06 |
| California Evaporated Fruits— | | |
| Apricots, per lb. | 0 30 | 0 30 |
| Peaches, " | 0 18 | 0 18 |
| Pears, " | 0 16 | 0 16 |
| Malaga Raisins— | | |
| London layers | 2 25 | |
| " Connoisseur Clusters " | 3 00 | |
| " " 1-box | 1 00 | |
| " Royal Buckingham Clusters, 1-boxes | 1 37 | |
| " boxes | 4 50 | |
| " Excelsior Window Clusters " | 5 50 | |
| " 1's | 1 50 | |
| California Raisins— | | |
| Fancy seeded 1-lb. pkgs | 0 13 | 0 13 |
| Choice seed-d, 1-lb. pkgs | 0 12 | 0 10 |
| Loose muscatels 3 crown | 0 10 | 0 11 |
| " 4 crown | 0 11 | 0 13 |
| Prunes— | | |
| Oregon prunes 25-lb. boxes, 30-40s | 0 11 | |
| " " 40-50s | 0 09 | |
| " " 50-60s | 0 09 | |
| " " 60-70s | 0 08 | |
| " " 0-0a | 0 70 | 0 81 |
| " " 90-100s | 0 0 | 0 0 |

per lb.

SPICES—There is a fair amount of business being done in spices, at the old prices. On the whole the market is featureless.

| | | |
|-----------------|------|------|
| Peppers, black | 0 16 | 0 20 |
| " white | 0 25 | 0 31 |
| Ginger, whole | 0 16 | 0 20 |
| " Cochin | 0 17 | 0 20 |
| Cloves, whole | 0 20 | 0 30 |
| Cream of tartar | 0 25 | 0 32 |
| Allspice | 0 12 | 0 18 |
| Nutmegs | 0 30 | 0 55 |

RICE AND TAPIOCA—There is a report that in India in the regions of the United Provinces and Delhi the rice crop is in great danger through want of rain. Although the extent of drought is not known, the outlook for this time of year is worse than in 1896 and 1899. The Government is prepared to import rice and foodstuffs if it should be necessary to do so. The latest cable received here is dated Nov. 6 and says that the famine is still increasing and the situation is considered serious. Japan rice is a little easier however, than the opening prices.

Prices on tapioca continue firm, with a fair amount of business being done.

| | |
|---------------------------------|-----------|
| B rice, in 10 bag lots | 3 10 |
| B rice, less than 10 bags | 3 20 |
| C rice, in 10 bag lots | 3 00 |
| C rice in less than 10 bag lots | 3 18 |
| Tapioca, medium pearl | 0 71 0 08 |

BEANS—The prices on beans are a little easier. The supply continues scarce, although a larger movement coming from the West is expected by

It Is Profitable to Buy Now

WE are now receiving the balance of our imported goods, in larger consignments than ever. We are cramped for space, and to save warehouse and cartage expenses, which are very large, we have decided to quote special prices to buyers for immediate delivery from the wharves. Our patrons will thus profit by an advantageous reduction on the prices of goods, together with the savings thus effected through the suppression of warehouse and cartage dues.

Amongst the goods thus consigned we may note the following :

Port Wines from the Real Companhia Vinicola of Portugal
Sherry Wines from Diez Hermanos de Jerez of Frontera
Claret Wines and Sauternes from Vigneau & Cambours, Bordeaux
Burgundy Wines from Morin Pere et Fils, Beaune
Madeira Wines from Blandy Bros., Madeira
Malaga and Muscatel Wines from Garrett & Co., Malaga
Mass Wines, "Vatican," "Sanctuaire et Colli"
Champagnes, "Piper Heidsieck Brand"
Champagnes from l'Union Champenoise of Reims
"Bacchus" Tonic Wine, with Quinquina, from Adrien Sarazin of Dijon
Cognac Ph. Richard Gin in fancy crystal decanters
Mitchell's Scotch Whisky Rhums of the best brands
Mitchell's Irish Whisky Fine French Liqueurs, Garnier Brand

WE ARE AT YOUR SERVICE FOR QUALITY, QUANTITY AND PRICES.

Dried Fruits

Valencia Raisins, Seedless Raisins, Table Raisins, Malaga Loose
Muscatels, Sultana Raisins, Corinth Raisins
Figs, Plums, Dates
Evaporated Fruits, Preserved Peels, Nuts

Canned Fruits and Vegetables

We carry the best and most praised brands. We guarantee the prices against any decline. Examine this list. See what your needs are, buy now and secure the profits offered to practical buyers.

For all information, quotations, etc., write, phone or wire at our expense.

LAPORTE, MARTIN & CO., LTD.

Wholesale Groceries, Wines and Liquors

MONTREAL

We Know They Are Worth More Money

For a limited period we offer :

3-Lb. Tomatoes

Solid pack, quality guaranteed, handsome labels,

\$1.10 per doz.

Prunes

1907 Santa Clara Valley Prunes, choice quality,
in 3-lb. cartons, showing a handsome margin
when retailed at

25c.

Telephone or wire your requirements at our expense.

Lind, Kerrigan & Co.

Wholesale Grocers

334-338 Clarence St.

London, Ont.

CORRESPONDENCE

TORONTO.

Out at Toronto Junction, in spite of the wretched condition of the main thoroughfare, there are signs of prosperity on all sides. Factories are busy, money is being freely circulated, and there is but little complaint about collection. The Junction grocers are wide-awake and "wise" to all the tricks of the trade. They seem to realize fully the value of bright, attractive windows as business bringers.

The Junction has been seriously hampered all summer by the local improvements on Dundas St. This roadway has always been famous for its sticky mud in rainy weather and its clouds of dust in fine weather. This summer steps were taken to change all this and lay down a modern pavement. In undertaking these improvements but little consideration seems to have been made by the proper authorities. Instead of tearing up one side of Dundas St. or accomplishing the work in sections, the whole street was torn up for a considerable distance, thus making the highway well-nigh impassable. It has caused a great deal of annoyance and injury to the merchants. Trade with the farmers especially suffered. As one grocer put it: "I had to go into the country to buy a cabbage." However, the road will soon be completed, and the street cars will once more be lending their noisy presence.

Junction grocers, unlike their brethren in the city, do a considerable trade in flour. It is evident that the baking of bread is not yet a lost art among the women of this locality as it practically is in Toronto. The prices of butter and eggs, much to the consternation of the thrifty housekeeper, are still soaring. Butter is selling at 34 and 36 cents and is none too plentiful. Select eggs are retailing at 31 cents. Biscuits have also advanced, an advance which apparently is not welcomed by the grocers.

At the corner of Dundas St. and Western Ave., A. L. Anderson is building up a rattling good grocery business. Not only does he pay particular attention to the dressing of his window, but he also manages to display his goods in a very suggestive manner. He handles a special line of cakes which he claims pays well, a tip well worth the consideration of all live grocers.

A rumor has been in circulation to the effect that an esteemed citizen, Arch. Campbell, M.P., has been slated for a Senatorship. For many years he has occupied a prominent position in public affairs and has rendered valuable services to his country. Everybody, irrespective of political leanings, wishes that he may receive the appointment. Mr. Campbell is well-known to the grocery trade as

the proprietor of the Queen City Milling Co.

In the western part of Toronto, building operations are but little affected by the money stringency. Brick houses and stores are being constructed to meet the growing demands of the city. In the last few months there have been lots of changes in the appearance of this region. It seems quite certain that before long this once sparsely-settled section will be as populous and progressive as the older parts of the city. A short walk along Bloor St., west of Bathurst, impresses one with this western boom.

Henderson & Co., are doing a mighty good business at the corner of Shaw and Bloor Sts. The proprietor is young and energetic and spares no pains to remove his store's appearance from the class of "eye-sores." He has a convenient show-case of cigars and tobaccos and it pays him handsomely as does a similar display of choice confectionery. Everything around the store is in A1 condition and it goes without saying that more than one customer has left the store with larger purchases than anticipated on entering. Too much stress cannot be laid on the necessity of paying very close attention to both exterior and interior appearances.

Shaw St., between Bloor and College Sts., is popularly designated as "Commercial Row." It is said that fully 60 per cent. of its residents are commercial travelers. It would be marvellous indeed if the west-end didn't forge ahead with these hustlers as citizens of the neighborhood.

Gordon's Cash Grocery, Givens and Bloor Sts., has been sold to Jas. Han-nighan, the late proprietor having accepted a position on the road.

Near the corner of Bloor and Dovercourt Road is to be found a real live grocer in the person of A. E. Lush. Though his store is not as commodious as some of the big fellows down town, A. E. has a business of which he may well feel proud. He is thoroughly up-to-date and never neglects his window display which is for him a trade-creator. Despite keen competition business has been steadily increasing. A specialty is made of fruits and with big results judging from A. E.'s humble remark, that he sold nearly 20,000 baskets of fruit alone this summer. This information should be of the greatest value to grocers all over the Dominion. He is firmly convinced that the only system of payments is spot cash.

W. W. Hutchison, of the Lake of the Woods Milling Company, Montreal, has just returned from a short business trip to the West.

TRAVELERS' ASSOCIATION MEETS

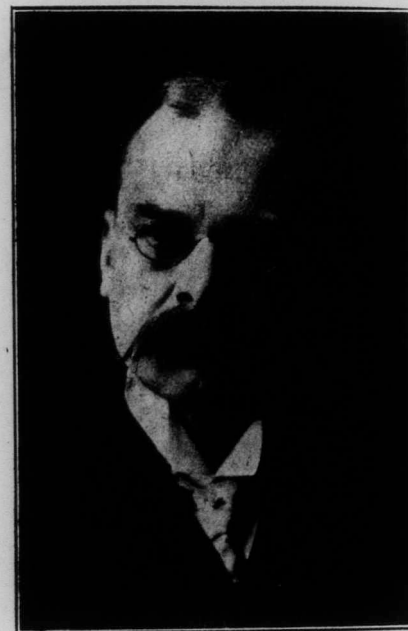
Nominations for New Officers—Lewis A. Howard Re-elected President.

At the general meeting of the Commercial Travelers' Association, in St. George's Hall, Toronto, on Saturday evening, November 9th, the following nominations were made for officers for the new year: President—Lewis A. Howard. Elected by acclamation. 1st Vice-President—John Gibson, George West. 2nd Vice-President—Robert Gem-mell. Elected by acclamation. Treasurer—E. Fielding, John H. Kenney.

Hamilton Board: 1st Vice-President—John H. Herring. Elected by acclamation. 2nd Vice-President—E. J. Fenwick, R. M. Stuart. One to be elected.

Montreal Board: S. O. Shorey, vice-president. Elected by acclamation.

Lewis A. Howard, the re-elected president, was elected to the Board of Directors of the Association in 1897, and since then he has occupied the position of 2nd vice-president for two years and then became vice-president. For nine



Lewis A. Howard.

years he covered Ontario from Toronto to Kingston, and in 1891 changed to Western Ontario, and covered the territory from Toronto to Windsor. In 1895, on the death of his father, he took up the management of the Toronto business with his brother.

Mr. Howard is the youngest occupant of the president's chair of the C.T.A., and through a close connection with athletic and fraternal society circles, as well as in business, he has made a host of friends.

Leon Foutanel, of Leon Foutanel & Co., Montreal, called on The Grocer this week. Mr. Foutanel says that his Western business is increasing so rapidly that he is intending to open a branch in Toronto early in the new year.

FOR SALE

BOOK of formulas and recipes for preserves pickles, sauces, etc., for sale, thorough practical up-to-date methods. Address B.V., GROCER Office, Toronto.

Mr. Grocer—

Your aim is big profit and satisfied customers. In the Coffee line you get both when you sell

TRADE
KAISER Malted Health COFFEE

MARK

Guaranteed 100 per cent. more healthy and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 pounds in box.

Order from your jobber.

THE KAISER MANUFACTURING CO.

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

New Valencias all grades.

New Currants, cleaned, in cases, half-cases and 1 lb. Cartons.

New Japan Teas, bought at last year's prices.

1 car New Red Salmon, just arrived, at \$1.50.

1000 brls. choice No. 1 Herrings, at bottom prices.

WRITE FOR QUOTATIONS

William Galbraith & Son

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and
CLEANSING UNEXCELLED."

We make the Best High-Grade
Toilet and Tar Soaps.

Our aim is to place the product
of our factory in every Canadian
home.

The
YOUNG-THOMAS SOAP CO.,
Limited
REGINA, CANADA

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**

STOVES AND SHOES

Should Shine Brightly

They will if you get your customers to use

SHINO
for Stoves

SIMPLEX
for Shoes

Special prices. Order now.

Edward Hawes & Co.
109 Front Street East
TORONTO



The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

MINCE MEAT

We are now making Mince Meat, and will have it ready to ship at the end of the week. We use nothing but fresh beef, finest fruits and spices in making up our Mince Meat. We can recommend it to you as pure, wholesome food, and reasonable in price.

All Goods Government Inspected.

F. W. Fearman Co.
Limited
Hamilton, Ont.

The Point is,

do your customers come back to you with an enthusiastic demand for more of your ham and bacon? As far as you are concerned, the brand which can bring you the come-back-for-more customer is the brand you ought to handle. That brand is



HAM AND BACON

If you have never tried "Corona Brand" you ought to try now! Remember, we have no retail stores.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

EVERY WOMAN KNOWS

how to appreciate a good quality of provisions. Sell her an inferior quality, at the usual prices and she'll soon transfer her provision trade elsewhere. It is an irrefutable fact that the grocer who stocks

"RYAN BRAND"

provisions, immediately commences to do more provision business. This is significant of the unbeatable goodness of "Ryan" quality.

How is your trade?

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

A f
be rec
eline
Que
ing, f
ers ar
have
range
are at
ings
high
are fo
Sue
remai
13ge
plies
howev
that
tically
Exp
durin
able
as w
week
Rec
to 39
for p
same
May
again
perio
Off
for t
17,47
55,08
Total
579
same
Ac
there
sump
movi
Larg
Stock
deal
this
W
lower
ing
not
botto
the f
of, t
teriz
stead
vane
rema
ment
Th
ficien
to b
For
rulin
case
On
ing
Dair
to-d
rule
TI

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

A further drop in cheese prices is to be recorded this week, though the decline does not amount to much.

Quebecs are selling at the time of writing, from 12 to 12½c, though some dealers are glad to take 11½c for what they have to offer. For Townships prices range from 12½c to 12¾c, while dealers are asking 12¾c to 12½c for their holdings of Ontarios, sometimes getting as high as 12¾c for colored. These prices are for October cheese.

Such of the September make as still remains is being quoted from 13c to 13½c for white, to 13½c for colored. Supplies of September cheese are light, however, and it is chiefly Ontario grades that are offered, Quebecs being practically cleaned up.

Export business has been very good during the past week, there being noticeable the same anxiety to catch last boats, as was mentioned in the report of a week ago.

Receipts of cheese last week amounted to 39,806 boxes, against 41,764 boxes for previous week, and 58,857 boxes for same week of 1906. Total receipts since May 1 amount to 1,972,577 boxes, against 2,229,325 boxes for the same period in 1906.

Official export figures give shipments for the week as 35,262 boxes, against 47,471 boxes for previous week, and 55,083 boxes for same week of 1906. Total receipts since May 1 are 1,862,579 boxes, against 2,105,662 boxes for same period last year.

According to advices from England there seems to be a fairly good consumptive demand, Canadian cheese moving freely enough in a small way. Large transactions are not frequent. Stocks held this year are not a great deal over half of what they were at this time in 1906.

While butter is quoted at slightly lower prices this week, there is a feeling in the trade that quotations will not go much lower, some asserting that bottom has already been reached. Once the first of the winter make is disposed of, they think, a firmness will characterize the market which will result in steadily maintained prices, or even advanced figures towards January. It remains to be seen what the developments will be.

The range in prices offered is sufficiently wide to permit one anxious to buy to secure stock at fair figures. For finest creamery 27½c to 28½c are ruling prices, though it seems in some cases hard to get the latter figure. On the other hand, one dealer is asking as much as 30c for choice creamery. Dairy continues scarce and high, and to-day's prices are about the same as ruled a week ago, 25c to 26c.

The recent cold snap has made deal-

ers hopeful for better things, and they are looking forward to better butter and better prices.

The New York market has advanced about 4c within one week. At present 28½c is the ruling figure there. At one time the market was as high as 32c, but it declined to 24½c. The recovery which has taken place occurred within one week.

English market prices are rather high to permit of butter being brought into either Canada or the States. Demand for English butter seems to be very good, while receipts of English butter have not been as large as they were expected to be and Australian not being any too plentiful neither, a firmness has crept into the market in the Old Country.

There is some foreign make being im-

ported. Irish factory is still arriving, while some Siberian is expected next week. The former is being quoted at 26c and sometimes 27c, while the Siberian will be worth around 27½c.

New Zealand butter is expected toward January and February. At present buying prices it would have to be sold at 30c to net importers any profit.

Receipts of butter last week amounted to 8,063 packages, against 4,685 packages for previous week, and 7,002 packages for same week last year. Total receipts since May 1 have been 372,841 packages, against 567,662 packages for same period of 1906.

Only 3 packages were exported last week, against 5 packages for previous week and 482 packages for same week in 1906. Total shipments since May 1 amount to 66,769 packages, against 360,418 packages for same period last year.

THE PROVISION SITUATION

The decline spoken of last week has continued and the situation has become rather serious. "The English market is bad," said a prominent packer this week, "and there is much uncertainty as to what may happen in a few days." Danish deliveries were considerably lighter last week, as a result of the heavy shipments of the week before and this week's killings will probably also be lower. American shipments have also been light, the figures for last week aggregating 13,000, though this was somewhat above reports of the week before. Canadian shipments have been considerably lighter, and for the past three weeks have been at least 1,500 less than for the corresponding three weeks last year.

Prices offered for Canadian hogs have again declined, seemingly as a result of the bad condition of the English market. F.O.B. country points bring \$5.50 \$5.75 and fed and watered \$5.60 to \$5.75.

The money stringency continues to affect the situation materially. The Journal of Commerce, in its weekly review, gives some details in regard to this. The article says:

The past week has witnessed more activity in hog products, owing to the increased pressure to sell, because of financial stringency and some rumors of embarrassment among the packers, who are unable to get their usual bank accommodations at this season of the year, when their winter operations begin and the usual laying off of stock.

Receipts of hogs continued light also until the latter part of the week and offerings of cash stuff were not pressed, especially of lard; demand is equally slow and only for immediate wants, as

no one is buying anything he can avoid and sellers are demanding cash for what little they have as the packers did last week in the case of lard, until their offerings were so reduced that no cash could be bought in Chicago this week except in exchange for the November option at 40 to 45 cents premium. Yet, packers have been depressing the hog market and talking 4-cent hogs and have made considerable headway in the reduction of prices of nearly ¾c per pound, though farmers are said to have been holding back their hogs for cash.

The absence of heavy hogs lately would seem to indicate that they are not yet ready for market and are probably held for new corn to feed them. In beef products there has been no accumulation as yet and prices have scarcely declined, though by-products have been lower on inability to sell, except at a decline, owing to the stringency in money.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There has been no material change in prices of pork products since last week.

| | | |
|-----------------------------------------|-------|-------|
| Lard, pure, tierces | 0 12½ | 0 12½ |
| " " 56-lb. tubs | 0 12½ | 0 13 |
| " " 20-lb. pails, wood | 0 14½ | 0 14½ |
| " " cases, 10-lb. tins, 60 lbs. in case | 0 13 | 0 13½ |
| " " 5-lb. | 0 13 | 0 13½ |
| " " 2-lb. | 0 13½ | 0 13 |
| Lard, compound, tierces, per lb. | 0 09½ | 0 11½ |
| " " tubs | 0 10½ | 0 11½ |
| " " 20-lb. pails, wood | 0 12 | 0 12½ |
| " " 20-lb. pails, tin | 0 09½ | 0 10½ |
| " " cases, 10-lb. tins, 60 lbs. in case | 0 10½ | 0 11½ |
| " " 5-lb. | 0 10½ | 0 12 |
| " " 2-lb. | 0 10½ | 0 12½ |
| Wood, net; tin packages, gross weight— | | |
| Canadian short cut mess pork | 22 50 | 23 00 |
| Canadian short cut clear | 22 00 | 24 00 |
| American fat back | 23 00 | 23 50 |
| Breakfast bacon, per lb. | 0 13½ | 0 16 |
| Hams | 0 12 | 0 15½ |
| Extra plate beef, per bbl. | 14 00 | 15 00 |

BUTTER—The butter market is easier in feeling than it has been for some time past. There is a fair amount of business being done at a shade lower prices than last week. Dairy butter in tubs is scarce, but fresh supplies are expected shortly.

| | | |
|-------------------------|------|------|
| Creamery, choice, boxes | 0 27 | 0 58 |
| pound prints | 0 28 | 0 24 |
| Dairy, tubs | 0 25 | |

EGGS—Eggs continue very scarce. The demand is very active and prices continue firm. Very little new gathered stock is coming in.

| | | |
|---------|------|------|
| Selects | 0 26 | 0 27 |
| No. 1 | 0 23 | 0 24 |
| Seconds | 0 17 | 0 19 |

CHEESE—There is an easier feeling

in cheese this week, and prices have fallen off $\frac{1}{2}$ ¢ per pound on all grades.

| | | |
|-------------|------|------|
| Cheese, old | 0 15 | 0 16 |
| new, large | 0 13 | |
| twins | 0 13 | |

HONEY—There is very little white clover honey on the market. The demand for section honey is very brisk. Prices continue firm and a fair amount of business is being done.

| | | |
|-------------------------|------|------|
| White clover comb honey | 0 14 | 0 16 |
| Buckwheat, ext acted | 0 07 | 0 09 |
| Clover, strained, bulk | 0 11 | 0 13 |

TORONTO.

PROVISIONS—A slightly easier feeling prevails throughout the local market. Large arrivals of hogs have had a shading effect on lard and bacons, and a falling off in demand consequent on continued high prices is felt in other lines. Venison is being sold but the supply is not large enough to allow it to be generally quoted. Beef prices have fallen off slightly in consequence of dullness in fresh meat.

| | | |
|---------------------------------|-------|-------|
| Long clear bacon, per lb. | 0 10 | 0 11 |
| Smoked breakfast bacon, per lb. | 0 15 | 0 16 |
| Roll bacon, per lb. | 0 10 | 0 11 |
| Small hams, per lb. | 0 15 | 0 16 |
| Medium hams, per lb. | 0 14 | 0 15 |
| Large hams, per lb. | 0 13 | 0 14 |
| Shoulder hams, per lb. | 0 10 | 0 11 |
| Backs, plain, per lb. | 0 17 | 0 18 |
| " pea meal | 0 18 | |
| Heavy mess pork, per bbl. | 19 50 | 20 00 |
| Short cut, per bbl. | 22 50 | 23 00 |
| Lard, tierces, per lb. | 0 12 | |
| " tubs | 0 12 | |
| " pails | 0 12 | |
| " compounds, per lb. | 0 09 | |
| Plate beef, per 200-lb. bbl. | 12 50 | 13 00 |
| Beef, hind quarters | 8 00 | 9 00 |
| " front quarters | 8 00 | 9 00 |
| " choice carcases | 7 50 | 8 00 |
| " common | 4 50 | 5 50 |
| Mutton | 0 07 | 0 08 |
| Lamb | 0 08 | 0 09 |
| Hogs, street lots | 8 25 | 8 75 |
| Veal | 0 09 | 0 10 |

BUTTER—The continued high prices have had their effect on demand and prices are a shade easier in consequence. The quality continues uniformly good.

| | |
|----------------------|-----------|
| | Per lb. |
| Creamery prints | 0 30 0 31 |
| Creamery solids | 0 30 |
| Dairy prints, choice | 0 27 0 28 |
| " ordinary | 0 23 0 25 |
| " tubs choice | 0 23 0 25 |
| " tubs, ordinary | 0 21 0 23 |
| Baker's butter | 0 21 0 22 |

EGGS—A falling off in demand has had a slight effect on egg prices.

| | | |
|---------------|------|------|
| Eggs, candled | 0 22 | 0 23 |
| " selects | 0 27 | 0 27 |
| " mixed | 0 23 | |

CHEESE—Prices have come down another point under quiet business.

| | | |
|----------------|------|------|
| Cheese, 1-lrge | 0 13 | 0 14 |
| " twins | 0 14 | 0 14 |

HONEY—Little business is passing at the continued high prices.

| | | |
|-----------------------------|------|------|
| Honey, strained, 60 lb tins | 0 12 | 0 13 |
| " 10 lb tins | 0 12 | 0 13 |
| " 5 lb tins | 0 13 | |
| " in the comb, per doz. | 2 50 | 3 00 |
| Buckwheat honey, per lb. | 0 8 | 0 10 |
| " in comb, per doz | 1 25 | 1 50 |

POULTRY—Fowl are again scarce with a consequent boost in prices. After the heavy supplies sent in at Thanksgiving the farmers seem to be holding back their fowl for the Christmas market. Squabs are coming to be handled pretty generally by local dealers, being sold to the large hotels, where they appear later as quail on toast.

| | |
|--------------------------|--------------|
| | Live Weight. |
| Spring chickens, per lb. | 0 08 0 09 |
| Old fowl | 0 06 0 07 |
| Ducks | 0 08 |
| Geese | 0 08 |
| Turkeys | 0 12 |

| | |
|--------------------------|-----------------|
| | Dressed weight. |
| Spring chickens, per lb. | 0 12 0 14 |
| Old fowl | 0 09 0 10 |
| Ducks | 0 10 0 13 |
| Geese | 0 10 |
| Turkeys | 0 15 0 18 |
| Squabs, per doz | 2 50 3 00 |

WINNIPEG.

Cured Meats.

Quoted as follows:

| | |
|---------------------------------------------------------|----|
| Hams, selected, mild cure, 10 to 14 lb., 100-lb. crates | 17 |
| Bacon, selected, mild cure, 5 to 7 lb., 100-lb. crates | 24 |
| Backs, selected, mild cure, 8 to 10 lb., crates | 18 |

Sugar Cured.

Prices for 100-lb. sacks; add $\frac{1}{4}$ for 200 lb. boxes; $\frac{1}{4}$ for 100-lb. boxes; $\frac{1}{2}$ for 50-lb. boxes.

| | |
|------------------------------------------------------------|----|
| Hams, light, 10 to 14 average | 17 |
| Hams, medium, 14 to 16 average | 16 |
| Hams, heavy, 25 to 30 average | 16 |
| Hams, skinned, 20 to 25 average | 17 |
| Picnic hams, 6 to 10 average | 12 |
| Shoulders, 10-14 average | 13 |
| Breakfast bacon, clear, bellies, 8 to 10 lbs. | 18 |
| Breakfast bacon, clear, bellies, 10 to 12 lb. | 17 |
| Breakfast bacon, wide, 14-16, or strips 6-8 lb. | 16 |
| Clear backs, bacon, 8 to 10 lb. | 17 |
| Clear backs, bacon, 12 to 16 lb. | 16 |
| Spiced rolls, long | 16 |
| Spiced rolls, short | 14 |
| Dried beef hams, sets | 16 |
| English cured bacon, bellies, 14 to 18 average | 16 |
| Smoked beef tongues, choice | 18 |
| Smoked hams, boned and rolled, 3 cents per lb. additional. | |

Dry Salt Meats.

Prices for 200 lb. sacs; add $\frac{1}{4}$ for 200 lb. boxes; $\frac{1}{4}$ for 100 lb. boxes.

| | | |
|---------------------------------|-----------|---------|
| | Unsmoked. | Smoked. |
| Long clear sides, 50 to 75 lb. | 11 | 13 |
| Short clear sides, 45 to 60 lb. | 12 | 13 |
| Extra short clear, 35 to 50 lb. | 12 | 13 |
| Boneless backs | 13 | 14 |
| Clear bellies, 20 to 25 lbs. | 13 | 15 |
| Clear fat backs, 12 to 14 lbs. | 11 | 12 |
| Square shoulders, 14 to 16 lbs. | 12 | 13 |

Barreled Pork and Beef.

| | | | |
|-------------------------------|---------|-----|---------|
| | Brls. | Hf. | Brls. |
| Mess pork | \$25.00 | | \$13.00 |
| Short cut mess, standard | 26.00 | | 14.00 |
| Pig pork, boneless, bris-kett | 22.00 | | 12.00 |
| Selkirk bean pork, clear | 21.00 | | 11.50 |
| New mess beef | 12.00 | | 7.00 |
| New plate beef | 11.00 | | 6.50 |

Antonio Bonamico, general storekeeper, of Blairmore, Sask., is succeeded by Ganfroid & Dementric.

Mathias Rousseau, who has been conducting a general store at Warwick, Que., has assigned to A. Lamarche.

BUSINESS CHANCE

\$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
Table, Dairy and Cheese Salt,
Fine and Coarse Salt.
Write for Prices.
TORONTO SALT WORKS
Agents for **WINDSOR SALT**

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

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

ORDER NOW
Butter
Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

These are the Days to Sell Such Lines as

- Clark's Pork and Beans
- Clark's Concentrated Soups
- Clark's Vegetable Soups
- Clark's Assorted Soups
- Clark's Mince Meat

During cool weather Clark's Pork and Beans and Clark's Soups are in great demand. Suggest them to the shopper—a sale will result. From now on Clark's Mince Meat will sell. Obtainable in hermetically sealed tins, in pails, barrels and half barrels.

Drop me a line for prices

WM. CLARK - MONTREAL
Manufacturer

The utmost **Cleanliness**
and Experienced **Care**
is taken to **Cure**

O'MARA'S

Hams and Bacon

Under Government Inspection

JOSEPH O'MARA
Pork Packer, PALMERSTON

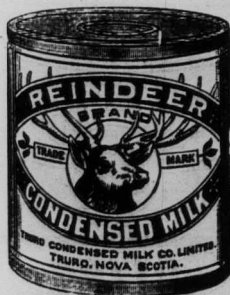
Quality and Satisfaction

With every tin of Milk and Cream you can guarantee your customer quality and satisfaction.

REINDEER
Condensed
MILK



JERSEY
Sterilized
CREAM



Sweetened.



Unsweetened.

You retain 30% profit

Truro Condensed Milk Co., Ltd., Truro, N.S.

By
Royal Warrant
Purveyors



To
H. M. King
Edward VII

There is only **one**

BOVRIL

Look to your stocks. The public demand will be brisk very shortly.

Supplies can be obtained from—

- | | | |
|---------------------------------|--------------------------|-----------------------|
| BOVRIL LIMITED, | 27 St. Peter Street | MONTREAL |
| W. S. CLAWSON & CO. | 11 and 12 South Wharf | ST. JOHN, N.B. |
| A. B. MITCHELL | Mitchell's Wharf | HALIFAX, N.S. |
| R. S. MOINDOE | 120 Church Street | TORONTO |
| W. L. MCKENZIE & CO. | 305 Ross Avenue | WINNIPEG |
| A. G. URQUHART & CO. | 336 Hastings Street West | VANCOUVER |

and from all wholesale houses throughout Canada

CEREALS AND CONFECTIONERY

Grain Markets Are Unsteady—Flour Declines in the East—Money Stringency Affects Movements of Wheat.

The advance in oat products prophesied last week has not as yet materialized. Oats are exceedingly scarce in the east and what shipments are arriving are of too inferior a quality to warrant any increase.

Flour has declined in eastern Canada as much as 20 cents per barrel, but this is not general and the market is not at all steady.

Local demand is very fair and considerable export business is being transacted through the chief Canadian and United States ports.

The wheat in store at the head of the lakes is not being brought out with anything like promptness. The movement a year ago was slow, but it improves by contrast with this year's. Despite the fact that the amount of grain received at Port Arthur and Fort William elevators this season has been less than in 1906, stocks in store at the Twin Cities already show an increase of 1,410,000 bushels and the grain is still piling up, this week's amount being 804,000 bushels in excess of the preceding week.

The Western wheat market has had brief periods of recovery, but at the beginning of the week cash wheat sold at three cents under the week before and there have been even further declines during the week. The Western banks still continue to assert that they are supplying all the money needed to move the crop, but those on the spot who ought to know state that this is merely a matter of form.

Receipts of wheat at Winnipeg recently have far outstripped the corresponding totals last year. Inspections on Saturday amount to 454 cars, compared with 199 cars in 1906. The grading returns were: No. 1 hard, 1 car; No. 1 northern, 52 cars; No. 2 northern, 85 cars; No. 3 northern, 164 cars; No. 4 northern, 34 cars; 163 cars of other grades and 15 of winter wheat. Forty-one cars of barley and 27 of oats were inspected.

World's shipments of wheat were 11,416,000 bushels, compared with 11,215,000 bushels last week and 11,000,000 a year ago. This exceeds expectations by about 1,415,000 bushels, but Russian shipments showed a sharp falling off, only amounting to 2,184,000 compared with 3,144,000 last week. Shipments of corn were 2,545,000 bushels last week 2,455,000, last year 4,915,000.

MONTREAL.

FLOUR—There has been a decline in prices of 20c a barrel. The market is quiet. There is a fair local demand, and a certain amount of export trade continues to be done through New York

and St. John, local navigation being practically closed for the season.

| | |
|------------------------------------|-----------|
| Winter wheat patents..... | 5 50 |
| Straight rollers..... | 4 70 4 80 |
| Extra..... | 4 00 4 10 |
| Royal Household..... | 5 90 |
| Glenora..... | 5 30 |
| Manitoba spring wheat patents..... | 5 90 |
| " strong bakers..... | 5 30 |
| Five Roses..... | 5 90 |

ROLLED OATS—The market in rolled oats is very brisk, and prices continue firm. It is becoming very difficult to obtain oats fit for milling purposes. There are very few offerings. Some small Western firms report the local market to be slightly easier than last week. No change in prices is noted.

| | |
|--------------------------------------|-----------|
| Fine oatmeal, bags..... | 3 40 |
| Standard oatmeal, bags..... | 3 40 |
| Granulated "..... | 3 45 |
| Gold dust cornmeal, 98-lb. bags..... | 2 25 |
| White cornmeal..... | 1 65 1 75 |
| Roller oats, 90-lb. bags..... | 3 35 |
| " 80-lb. bags..... | 3 10 |
| " bbls..... | 6 90 |

FEED—There has been a falling off in prices of about \$1 per ton. The market is a little easier, and demand continues good.

| | |
|----------------------------|-------------|
| Ontario bran..... | 22 00 23 00 |
| Ontario shorts..... | 24 00 25 00 |
| Manitoba shorts..... | 25 00 27 00 |
| " bran..... | 22 00 |
| Mouille, milled..... | 26 00 31 00 |
| " straight grained..... | 27 00 33 00 |
| Mill feed..... | 1 50 1 55 |

TORONTO.

FLOUR—Prices are still unchanged though the market is generally quiet.

A decline on the eastern markets has not been yet felt locally.

| | | |
|---------------------------|------|------|
| Manitoba Wheat. | | |
| 60 per cent. patents..... | 5 80 | 6 20 |
| 85 "..... | 5 50 | 6 50 |
| Strong bakers..... | 6 10 | 6 50 |

| | | |
|----------------------|------|------|
| Winter Wheat. | | |
| Straight roller..... | 4 90 | 5 20 |
| Patents..... | 5 20 | 6 50 |
| Blended..... | 5 25 | 6 40 |

CEREALS—The expected advance in rolled oats has not as yet materialized and quotations are even with those of last week. Oats are very scarce and what are coming forward are not of particularly desirable quality.

| | | |
|------------------------------------------------|----------|------|
| Roller wheat in barrels, 100 lbs..... | 3 05 | 3 25 |
| Roller oats, in wood, per bbl..... | 6 10 | 6 10 |
| " in bags, per bag 90 lbs..... | 3 17 1/2 | 3 25 |
| Oatmeal, standard and granulated, per bbl..... | 7 00 | 7 00 |
| " in bags, 98 lbs..... | 3 75 | 3 75 |

CANADIAN PRODUCE IN ENGLAND

Favorable Reports Regarding Recent Arrivals of Cheese, Eggs, Apples, Etc., in England.

P. B. MacNamara, Canadian Trade Commissioner in Manchester, in a recent report to the Department of Trade and Commerce, says that he is advised by Manchester commission merchants that Canadian cheese is arriving this year in much better condition than usual. "The market for Canadian eggs and bacon is particularly profitable to Canadian shippers at present," says Mr. MacNamara. "Apples and other fruit shipped to England this fall are arriving in particularly good condition and are commanding unusually high prices."

THE OLDEST MILL IN CANADA

POT AND PEARL BARLEY

GALEDONIA MILLS

John MacKay Limited - - - Bowmanville, Ont.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain. Importers of Foreign Products.

125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

Farmers I

The grocer here at t be very g price of al flour are v ing among will be no some time generally g tion of the

Very few Prince Edw ed so far t of potatoes usual. Mos market are they are q

There is kets, last vailing. S ter market 25c to 26c

Fresh eg price is hig for the sea urday fresh per dozen, time of ye are hard has been v laying, and cr. The o farmers ar lier this se

The fruit rived here ports, land raisins, gra

Ke... Having b sections of thi mail and wire largest concer information w

Sp... in Nova Scot

TH NU

THE CANADIAN GROCER
TRADE CONDITIONS IN NOVA SCOTIA

Farmers Discuss Produce Prices—Potato Imports Late in Arriving—Large Shipments of Salt and Dried Fish.

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Nov. 11.

The grocery markets are very steady here at the present time and trade be very good considering the high price of all food products. Prices of flour are very firm, but there is a feeling among some of the trade that there will be no further increase, at least for some time to come. Collections are generally good, considering the condition of the money markets.

Very few cargoes of potatoes from Prince Edward Island have been marketed so far this season. The importation of potatoes this year are later than usual. Most of the potatoes now on the market are Nova Scotia grown, and they are quoted at 50c per bushel.

There is no change in the butter markets, last week's high prices still prevailing. Some large tubs of dairy butter marketed during the week sold from 25c to 26c per pound.

Fresh eggs are very scarce and the price is high. The receipts are very light for the season. On the market on Saturday fresh eggs sold from 40 to 45c per dozen, something unusual at this time of year. The existing conditions are hard to understand. The weather has been very favorable for the hens laying, and the receipts should be larger. The only explanation is that the farmers are killing off their poultry earlier this season than usual.

The fruit steamer Jacona, which arrived here last week from Mediterranean ports, landed about 16,000 packages of raisins, grapes, nuts, figs and wine.

A meeting of some of the leading agriculturalists of Yarmouth county, was held at Yarmouth last week, when a spirited debate was carried on for upwards of two hours. One of the topics under discussion was the relative prices of farm produce in comparison with wages, and the prices of other commodities. Many of the speakers alluded to the fact that every class of artisan except the farmers, had formed unions for mutual protection. Following up the line of debate, a committee was appointed to draw up some resolutions, which would be laid before a future meeting. The action of the farmers is awaited with considerable interest.

Activity continues in the apple markets, high grade stock commanding good prices on the local markets. Large shipments are still being made to the European ports.

The receipts of dry and pickled fish at this port are now very heavy. Among the arrivals last week were the schooner Plekoma, from the Canadian Labrador, with 1,100 qtls. cod; Alice E., from the same place, with 300 qtls. cod; the Reliance, from Boutitier's Cove, with 65 barrels pickled herring, and the Rising Sun, from Prospect, with 55 barrels of herring. The steamer Rosemary, from Port Monton, had 200 barrels of herring; the schooner Werra, from Bay St. George, Newfoundland, had 938 barrels of herring, and 162 qtls. of cod. The schooner St. Patrick brought 200 qtls. cod and 39 barrels of herring from Larry's River; the Annie May, from May Bay, had 50 barrels of herring, and 30 qtls. of cod; and the steamer Acadia brought 600 packages of dry and pickled fish from La Have.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

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

THE MOST NUTRITIOUS COCOA

Permanently Perfect!



The trouble with most crackers is that they don't keep fresh very long. They get soggy. But

MOONEY'S Perfection Cream Sodas

are as fresh, crisp and tasty when your customer gets down to the last row in the package as they were when they left the oven.

Isn't this a selling point worth your while looking into?

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

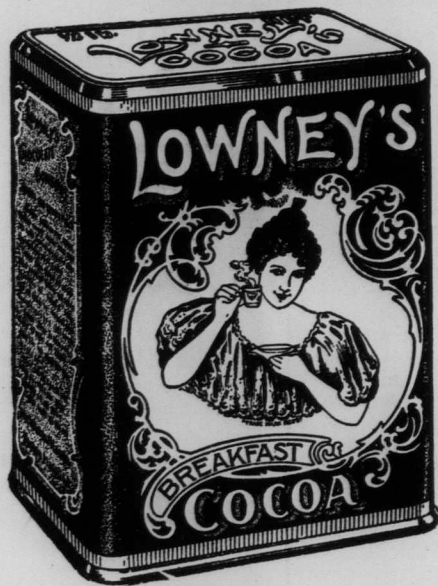


COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents: **J. & G. COX, Ltd.**
 C.E. Colson & Son, Montreal
 D. Masson & Co., "
 A. P. Tippet & Co., "
 Gorgie Mills
 EDINBURGH



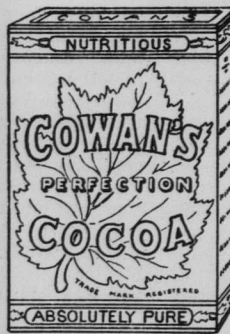
The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN

COWAN'S

Cocoa and Chocolate

is absolutely Pure!



But that isn't all! Without in the least degree affecting its absolute purity, we have given Cowan's Cocoa and Chocolate a flavor which is both the envy and the despair of other manufacturers. That's why "once a Cowan customer, always a Cowan customer," has come about.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Mott's

"Diamond" and "Elite"
brands of

Chocolate

For perfection, purity, uniform quality and working results have no equal in Canada.

You are in business in Canada, use and support Canadian made goods.

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

SELLING AGENTS:
J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver

Dealers

LAMONT



The C

VANCOU
WINNIPE

FOR SALE

A GROCERY BUSINESS NETTING OVER \$5,000.00 PER ANNUM

This is one of the very best opportunities of its kind in Montreal.

The owner is retiring on account of illness. He has built up a remarkably successful business—the best in Point St. Charles. He is the owner also of the buildings, and that offer is one of the very few good ones which sometimes occur.

We are prepared to give figures which will satisfy the most skeptical that there is a fortune in this opportunity. It is a very well-known business, and will greatly surprise anyone interested, when they know which one it is. There is a liquor license in connection with same, and is certainly situated in the best part of Point St. Charles. Apply to

THE HENRY SMITH PROMOTION CO.

Bank of Ottawa Building. Tel. M. 1360.

MONTREAL.

Dealers are requested to write for special free deal.



LAMONT, CORLISS & CO., 27 Common St., MONTREAL



WHEN SELLING COCOANUT

why not push

WHITE MOSS

Canada's First and Old Reliable
Brand?

There is Profit in it and Satisfaction, too.

The Canadian Cocoa Nut Co. 613-619 LaGauchetière Street West, **MONTREAL**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS.
WINNIPEG J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY

Just What You Want For Christmas Trade

You need a first-class line of biscuits. The kind that are **distinctly different**—Something tasty, artistic, of quality. Must be nicely wrapped. We have what you want.

Pernot's Biscuits

¼ lb., ½ lb., 1 lb., 2 lb., 4 lb., 9 lb., air-tight tins—
all sizes to suit all fanciers. These are really something fine (manufactured at Dijon, France) and a trial convinces.

If you do not know them drop us a card. That only costs you **one cent** and it may mean much for you.

Leon Fontanel & Co.

4-6 St. James St., MONTREAL

20 Reamur St., Paris (France)

**Milk is
Scarce**

FUSSELL'S

BUTTERFLY BRAND

Condensed Milk

Red Butterfly

Evaporated Cream

Silver Butterfly Brand

Unsweetened Milk

White Butterfly Brand

Thick, Rich Cream

Golden Butterfly Brand

Can Be Shipped

Prompt from

Europe

Prepared in the Highlands of Norway and Austria

TEN GOLD MEDALS AWARDED

Contractors to the British, German and Norwegian Governments

FUSSELL & CO.

LIMITED

LONDON, ENG.

CABLE ADDRESS: "Fussellato," London. A.B.C. 4th and 5th editions.

Or Particulars and Prices of the Agents,

**JOHN W. BICKLE & GREENING
HAMILTON**

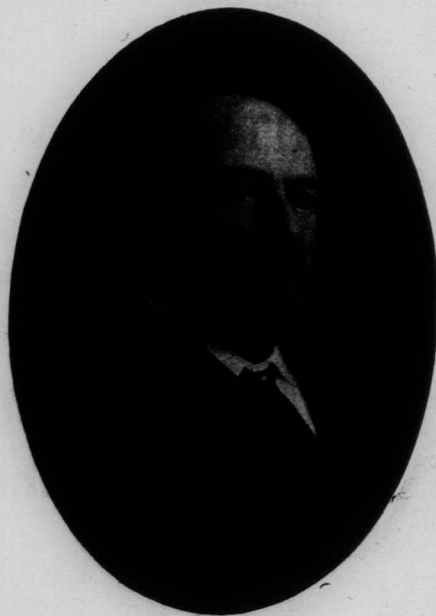
**CARMAN, ESCOTT & CO.
WINNIPEG**

NOMINATIONS FOR D. C. T. A.

Officers Next Year Will Include Prominent Members of Grocery Trade.

The Dominion Commercial Travelers' Association held a meeting for nomination of officers for the ensuing year, in Montreal, on Saturday evening, November 9. The nominations are as follows.

President—W. J. Egan, of W. R. Brock Co., Limited; Geo. A. Mann, of J. L. Cassidy & Co.; R. C. Wilkins, of R. C. Wilkins & Co. Vice-president—J. B. Giles, of Drummond, McCall Co.; S. Mathewson, of Mathewson's Sons. Treasurer—Max Murdock. S. J. Carter was nominated, but withdrew. Directors, to take the place of the five retiring directors—L. W. Anderson, of Greenshields, Limited; Hugh Glassford, and J. A. Dawson, of Lyman-Knox; P. M. Lemaitre, of the Salem Co.; A. O. Thibeau, of Menzie Wall Paper Co.;



S. J. Mathewson.

Chas. Petrie, of Hart & Adair; F. N. Piequart, S. D. Stuart and E. Duckett, of A. McDougall.

It was decided to close the poll December 13 at 5 p.m.

In business afterwards discussed it was decided to hold a dinner as usual and a dinner committee of eighteen members was appointed.

About seventy-five members were present, and throughout the liveliest interest was shown.

Several of these nominees are prominent in the grocery trade in Montreal. S. J. Mathewson, one of the candidates for vice-president, is one of Montreal's leading wholesale grocers and has innumerable friends, in the grocery trade and other business lines, who will give him the warmest support in the race for the vice-presidency.

"S. J.," as he is known to his confreres in the grocery trade, entered up-

on his business career when he was but 15 years of age, and from the very first he aimed at success. He entered the employ of his father, the late J. A. Mathewson, and eight years later, at 23, he was given a partnership. That was in 1884. Since that time he has been continually connected with the old house of Mathewson.

There are few men in Montreal who can give him pointers on the grocery business. He has made it a life-study, and has a surprisingly intimate knowledge of the various lines handled by the firm.

Mr. Mathewson is a booster of the most optimistic kind. He is native-born, and thinks there is no place like Canada. By the same token he is a fighter in the cause of right, and a thorough believer in the square deal. Charitably inclined, few know of his donations to good causes, but he has a host of friends among the unknown to society, the unfortunates who have not been blessed with health and the ability to earn their own living.

If Mr. Mathewson is not elected it will be no fault of his. As he said himself: "The boys want me to run. I will. I am in the field, and I am there to stay."

He has been 26 years an active member of the association.

R. C. Wilkins, nominated for the presidency, has been 26 years a member of the association and has served two years as director, and has been twice elected by acclamation as treasurer which office he now holds.

He is well-known to the travelers and business men of Canada from ocean to ocean; is a member of the Montreal Board of Trade, and a member of the executive council of the Canadian Manufacturers' Association.

Mr. Mathewson, having retired from active traveling, can give the time necessary to the affairs of this important association. Last year his firm gave \$1,000 to the hospital fund, which donation aided greatly in the endowment of a travelers' cot in both the General and Notre Dame Hospitals. He is a member of the Montreal Board of Trade.

NEW CROP BROOM CORN.

The new crop of broom corn has just arrived in Canada and all brooms are now being made from the new season's corn. Brooms of all kinds will be held very firm this year, as all old stocks were exhausted and several factories were forced to close down for lack of material. There is no chance of brooms being any lower in price, and merchants should order early for fall and winter trade, as factories will soon be unable to make prompt deliveries unless orders are placed in advance.

Chausse & Co., Montreal, have opened a branch office in Ottawa at 49 Anglesea Square, where wants of customers in Ottawa and district will in future be looked after.



TALK may sell inferior goods once but QUALITY holds trade and confidence—

The inimitable quality of "the original and genuine"

Lea & Perrins' Worcestershire Sauce

is the grocer's best asset for family trade in table condiments.

Stick to the "only original and genuine"

J. M. DOUGLAS & CO., MONTREAL

Established 1857

Canadian Agents.



Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

FRUITS, VEGETABLES AND FISH

New Oranges and Lemons Arriving—Good Demand for Hot-house Vegetables
—Fresh Arrivals Keep Fish Markets Active.

With the disappearance of almost all lines of Canadian green fruits from the markets, foreign goods are being demanded much more strongly. Porto Rican and Florida oranges are arriving in quantity and the quality is pretty good. New crop Messina lemons have also arrived and though they are in most cases rather green, the quality is generally good.

Even with the season's high prices for produce the public is demanding seasonable green stuff, and in the absence of Canadian truck, considerable American goods are being brought in. California celery and hothouse lettuce and cucumbers are selling well at fancy prices.

Regular late fall business keeps the fish markets active. Two or three lines of lake fish are out of season, but, peculiar to say, are still being offered. Haddock continues exceedingly scarce, but cod is coming forward in somewhat larger quantities.

MONTREAL.

GREEN FRUITS—Porto Rico sweet oranges are arriving. These are the only sweet oranges now on the market, as the season for Floridas is somewhat later. This is the first season Porto Ricos have been offered on the local market. The quality is very good, being considered in every respect equal to first-class Floridas. They are being quoted at \$4.75 per box. The season for Canadian grapes is practically over. Generally speaking, this year's fruit is superior in quality to last year's especially Spanish grapes, which are very fine. The market continues steady in feeling.

| | | |
|-------------------------------------|-------|-------|
| Bananas, fine stalk..... | 1 75 | 2 00 |
| " jumbos..... | 2 00 | 2 25 |
| Cocoanuts, per bag..... | 4 60 | |
| Lemons..... | 3 75 | 4 00 |
| Porto Rico oranges, box..... | 4 75 | |
| Jamaica oranges, bbl..... | 5 10 | |
| Nassau grape fruit, box..... | 4 50 | 5 00 |
| Florida grape fruit, box..... | 7 10 | |
| California grapes, crate..... | 3 00 | |
| Almeira Grapes, keg..... | 4 00 | 6 51 |
| Cape Cod cranberries, bbl..... | 9 00 | 12 00 |
| Nova Scotia cranberries, bbl..... | 10 50 | |
| Apples lameuse, bbl..... | 3 50 | 4 50 |
| " other fall varieties, bbl..... | 3 25 | 5 10 |
| Canadian grapes, basket..... | 1 40 | 0 75 |

VEGETABLES—Domestic tomatoes are finished, and their place is being filled by imported goods from California. Potatoes continue very scarce, especially the best quality. The New Brunswick crop, on which the local market largely depends, is very unsatisfactory. An advance in prices is anticipated. There is a very limited demand for mushrooms. The cabbage crop has been very abundant, and the vegetables of excellent quality. On the whole the market continues steady, and rather quiet, owing to high prices and the scarcity of money, which is affecting all business.

| | | |
|------------------------------------------|------|------|
| Parsley, per doz. bunches..... | 0 10 | 0 15 |
| Sage, per doz..... | 0 60 | |
| Savory, per doz..... | 0 60 | |
| Cabbage..... | 0 30 | 0 35 |
| Turnips, bag..... | 0 75 | |
| Celery, doz..... | 0 25 | 0 75 |
| Water cress, large bunches, per doz..... | 0 75 | |
| Radishes, doz..... | 0 10 | 0 15 |
| Spinach, per box..... | 0 50 | |
| Green peppers, bag..... | 1 00 | |

| | | |
|--------------------------------------|------|------|
| Boston hot house cucumbers, doz..... | 1 50 | |
| Potatoes, per bag..... | 0 75 | 0 80 |
| Sweet Potatoes bbl..... | 3 75 | 4 00 |
| Sweet Potatoes, basket..... | 1 75 | 2 00 |
| Beets bag..... | 0 75 | |
| Carrots, bag..... | 1 25 | |
| Tomatoes, box, 30 lbs..... | 0 15 | 0 20 |
| Corn, doz..... | 0 65 | 0 75 |
| Spanish onions, small crates..... | 2 00 | 2 25 |
| " large crates..... | 0 01 | 0 01 |
| Canadian onions, lb..... | 1 00 | |
| Boston lettuce, per doz..... | 1 00 | 1 25 |
| Mushrooms, per lb..... | 0 20 | |
| Horse radish, per lb..... | 0 20 | |

FISH—The season for fresh salmon is over, and frozen stock is taking its place. A considerable quantity of bullheads are coming in. Haddies continue firm owing to the scarcity of haddock. There is an active demand for all kinds of salted and pickled fish, especially for green cod and salt herrings. The demand for oysters is good, supplies continuing light.

| | | |
|------------------------------------------|-------|-------|
| Fresh and Frozen Fish. | | |
| Haddock, express, per lb..... | 0 05 | 0 10 |
| Halibut, express, per lb..... | 0 08 | 0 10 |
| Mackerel, express, per lb..... | 0 09 | 0 10 |
| Dore, "..... | 0 08 | 0 10 |
| Pike, lb..... | 0 08 | |
| Market cod, lb..... | 0 04 | 0 04 |
| Steak cod, lb..... | 0 06 | 0 07 |
| Whitefish, lb..... | 0 07 | 0 10 |
| B.C. salmon, lb..... | 0 08 | 0 10 |
| No. 1 Smelts, lb..... | 0 08 | 0 10 |
| Dressed bullheads, lb..... | 0 10 | |
| Smoked and Salted— | | |
| New haddies, boxes, per lb..... | 0 07 | 0 08 |
| Smoked herring, per small box..... | 0 15 | |
| Prepared and dried— | | |
| Boneless cod, 100 lb. cases..... | 5 25 | |
| Boneless cod, 20 lb. boxes..... | 0 06 | 0 08 |
| Boneless fish, 20-lb. boxes, bricks..... | 0 06 | |
| Boneless fish, 25-lb. boxes, per lb..... | 0 05 | |
| Shredded cod, 2 doz., per case..... | 1 80 | |
| St. John bloters box..... | 1 00 | |
| Oysters— | | |
| Standards, bulk, per imp. gal..... | 1 41 | 1 50 |
| Standards, imp. qt. tins, sealed..... | 0 40 | |
| Selects, bulk, gal..... | 1 60 | 1 70 |
| Malpeques, bbl..... | 10 00 | 14 00 |
| Caraquets, bbl..... | 6 00 | 9 00 |
| Paper pails, 100, pint size..... | 0 80 | 1 10 |
| " 100, quart size..... | 1 00 | 1 50 |
| Pickled fish— | | |
| No. 1 Labrador herring, per bbl..... | 6 00 | |
| " per half bbl..... | 3 25 | |
| No. 1 N.S. herring, half bbls..... | 2 75 | |
| " bbls..... | 5 25 | |
| No. 1 Mackerel, pails..... | 1 80 | 2 00 |
| No. 1 sea trout, 100 lb. kegs..... | 6 00 | |
| No. 1 sea trout, 200 lb. bbls..... | 11 00 | |
| No. 1 Green cod, per 200 lbs..... | 7 50 | |
| Small " " " "..... | 6 00 | |
| Large " " " "..... | 8 00 | 8 50 |
| No. 1 Green haddock, per 200 lbs..... | 6 00 | |
| Labrador Salmon, 1-bbls..... | 7 00 | 7 50 |
| Salt sardines, bbl..... | 5 00 | |
| " 1/2-bbl..... | 3 00 | |
| No. 1 salt cels, lb..... | 0 07 | 0 08 |

TORONTO.

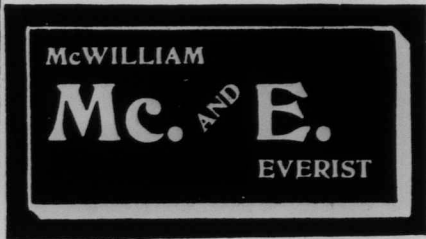
GREEN FRUITS—The market is a little brisker this week, with an encouraging demand. Several lines of new crop fruit are creating considerable interest. New Messina lemons are on the market in considerable quantity and though arrivals are rather green, the quality is generally pretty good. Florida oranges are also arriving well and are selling pretty freely. A good supply of Canadian grapes, probably the last of the season, was on the market early in the week, but the quality was not particularly inviting. Apple prices continue firm.

| | | |
|---------------------------------------------|------|------|
| Oranges, Jamaicas, per bbl..... | 5 60 | |
| " Florida's new..... | 4 70 | 4 50 |
| Lemons, California, 240, 300, 360, 420..... | 4 75 | 5 00 |
| " Verdillis 300's 360's..... | 3 00 | |
| " Messinas, new crop..... | 3 75 | 4 50 |
| Grape fruit, 5 1/2, 8 1/2, 9 1/2..... | 4 50 | |
| Apples, spies per bbl..... | 3 00 | 3 50 |
| " greenings, per bbl..... | 2 50 | 3 00 |
| " culverts..... | 2 00 | 2 50 |
| " Fall pippins..... | 2 00 | 2 50 |
| " snows..... | 2 50 | 3 00 |
| Bananas, Jamaica firsts, per bunch..... | 1 65 | 1 75 |

APPLE EXPORTERS

The fruit merchants of Great Britain would do well to correspond with us regarding

CANADIAN APPLES



25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

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.

Bananas, jumbo
Bananas, 8 hand
Bananas, Firsts
Grapes Canadian
Quinces, per has
Cranberries per
Almeira grapes.

VEGETA

ket brought
the week a
Ontarios a
higher. Ne
tinue to b
fornia cele
trisp and t
market and
house cucur
some quant
that cares
ket general

New Brunswick
New potatoes, C
Sweet potatoes
Onions, Spanish
Beets, per bag
Carrots, Canadia
Cauliflower, per
Parsley, per doz
Egg plant, per ba
Celery, Canadia
" california,
Lettuce, importe
Cucumbers, impo

FISH—SH

Columbia a
ing in quant
fish show a
which has
quote for s
again, thou
Business in
ticularly go

Perch, large, per
Blue pickerel, per
White fish, Georg
Whitefish, winter
Haddock, fresh co
Herring, medium
" jumbo,
British Columbia
Qualla, per lb...
Trout, fresh, per
Ciscoes, per bask
Labrador herring
Halibut, fresh ca
Shredded cod, per
Halifax fish cakes
Acadia tablets, pe
Live lobsters...
Bluefins, small wi
Mackerel medium
" large
Finnan Haddie, p
Oysters, per gal...
Shell oysters, blu
Bloters box
Kipperd Herring

EARLY C

Troubles A
Municip

Edmonton
an early-cl
of the by-la
are given in
our correspo

After a
five months
at last been
oil, as it w
legal. The
Association
the other un
deavor to ha
and there wi
in the city

The city
in force las
progressing
open summon
ice after
for closing.
the magistra
missed it, h

| | | |
|-------------------------|-------|-------|
| Bananas, jumbo bunches | 2 00 | 2 25 |
| Bananas, 8 hands, green | 1 25 | 1 35 |
| Bananas, Firsts | 1 65 | 1 75 |
| Grapes Canadian | 0 20 | 0 25 |
| Quinces, per basket | 0 50 | 0 60 |
| Cranberries per bbl | 11 50 | 12 50 |
| Almeria grapes, per keg | 5 50 | 7 00 |

VEGETABLES—A firm potato market brought prices up a notch during the week and both New Brunswicks and Ontarios are quoted about five cents higher. New Brunswick arrivals continue to be of irregular quality. California celery, which looks exceedingly crisp and tasty, is just coming on the market and Boston lettuce and hot-house cucumbers are being supplied in some quantities for the class of trade that cares to pay high prices. The market generally is fairly active.

| | |
|------------------------------------|------|
| New Brunswick Delaware, per bag | 0 95 |
| New potatoes, Canadian, per bushel | 0 90 |
| Sweet Potatoes (Jersey), per bbl | 3 00 |
| Onions, Spanish, per case | 2 40 |
| Beets, per bag | 0 75 |
| Carrots, Canadian, per lb | 0 60 |
| Cauliflower, per doz | 1 50 |
| Parsley, per doz | 0 25 |
| Egg plant, per basket | 0 30 |
| Celery, Canadian, per doz | 0 35 |
| " California, per doz | 0 75 |
| Lettuce, imported | 1 35 |
| Cucumbers, imported, per doz | 1 40 |

FISH—Shipments from both British Columbia and Atlantic ports are arriving in quantity, with quality good. Lake fish show a small falling off. Cod, which has not been plentiful enough to quote for several weeks, is procurable again, though the supply is still scanty. Business in all lines of dried fish is particularly good.

| | | |
|------------------------------------|------|------|
| Perch, large, per lb | 0 07 | 0 08 |
| Blue pickerel, per lb | 0 06 | 0 08 |
| White fish, Georgian Bay, per lb | 0 12 | |
| Whitefish, winter caught, per lb | 0 10 | |
| Haddock, fresh caught, per lb | 0 07 | 0 08 |
| Herring, medium, per lb | 0 07 | 0 08 |
| " jumbo, per lb | 0 07 | 0 08 |
| British Columbia salmon, per lb | 0 10 | |
| Qualla, per lb | 0 10 | |
| Trout, fresh, per lb | 0 11 | |
| Ciscoes, per basket | 1 00 | 1 25 |
| Labrador herring, per bbl | 5 00 | 5 50 |
| Halibut, fresh caught | 0 10 | |
| Shredded cod, per lb | 0 08 | |
| Shredded cod, per doz | 0 95 | |
| Halifax fish cakes, case | 2 40 | |
| Acadia tablets, per case | 4 80 | |
| Live lobsters | 0 20 | 0 35 |
| Bluefins, small white, per lb | 0 20 | 0 07 |
| Mackerel mediums, each | 0 12 | |
| " large | 0 25 | |
| Finnan Haddie, per lb | 0 09 | |
| Oysters, per gal | 1 80 | 1 85 |
| Shell oysters, blue pints, per 100 | 1 50 | |
| Boaters box | 1 50 | |
| Kipperd Herring | 1 75 | |

EARLY CLOSING IN EDMONTON.

Troubles Among the Grocers Over—Municipal By-law Involves City Council.

Edmonton is in turmoil just now over an early-closing by-law. The history of the by-law and the present situation are given in the following article from our correspondent in that town:

After a chequered life of four or five months the early-closing by-law has at last been repealed by the city council, as it was feared that it was not legal. The Retail Clerks' Protective Association will take up the matter with the other unions in the city in an endeavor to have the by-law passed again and there will likely be interesting times in the city shortly.

The city had an early-closing by-law in force last year and everything was progressing satisfactorily until the police summoned an offender for keeping open after 6.30, the prescribed hour for closing. Dr. C. H. Stuart Wade, the magistrate who heard the case, dismissed it, holding that the by-law was

NEW RIPE LEMONS

Our "**Home Guard Brand**" is the very top notch in quality.

"**Just as good as Home Guard**" is often heard.

FIRST NAVEL ORANGES

Our First Car for season arrives Wednesday.

CALIFORNIA CELERY

We are now receiving regular cars. Stock large and handsome.

WHITE & CO., Limited

HAMILTON **TORONTO**

32 and 34 YORK STREET. Cor. FRONT and CHURCH

(THE BUSY CORNER.)

Tracuzzi Says:—

"You will find I pack my "St. Nicholas" with the quality others use to **TOP** their Boxes."

A word to the wise—'Nuf sed.

W. B. STRINGER & CO., Sole Agents, TORONTO

Our First Car

FANCY ALMERIA GRAPES

is here

Prime Quality, long-keeping Handsome Fruit

NEW FIGS

Celebrated "CAMEL" brand, A. Hamparzum's Packing, Finest Quality.

3, 5, and 7 Crowns, 10-lb. boxes.

FIRST NEW DATES

Due this week

We would be pleased to have your orders.

HUGH WALKER & SON

Established 1861

Guelph, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Almeria Grapes

Splendid crop with a dry season is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your Dominion. C. & F. rates to all points.

For closest market rates apply to

ANDREW WATSON

91 Place d'Youville, - Montreal

STUART WATSON & CO.

P.O. Box 144, - WINNIPEG

Proprietors,

FRED^M. FISHER & SONS

Green Fruit Experts

"St. Magnus" House,

LONDON, - ENGLAND



QUEEN QUALITY PICKLES

Sweet—Mixed and Chow

Bulk Pickles

Tomato Catsup

Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

null and void. The city was without an early-closing by-law after that and the merchants closed their stores any old time they chose. When the new council was elected for this year they passed another early-closing by-law. This was in force for about a month until a case was tried and thrown out as the by-law had not been properly advertized. Once more the council set to work and in spite of the opposition of some of the aldermen and ratepayers, succeeded in finally passing the by-law. Two or three cases of violation of this by-law were brought up before Police Magistrate Cowan and fines of \$10 and costs imposed. The cases were promptly appealed to the Supreme Court.

During this time there has been a strong agitation among the east-end store-keepers against this early-closing by-law. These were, for the most part, some of the smaller merchants in the city who did much of their business in the evening with workingmen. They presented several petitions to the council to have the by-law rescinded and this persistent agitation on the part of these merchants resulted in its repeal. The aldermen held that it was not good policy to insist upon the operation of a by-law when there was doubt as to its legality or when a large number of the ratepayers were opposed to it. As Mayor Griesbach said when the matter was under discussion: "The unanimity of the council in repealing the by-law was created by grave doubts as to whether this by-law would stand the test of a judicial decision." With the by-law repealed, the council would have a clean slate next year for preparing another by-law if the people desired it.

As to whether there should be an early-closing by-law in the city there is a division of opinion among the citizens. Jasper Avenue merchants, and indeed, all of the merchants who do an extensive business, are in favor of

such a by-law, as the retail merchants would then be all on the same basis. Those merchants, however, who are located on the side streets or on the outskirts of the city, are bitterly opposed to such a by-law and state that they will do all in their power to prevent the enforcement of such a law. They argue that a man has a perfect right to keep his place of business open after six o'clock if he wishes. It might be a hardship on the clerks, but as one alderman put it: "They have their remedy for injustice along this line by forming an association or union for their protection." If such an association were formed and came to the council asking for certain hours of labor, the aldermen would be in favor of fixing these hours, providing the by-law of the association did not prohibit a clerk from working after hours if he wished.

The clerks, however, are not viewing the action of the council in repealing the early-closing by-law with equanimity and are determined to do all in their power to have the by-law passed again. They have recently formed a Retail Clerks' Protective Association and they are only waiting until they receive their charter when they will take prompt action in the matter. They intend then to appeal to the council, to their employers, and to the citizens generally to have an early-closing by-law passed and enforced, and if their efforts are not successful they will probably enlist the sympathy of the union men in the city and call a general strike.

It is hardly probable that anything further will be done this year in the matter. November is already well under way and the term of office of the present city council is drawing to a close. The municipal elections take place early in December and probably one of the first questions that will confront the council of 1908 will be the early-closing question.

Jamaica Oranges

Fine goods, \$5.00 per barrel.

Cranberries

Carload fancy stuff just arrived.

The Dawson Commission Co.

Consignments of Farm Produce Solicited

Toronto

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

J.V DE YBARRONDO & CO

Successors to James Violett & Co

IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS

R^o ROSE CHOICE

SUPERIOR EXTRA

EXCELSIOR

EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED

GREEN PEAS OLIVE OIL

MUSHROOMS SARDINES &

BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables,

Pure White Wine Vinegar,

Clarets, Brandies and Champagnes.



ATLANTIC FISH COMPANIES

NOVA SCOTIA LIMITED



PACKERS OF PURE FISH PRODUCTS

"HALIFAX" - - "ACADIA" "ATLANTIC" - "BLUE NOSE"

BRANDS OF



Prepared Boneless Codfish

EVERYTHING IN ATLANTIC SEA FOODS
SOLD BY LEADING GROCERS FROM ATLANTIC TO PACIFIC

There isn't a cleaner, nor an easier line to handle at this season of the year.

Quality and Satisfaction

is what you get in every can of

BRUNSWICK BRAND GOODS

We have now New Pack of

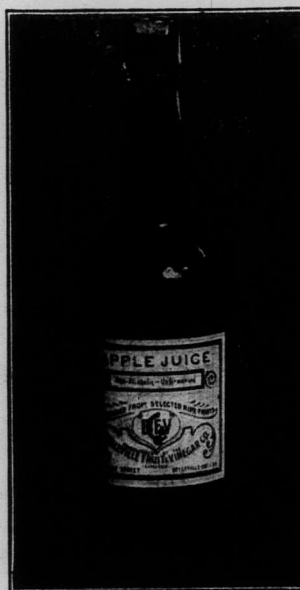
CLAMS and SCALLOPS

We guarantee every can

Connors Bros., Limited

Black's Harbour, N.B.

MONEY IN IT!



There is money to be made by every grocer who handles our

Pure Apple Juice

for drinking purposes. The quickest and most constant seller of its kind ever put on the market.

Write and Ask Us

about it, and about our other customer-pleasing lines.

The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE

ONTARIO

New Smoked Fish

Grocers, we wish to call your attention to these lines :

Finnan Haddies
Yarmouth Bloaters
St. John Bloaters
Kippered Herring

All fresh cured stock, received daily.

Orders filled promptly. All other kinds in season.

Write for Prices.

P. O. Box 659. Long Distance Telephones.

LEONARD BROS.

20-26 Youville Square
MONTREAL

St. John N.B., Grand River, Gaspe

Good Cans Carry Out The Idea of Quality

You, packers of meats and canned goods, endeavor to instil into the mind of the trade and the public, the quality of your goods.

If your cans are indifferently made, and of poor material, your goods will quickly show it.

Material and workmanship count for more to-day than ever before. You cannot afford to use cans poorly made or of poor material.

Our cans give you every satisfaction We make all varieties.

Give us a trial order.

ACME CAN WORKS
Montreal



WE MAKE A FEATURE OF

Telephone and Telegraph Orders

FRESH, FROZEN, SALT, SMOKED
FISH and OYSTERS

A Trial Order Will Prove the Quality of Our Goods

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors 76 Colborne St. TORONTO

F. T. JAMES. - Manager

Cereal

The
 during
 in the
 tarios
 and on
 cents.
 to have
 able th
 The de
 frighten
 and it c
 as all t
 ing pre
 off for
 them
 chant r
 it the v

With
 the pr
 down, l
 siderabl
 dropped
 lower,
 half a

In th
 lines, t
 price h
 plentiful
 Notwith
 being s
 keeps u
 though
 class s

Owin
 in the
 an agit
 passed

Indic
 of grain
 and C
 bushels
 C.P.R.
 than
 have be
 under o

"A s
 movem
 in the
 board.
 is ship
 tion to
 of navi
 latenes
 quent
 transpo
 lake or
 this ye
 usual a
 siderab
 adian
 321,000
 route
 shore
 John,
 Atlant
 pool.

"It
 short
 lakes t
 portion
 find its
 An i

TRADE NEWS OF NEW BRUNSWICK

Cereals Have Dropped in Price—Produce Markets Generally Dull—Large Grain Shipments From West.

St. John, N.B., Nov. 11, 1907.
The feature of the grocery markets during the past week was the decline in the price of all grades of flour. Ontarios dropped 15 cents on Thursday and on Friday Manitobas went off 20 cents. The advance in all grades seems to have been stopped, and it is probable that prices will not go any higher. The decline will have a tendency to frighten buyers, the local jobbers think, and it came at a very inopportune time as all the wholesalers have been carrying pretty heavy stocks. If it had held off for a while it would have suited them much better, but as one merchant remarked, "We can't always have it the way we want it."

With the marketing of the new crop the price of oats is beginning to go down, but middlings have advanced considerably in price. Cornmeal has dropped 15 cents, beans are slightly lower, lard is easier, compound being half a cent lower than last quotations.

In the provision and country produce lines, the market is dull. While the price has not advanced, beef is not so plentiful and pork is a little higher. Notwithstanding the large quantities being shipped in, the price of potatoes keeps up. Butter and eggs are steady, though fancy prices are asked for first-class stock.

Owing to the large trade being done in the province in partridges this fall, an agitation is on foot to have a law passed prohibiting their sale.

Indications point to large shipments of grain this season through the I.C.R. and C.P.R. elevators. Over 300,000 bushels are now on their way to the C.P.R. elevator and advices of more than 100,000 bushels for the I.C.R. have been received. A Montreal despatch under date of Nov. 7, says:

"A striking feature of the fall wheat movement on the C.P.R. is the increase in the all-rail shipments to the seaboard. As a general rule, little wheat is shipped to the coast for transportation to the Old Country until the close of navigation. Possibly, owing to the lateness of the harvest, and the consequent rush of wheat, for any kind of transportation eastward, whether by lake or rail, the shipments by rail have this year started weeks earlier than usual and are already assuming considerable proportions. Already the Canadian Pacific has shipped no less than 321,000 bushels of wheat by the all-rail route from the west over the north shore section through to West St. John, whence it will be loaded on the Atlantic boats for shipment to Liverpool.

"It is expected that owing to the short wheat shipping season on the lakes this year an unusually large proportion of the western wheat crop will find its way to St. John by rail."

An important change was announced

at St. Stephen last week. Ganong Bros. have disposed of their retail confectionery and cigar business to Hill Grimmer, V. V. Vanstone and others, and will retire from this field of their activities. The new firm are fitting up the store formerly occupied by Grimmer Bros., grain and feed merchants. Grimmer Bros. have disposed of their business to Thos. R. Speedy, who will carry it on in the store adjoining.

The cheese and butter factory at Salisbury owned by A. E. Brown was destroyed by fire on Nov. 6. The factory was unoccupied and the fire is supposed to have originated from a chimney, as men were about the building clearing up the place. The factory has been closed two or three weeks. There was \$1,500 insurance on the factory.

Father Burke, Captain Read, M.P.P., and J. E. B. McCready, of P. E. Island, addressed a largely attended meeting of the Moncton Board of Trade Friday night, Nov. 8, on the tunnel project between the mainland and P. E. Island. The Island speakers strongly urged the scheme and asked the co-operation of Moncton as being particularly interested.

The following resolution was unanimously adopted: "That the Moncton Board of Trade expresses its appreciation of the act of the gentlemen from P. E. Island in coming to Moncton and addressing this board upon a subject of so great interest and such vital importance to the mainland, and that we do express our hearty sympathy with and promise our energetic support to the project of construction of a tunnel between the Island and mainland."

The Donaldson line steamer Alcides arrived in port Nov. 5, after occupying more than seventeen days on the trip from Glasgow. Included in her cargo were 231 barrels and 1,266 bags of sugar.

Henry Estabrooks, a general storekeeper, of Upper Gagetown, was assaulted and seriously injured by a drunken Indian on Tuesday night, Nov. 5. Mr. Estabrooks caught the redskin breaking into his premises and was injured while attempting to drive him away.

NEWS OF THE ANCIENT COLONY.

Lobsters are away up in price. Never in the history of the colony have they been so high as now. They are worth in St. John's, \$17.50 per case of four dozen one-pound tins.

Bowering Bros., St. John's, are increasing their grocery department by taking in the store next to them. Over the store their general offices will be extended, giving more office room, which with the firm's largely increasing business, is needed. Their offices will be furnished with the most up-to-date appliances obtainable.

There promises in quite a number of outports to be a coal famine this fall. Coal cannot be obtained even in Sydney.

P. Templeman, the merchant prince of Bonavista, was a heavy loser by the late gale, losing seven schooners and a lot of merchandise. His fine schooner, Mandamus, was lost on the French shore and the report was current that the crew and Mr. Templeman's eldest son had perished, but all hands got safely ashore.

Joseph Morris, Trinity, lost a fine schooner in the recent gale. All hands perished, fourteen in number—all married men but one—leaving a large number of widows and fatherless children. A public subscription was started for their relief and over \$2,000 subscribed. It was doubly sad when taken into consideration that these hardy sons of the colony were returning home from their summer work on the Labrador, with a full cargo, to get within a short distance of home and then perish.

C. F. Bishop, of Burin, is in the city settling up his fall business. Mr. Bishop is one of the largest dealers on the west coast.

J. Burgess, of Burin, left by Thursday's express for Lunenburg, N.S., to purchase a large schooner for the bank fishery. Mr. Burgess is a large exporter of fish and is branching out in the business.

M. F. O'Toole, of Conception Harbor, Conception Bay, has all his schooners home from the Labrador fishery. Mr. O'Toole is one of the few who have done well on the Labrador this year.

Fred. Linfield, the well known merchant of Twillingate, is in St. John's attending to business for the fall trade.

Dave Osmond, of Morton's Harbor, is in the city. Mr. Osmond's schooner, the Pauline, which went ashore in the recent severe gale, is also here. Fortunately little damage was done to this fine schooner.

Flour has taken quite a rise the past week, best grades now selling at \$6.80 per barrel. T. & M. Winter recently received a large shipment of Five Roses, Volunteer and Olivette flour. This well-known firm is handling more flour this year than ever.

W. A. Outerbridge, of Harvey & Co., St. John's, left by steamer a few days ago for England. He is expected to be away about six weeks.

Harry Crowe has the store privileges of the large lumber and pulp company that will be erected at Bishop's Falls by the F. R. Reid Co., of London, England. This company will do a large pulp and paper business and will employ a large number of men.

The apples that are arriving in Newfoundland from the Annapolis valley are not equal in quality to those received last year.

Answer the Call, and Make More Money!

Almost every grocer has some call for tobacco. Why not encourage it by handling

"T. & B."

the most fragrant and saleable tobacco on the market? T. & B. always smokes cool. It never clogs a pipe or bites the tongue.

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

HAMILTON, CANADA

A Smoker Appreciates a Good Cigar

To educate the smoker to buy the best should be the aim of the grocer. To supply the best he should stock

ROYAL SPORT AND HOGEN-MOGEN CIGARS

These are leaders in their class, and guarantee satisfaction to the smoker and profits to the grocer.

Address us

Sherbrooke Cigar Co.

- -

Sherbrooke, Que.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG

TO MANUFACTURERS' AGENTS:

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

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

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

TO:

Interest
tion

The f
sue of
read wi
trade ge

In dis
Locker,
can Tob
bination
it and
goods to
the Sup
declared
organize
a combi
meaning
less it i
porate
controlle
conspire

Judge
inent ju
in writi
says:

"The
like any
fully re
plaintiff
or no r
has sue
tobacco
else, wh
corporat
majority
ations o
The no
with a
are ther
act toge
false on
any alle
corporat
goods to
Mr. L
when th
failed to
Metropo
its cons
sell him
Compan

NE

The ir
in Euro
large sh
been rus
of late.
gow, bu
and the
in conse
year.

T. C.
Limited
and left

The m
tainty,
merchan
shares.
ernment
means t
lars a y
ested a
colony.

TOBACCO TRUST UPHELD.

Interesting Decision on Vexed Question by U.S. Supreme Court.

The following item from a recent issue of the New York Herald will be read with interest by members of the trade generally:

In dismissing the appeal of John A. Locker, in his suit to have the American Tobacco Company declared a combination in restraint of trade because it and its agents had refused to sell goods to him, the Appellate Division of the Supreme Court, Second Department, declared that a so-called "trust" as organized to-day cannot be considered a combination or conspiracy within the meaning of the State Anti-trust law unless it is shown that by separate corporate acts the individual corporations controlled by the parent company have conspired to violate the law.

Judge Gaynor, one of the most prominent justices, connected with the case, in writing the supplementary opinion, says:

"The American Tobacco Company, like any corporation or person, may lawfully refuse to sell its goods to the plaintiffs or to any one, for any reason or no reason—at all events, unless it has such a monopoly that sufficient tobacco goods can be got of no one else, which is not alleged. That one corporation or person owns all or a majority of the stock of several corporations does not legally combine them. The notion that several corporations with a common dominant stockholder are thereby legally united and free to act together in restraint of trade is a false one. This complaint is lacking in any allegation of a combination of the corporations alleged, to refuse to sell goods to the plaintiffs."

Mr. Locker, the plaintiff, alleged that when the American Tobacco Company failed to buy his business it ordered the Metropolitan Tobacco Company, one of its constituent companies, to refuse to sell him any more of the American Company's products.

NEWFOUNDLAND NOTES.

The increase in the price of whale oil in Europe has been the reason for the large shipments of these goods that have been rushed forward from this country of late. Large stocks were held in Glasgow, but these have now disappeared and the whale factories over here will in consequence show a good profit this year.

T. C. McClure, representing Armours, Limited, was in St. John's last week, and left with a big batch of orders.

The new Newfoundland Bank is a certainty, so those interested say. Outport merchants are already writing in for shares. It is understood that the Government will give it their support, which means the saving of thousands of dollars a year to the colony. Those interested are the progressive men of the colony.

F. McNamara, the wholesale merchant, has just received a large shipment of black, and mixed, and rolled oats, which he is making special prices on.

T. & M. Winter received by the last Montreal Dobell steamer the largest consignment of Gillett's goods ever shipped at one time to this country.

Rothwell & Bowring are making a specialty of "Union" Gluten Feed, which is meeting with a good sale. The manager of this well-known firm, Geo. Williams, is very popular with the trade of the colony.

The Clerks' Association has been formed among the retail clerks in St. John's for the improvement of their condition and to settle any differences that may arise between employer and employes. Sir E. P. Morris and Mayor Gibbs have taken quite an interest in the formation of the association. There is no trouble between the employers and the clerks, but the formation of the association is mainly for better acquaintance among the clerks.

Fresh codfish in tins is meeting with a large sale on both sides of the Atlantic. H. J. Earle, of Togo & Twillingate, has recently erected a large plant for putting up these goods. Shipments have already been made to New York, Boston and other American cities, and to England, Spain and other foreign countries. It is a splendid article and will, without doubt, be a great seller.

The potato crop of the colony is a dead failure this year. Turnips and cabbage are very good. The weather has been so wet the entire summer that a large quantity of hay has been spoiled. Imported hay is selling in St. John's at \$30 per ton.

Handle

**OLD CHUM
Cut Plug
Smoking
Tobacco**

It's a Trade Bringer

**CLAY
PIPES**

Those made by
McDOUGALL
are peerless. Insist upon
having them

D. McDOUGALL & CO., Glasgow, Scot.

JOS. COTE

Importer and Wholesale Tobacconist
Established in 1887

Staple and Fancy Smokers' Sundries. Imported Cigars.
Egyptian Cigarettes. Briar and Meerschaum Pipes
with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street.
Office and Sample Room: 188 St. Paul St., Phone 1272
Branch: "EL SERGEANT GIGAR STORE," 179 St. Joseph St.
Phone 2097 - - - QUEBEC

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

**SWEET
CAPORAL**



CIGARETTES
STANDARD
OF THE
WORLD

Handled
by all the
Wholesale Trade

Knowledge Is Power

THE SUCCESSFUL GROCER is the man who takes an interest in life outside the grocery business. He is the man who is capable of applying general knowledge, whether gained from reading or otherwise, to his business. It is his capacity to apply this general knowledge to his business that puts him in the **REALLY SUCCESSFUL CLASS**.

How is the average grocer to acquire a general knowledge of affairs? He has not the time necessary to search all the various magazines and periodicals for what interests him. Must he trust to one or two publications and miss the many which do not come his way?

NO. There is a method by which he can procure the interesting, timely and instructive articles appearing in every publication, both on this side of the Atlantic and the other.

The Editorial Department of

THE BUSY MAN'S MAGAZINE

carefully ransacks these hundreds of publications, and culls the **choicest** and the **best** appearing in each of them. The readers of the Busy Man's get the Cream of Hundreds for the price of one. Every article is **select**. No turning over a dozen pages to get one good one; every page is interesting. All articles not reproduced are classified under suitable headings, so that any reader can see at a glance what the magazines of the month contain in his line.

A review of the latest books is given in each issue.

This many-in-one magazine will cost you only \$2 per year, if you are a subscriber to Canadian Grocer, \$1.50. You cannot afford to do without it.

The following opinions of its regular readers prove its value:

"I consider The Busy Man's Magazine the best I have yet come in contact with." Henry Wilson, Toronto.

"It is the most interesting publication of its kind I have ever subscribed to." G. F. Haworth, Toronto.

"There is no better printed in the world to-day for busy men." B. T. Petch, Regina, Sask.

"Your magazine is the best I have ever had the privilege of perusing." S. W. Wynn, Yorkton.

"We would not like to miss the future copies of The Busy Man's Magazine." Ingersoll Packing Co., Ingersoll.

"I am pleased to say that each number is becoming more valuable and interesting." A. B. Musselman, Berlin.

"I am more than pleased with my investment in The Busy Man's Magazine, believing it to be the best magazine I have had the pleasure of perusing." A. B. Burrell, Amigari.

"I have been delighted with the Busy Man's Magazine. The articles are well chosen, are concise and ably written. For a busy man I know of no other magazine that will compare with it." Geo. Anderson, Toronto.

"The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefitted for the short time given to each article." Wm. Thoburn, Almonte.

Have your subscription commence with our Christmas number, which will off the press in a few days.

Write us to-day.

THE BUSY MAN'S MAGAZINE

TORONTO

BRUSHES THAT BRING BUSINESS!



There is a big advantage, Mr Grocer, in handling a line of brooms and brushes that actually build your business.

BOECKH'S BRUSHES and BROOMS

have behind them the united strength of long years of successful brush manufacture. Our factory is the largest and best manned of its kind in Canada. Every piece of material used is carefully inspected, and is selected because it is the highest grade obtainable. This perfect material is made into brushes and brooms by the aid of the best workmanship and of the latest and most scientific brush making machinery.

UNITED FACTORIES, Limited

TORONTO

LONDON

NEWMARKET

MONTREAL

**BANISH
"BLUE MONDAY"**

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete
without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY, Montreal

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.
FOR SALE BY ALL DEALERS

"They'll transform your store and transform your business, too."

"WALKER BIN" FIXTURES

A large Western Departmental Store writes:

"THEY (WALKER BINS) ARE SPLENDID SILENT SALESMEN; OUR GROCERY BUSINESS HAS INCREASED OVER 50 p.c. SINCE WE INSTALLED THEM. WE CONSIDER THE MONEY PUT INTO THEM TO BE A SPLENDID INVESTMENT."

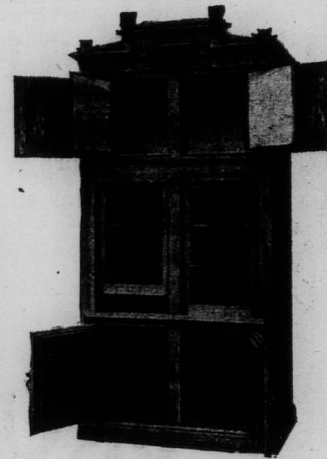
Write for Illustrated Catalogue.

The Walker Bin & Store Fixture Co.
BERLIN ONT. Limited

Representatives:

Manitoba—Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,
77 Front Street East, Toronto

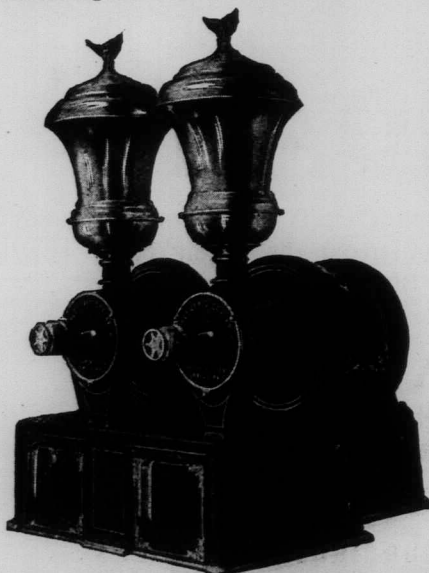
Twine, Paper Bags and Jute Goods.

Phone Main 5548

COLES Electrically Driven Coffee Mills

Single and Double Grinder 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

Grinding Capacity

Granulating 2 lbs. per minute.

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

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

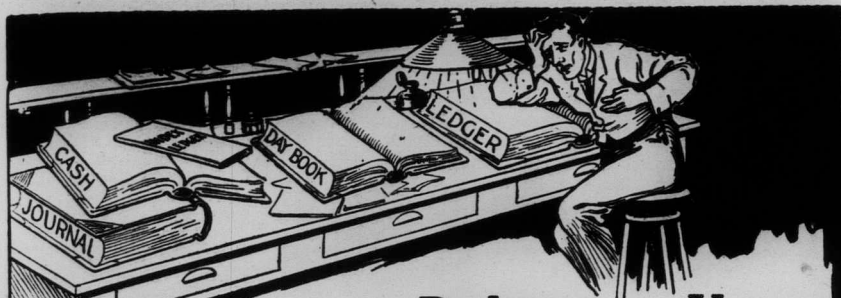
Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton
Over 210,000 Scales sold. Are you one of the users?

Pays for itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.



Reduce Your Bookkeeping

Break away from the fetters which have bound you to the "old regime" of bookkeeping.

Don't work overtime to get out the accounts, or search vainly through a pile of books to discover a mistake. Install a modern Crain Loose Leaf System. It will reduce your bookkeeping.

Handy Self Indexed Ledger with all live accounts instead of a bulky bound one half full of dead or closed accounts. The work is simplified. The accounts are always up to date.

Write and tell us what is the nature of your business and we will show you how to improve your office system.

Crain

LOOSE LEAF SYSTEMS

THE ROLLA L. CRAIN CO., Limited, - Ottawa.

Branches: TORONTO, MONTREAL, WINNIPEG.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each 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.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker
156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

\$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

If you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

MANAGER wanted for Northwest to take charge of business of Ontario manufacturer, established there for some years; stock carried; must have good executive ability, be willing to work and competent to handle travellers and office help to best advantage; also furnish satisfactory security communications confidential. Address, stating age, references and salary expected, Box 167, CANADIAN GROCER. [46]

EXPERIENCED salesmen wanted by January 1st by well-established Ontario manufacturers, in line allied to grocery trade, for following territory, viz., Ontario, Manitoba and Alberta; must be reliable, energetic, hard workers, and able to sell and retain the best trade; communications confidential. Address, stating age, references and salary expected. Box 166, CANADIAN GROCER. [46]

SITUATIONS WANTED.

ABILITY with experience—Capable, energetic and tactful, Englishman, 31 years, single, desires management, good disciplinarian, smart salesman, competitive window-dresser, Canadian experience. Taylor, 47 Colborne St., Oshawa, Ont. [45]

MISCELLANEOUS.

WANT BUTCHERS to know I have the best meat cure. The quickest process, the finest and best flavor. Write for circulars. Address F. P. Bixler, Fremont, Ohio.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The Everall Monthly Account System For the Grocer

Complete. \$10.00. Only 100 at this price. Get busy and secure one. Send for catalogue and testimonials.

The Ontario Office Specialties Company

Phone Main 7128

126 Adelaide E., Toronto

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

"Duplex" Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
Toronto

UPTON'S

Jams, Jellies, Marmalade

are made by Canadians for Canadians

Canadian fruit is second to none, no matter in what part of the world it is grown. Sugar refined in Canada from the raw cane has a higher standard of purity than any other.

U
P
T
O
N'
S



U
P
T
O
N'
S

Our name on the label is the grocer's safeguard. During all the years we have been in business we have stood behind every bottle of our products—we are doing so to-day—and will ever do so.

YOU ARE PROTECTED

when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction; because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade on Canadian lines.

When you ask your jobber for Upton's Jams, Jellies or Marmalade be wary of the "just as good"; insist and you can get the real thing.

The Upton Company, Limited, Hamilton, Ontario

Qui
Th
responsi
Grocer, i

Diamond-
1-lb. tins, 2 c
1-lb. tins, 3 c
1-lb. tins, 4 c

IMP
Cases.
4-doz.....
3-doz.....
1-doz.....
3-doz.....
1-doz.....



BC
Size
Royal—Dim
" 1 lb.
" 8 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 8 lb.
" 5 lb.
Barrels—W
cent. di

CLEVI

Cle eland's
"
"
"
"

Barrels—W
cent. di

Crown Bra
1 lb. tins, 2 c
1 lb. " 2
1 lb. " 4

Keen's Oxit
In 10-lb
Gillett's Ma
JAM

5a size ..
2a size ..

Wheat OS,

Meat of W
Wheat OS
" Pickanin

Ch
TH

On on—
Perfection
Perfectio

Condensed
Soluble, l

London I
Special qu

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, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 15, 1907.

Baking Powder.

W. H. GILLARD & CO.

| Diamond— | 1-lb. tins, 2 doz. in case | \$3 00 |
|----------|----------------------------|--------|
| " | " " " " | 1 25 |
| " | " " " " | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per doz. |
|--------|--------|----------|
| 4-doz. | 10c. | \$0 85 |
| " | 6-oz. | 1 75 |
| 3-doz. | 12-oz. | 3 50 |
| 3-doz. | 12-oz. | 3 40 |
| " | 5-lb. | 10 50 |
| 1-doz. | 5-lb. | 19 75 |



MAGIC BAKING POWDER

| Cases. | Sizes. | Per doz. |
|--------|--------|----------|
| 6 doz. | 5c. | \$0 40 |
| 4 " | 4-oz. | 0 60 |
| 4 " | 6 " | 0 75 |
| 4 " | 8 " | 0 85 |
| 4 " | 12 " | 1 40 |
| 4 " | 12 " | 1 45 |
| 4 " | 16 " | 1 65 |
| 4 " | 16 " | 1 70 |
| 1 " | 5-lb. | 4 10 |
| 1 " | 5 " | 7 80 |
| 1 " | 6-oz. | Per case |
| 1 " | 12 " | \$4 55 |
| 1 " | 16 " | |

ROYAL BAKING POWDER.

| Royal—Dime | Sizes. | Per Doz. |
|------------|--------|----------|
| " | 1-lb. | \$ 1 40 |
| " | 6-oz. | 1 95 |
| " | 3-lb. | 2 55 |
| " | 12-oz. | 3 85 |
| " | 1-lb. | 4 90 |
| " | 3-lb. | 13 60 |
| " | 5-lb. | 23 35 |

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

| Cleveland's—Dime | Sizes. | Per Doz. |
|------------------|--------|----------|
| " | 1-lb. | \$ 0 93 |
| " | 6-oz. | 1 33 |
| " | 3-lb. | 1 90 |
| " | 12-oz. | 2 45 |
| " | 1-lb. | 3 70 |
| " | 3-lb. | 4 65 |
| " | 5-lb. | 13 20 |
| " | 5-lb. | 21 65 |

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

| Crown Brand— | 1-lb. tins, 2 doz. in case | \$1 20 |
|--------------|----------------------------|--------|
| " | " " " " | 0 80 |
| " | 4-lb. " " " | 0 45 |

Blue.

| | |
|----------------------------------|--------|
| Keen's Oxford, per lb. | \$0 17 |
| In 10-box lots or case | 0 16 |
| Gillett's Mammoth, 1/2 gross box | 3 00 |

JAMES' DOME BLACK LEAD.

| Size | Per gross. |
|---------|------------|
| 6a size | \$2 40 |
| 2a size | 1 50 |

Cereals.

| | |
|---------------------------------|------|
| Wheat OS, 2-lb. pkgs., per pkg. | 6 08 |
| " 7-lb. cotton bags, per bag. | |

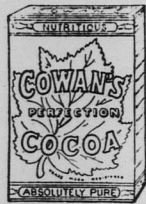
EBY, BLAIN CO. LTD.

| | |
|---------------------------------|-----------|
| Meat of Wheat, per case | 4 20 |
| Wheat OS 16 lb. bags | 0 19 |
| " Pickaninney" Buck Wheat Flour | |
| " " | doz. 1 00 |
| " Pancake Flour, | 1 00 |
| " Pastry Flour, | 1 00 |

Chocolates and Cocos.

THE COWAN CO., LIMITED.

| | |
|---------------------------------------------------|--------|
| Perfection 1-lb. tins per doz. | \$4 50 |
| Perfection, 1-lb., per doz. | 2 60 |
| " 1-lb. " " | 1 40 |
| " 10c. size " " | 0 90 |
| " 5-lb. tins per lb. | 0 40 |
| Condensed cocoa cream and sugar, doz | 2 25 |
| Soluble, bulk, per lb. | 0 22 |
| " " | 0 19 |
| London Pearl per lb. | 0 24 |
| Special quotations for Cocoa in bbls., kegs, etc. | |



Chocolate—
Queen's Dessert, 1-lb. cake, 12-lb. boxes per lb. \$0 38
Queen's Dessert, 6's, 12-lb. boxes, lb. 0 41
Vanilla, 1-lb., 12-lb. boxes per lb. 3 55
Parisian 8s. per lb. 0 30

The following sweetened for household purposes:
Royal Navy 1/2's, 1/2's, 12 lb. boxes per lb. 0 33
Diamond, 7's, boxes per lb. 0 28
Perfection, 2 c. size, 2 doz. in case per oz. \$1 81
Perfection, 10c. size, 2 and 4 doz. in case, per doz. 0 91

Things for cake—
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz. 1 75

| Chocolate— | Marle bnds. 5-lb. boxes, lb. | 0 31 |
|------------|------------------------------|------|
| " | Vanilla wafers, " " | 0 35 |
| " | " nonpareils 5-lb. box | 0 35 |
| " | " 2's, 5-lb. boxes lb. | 0 18 |
| " | " 2's, nonpareils " | 0 28 |
| " | Ginger 5-lb. boxes, lb. | 0 30 |
| " | Milk sticks, box | 1 35 |
| " | Milk cakes, 5c. size, box | 1 35 |

FRY'S.

| Chocolate— | Caracaras, 1/2's, 5-lb. boxes | \$0 42 |
|------------|----------------------------------------|--------|
| " | Vanilla, 1/2's | 0 42 |
| " | "Gold Medal" sweet, 1/2's, 6-lb. boxes | 0 29 |
| " | Pure, unsweetened, 1/2's, 6-lb. boxes | 0 42 |
| " | Fry's "Diamond," 1/2's, 14-lb. boxes | 0 24 |
| " | Fry's "Monogram," 1/2's, 14-lb. boxes | 0 24 |

| Cocos— | Concentrated, 1/2's, 1 dox. in box | \$2 40 |
|--------|------------------------------------|--------|
| " | " " " " | 4 50 |
| " | 1-lb. " " " | 8 35 |
| " | Homeopathic, 1/2's, 14-lb. boxes | |
| " | " " " " " " " " | |

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 57

BENSDORP'S COCOA

| A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto. | 10c. tins, 4 doz. to case | per doz., \$ 90 |
|----------------------------------------------------------------|---------------------------|-----------------|
| " | " " " " | 2 40 |
| " | " " " " | 4 75 |
| " | " " " " | 9 00 |

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



| Elite, 1/2's (for cooking) | Per | Per |
|----------------------------------------|------|------|
| Prepared cocoa, 1/2's | 0 30 | 0 30 |
| Prepared 1/2's | 0 28 | 0 28 |
| Mott's breakfast cocoa, 1/2's | 0 40 | 0 38 |
| " " " " | 0 38 | 0 38 |
| " No. 1 chocolate, 1/2's | 0 32 | 0 28 |
| " Navy " " " | 0 28 | 0 28 |
| " Vanilla sticks, per gross | 1 00 | 0 24 |
| " Diamond chocolate, 1/2's | 0 24 | 0 31 |
| " Confectioner's chocolate, 2 1/2c. to | 0 31 | 0 35 |
| Sweet Chocolate liquors, 2 1/2c. to | 0 35 | 0 35 |

WALTER BAKER & CO., LIMITED.

| Premium No. 1 chocolate, 1/2 and 1-lb. cakes | Per lb. | \$0 43 |
|----------------------------------------------------------|---------|--------|
| Breakfast cocoa, 1-1/2, 1, 1 & 5-lb. tins | 0 47 | |
| German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes | 0 30 | |
| Caracas Sweet chocolate, 1-lb. cakes 6-lb. boxes | 0 35 | |
| Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes. | 0 35 | |
| Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins. | 0 47 | |

Soluble cocoa (hot or cold soda) 0 45
1-lb. tins. 0 38
Cracked cocoa, 1-lb. pkgs., 6-lbs. bags 0 38
Caracas tablets, 100 bundles, tied 5s, per box 3 00
The above quotations are f.o.b. Montreal
WALDEMAR LOWNEY CO.

Canadian Branch, 165-171 William St. Montreal
Breakfast cocoa—
5-lb. screw cap cans, 10 cans in case, 4 3c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 4 2c.
6-lb. boxes, 12 boxes in case, 1-lb. tins. 4 2c.
6 " " boxes, 12 boxes in case, 1-5-lb. tins. 4 3c.
12-lb. boxes, 6 boxes in case. 4 5c.

Sweet cocoa powder—
12-lb. boxes, 6 boxes in case, 1-lb. tins. 35c.
6-lb. boxes, 12 boxes in case, 1-lb. tins. 35c.
6-lb. boxes, 12 boxes in case, 1-lb. tins. 36c.
Premium chocolate—
4-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 38c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 38c.
Milk chocolate—
5 1/2-cent. pieces to box, per box \$1 75
Vanilla sweet chocolate—
50-cent. pkgs., in box \$1 75
6-lb. bxs. 12 bxs. in case, 1-lb. tins. 30c.
4-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.
Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 26c.
6-lb. " " " " " " " " " " 26c.

Coconut.

CANADIAN COCOANUT CO., MONTREAL.
Packages—
5c., 10c., 20 and 40c. packages packed in 15-lb. and 30-lb. cases Per lb. 0 26
1-lb. packages 0 26
1-lb. " " " " " 0 27
1-lb. " " " " " 0 28
1 and 1/2 b. packages assorted 0 28
1 and 1/2 " " " " " 0 27 1/2
1-lb. " " in 5 lb. boxes 0 28
1-lb. " " " " " 0 29
1-lb. " " in 5, 10, 15 lb. cases 0 31

Bulk—
In 15 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Bbls. 0 17
White Moss, fine strip. 0 19 0 21 0 17
Best Shredded 0 18 0 16
Special Shred 0 17 0 15
Ribbon 0 19 0 17
Macaron 0 17 0 15
Deicated 0 16 0 14
White Moss in 5 and 10 lb. square tins. 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.
Cases. Doz. \$5 00 \$1 50
"Eagle" brand (4 doz.) 5 25 1 35
"Gold Seal" brand (4 doz.) 4 30 1 10
"Challenge" brand (4 doz.) 4 30 1 10
Evaporated cream—
"Peerless" brand evap. cream. 4 75 1 20
" " " " " " " " " " 4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.
"Jersey" brand evaporated cream per case (4 doz.) \$4 65
"Reindeer" brand per case (4 doz.) 5 50



Coffees.

THE EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.
Club House \$3 32
Nectar 0 30
Empress 0 28
Duches 0 25
Ambrosia 0 25
Plantation 0 25
Fancy Bourbon 0 20
Bourbon 0 18
Crushed Java and Mocha, whole... 0 17
" " " " " " " " " " 0 17 1/2
Golden Rio. 0 14

Package Coffees.
Gold Medal, 1 and 2 lb. tins, whole or ground 0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground 0 30
German Dandelion 1/2 and 1 lb. tins, ground 0 22
English Breakfast, 1 lb. tins, ground 0 18

THOS. J. LIPTON
retail wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole 0 40 0 30

JAMES TURNER & CO. Per lb
Mocca \$0 32
Damascus 0 28
Cairo 0 20
Sirdar 0 17
Old Dutch Rio. 0 12

E. D. MARCEAU, Montreal Per lb.
"Old Crow" Java \$0 22
" " Mocha 0 37 1/2
"Condor" Java 0 30
Arabian, Mocha 0 30
15-year-old Mandheling Java and hand-picked Mocha. 0 50
1-lb. fancy tins choice pure coffee 48c.
tins per case per doz. 2 5 1/2
Madam Huet's coffee, 1-lb. tins. 0 50
" " 2-lb. tins. 0 62
100 lb. delivered in Ontario and Quebec Rio No. 1. 0



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins \$0 33
"Gilt Edge" in 2 lb. tins 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Lafamme, Montreal and Toronto.
5 oz. bottles, 4 doz. per doz. 1 75
10 " " " " " " " " " " 3 00
Rep. quarts, 1 " " " " " " " " " " 6 50
Imp. " " " " " " " " " " 9 00

Cheese.

Imperial—Large size jars... per doz. \$8 25
Medium size jars " " " " 4 50
Small size jars " " " " 2 40
Individual size jars " " " " 1 00
Imperial holder—Large size " " " " 18 00
Medium size " " " " 17 00
Small size " " " " 12 00
Roquefort—Large size " " " " 1 40
Small size " " " " 2 40

Coupon Books—Allison's.

sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

| In lots of less than 100 books, 1 kind assorted. | Un- num bered. | Coupons number ed. |
|--------------------------------------------------|----------------|--------------------|
| 100 to 500 books | 4c. | 4c. |
| 100 to 1,000 books | 3c. | 4c. |
| " " " " | 3c. | 1c. |

| Allison's Coupon Pass Book. | 00 to \$5 00 books | 3 cents each |
|-----------------------------|--------------------|--------------|
| 00 books | 4 " " | |
| 10 00 " | 5 " " | |
| 15 00 " | 6 " " | |
| 20 00 " | 7 " " | |
| 25 00 " | 8 " " | |
| 30 00 " | 9 " " | |

Cleaner.
BRUNSWICK'S EASYBRIGHT
4-oz. cans \$ 0 90
6-oz. " 1 35
10-oz. " 1 85
Quart " 3 75
Gallon " 10 00
Wholesale Agent, The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN  **SUN**
SUN  **PASTE**
STOVE POLISH **STOVE POLISH**
IN CAKES **IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Cannners

We know of some cannners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising cannners.

We have special facilities for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transshipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transshipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED
 12-38 Grey Nun Street, MONTREAL



27 Front St. East,
 TORONTO

Borden's Brands

Bring Business

Their "Eagle Brand" Condensed Milk "Peerless Brand" Evaporated Cream.

Your customers want them, sell them. See that they're Borden's.

WM. H. DUNN, Agent

394-396 St. Paul St.,
 MONTREAL



(Unsweetened)

E:
 LAPORTE
 "Vita" Pasteur
 Bottles 1-oz.
 " 2 "
 " 20 "
 " 20 "
 TE
 Prices on apr
 LE
 Robinson's pat
 " "
 " "
 JAR
 BATGER'S WHIC
 Agents, Roee
 1-lb. glass jar, s
 TH
 Prices on apr
 1
 Compound Fru
 12-oz. glass jars
 2-lb. tins, 2 doz.
 5 and 7-lb. tin
 crate.....
 7 and 14-lb. wo
 30-lb. wood pal
 Compound Fru
 12-oz. glass jars
 2-lb. tins, 2 doz.
 7 and 14-lb. wo
 30-lb. wood pal
 Home Made Ja
 1-lb. glass jars
 C.S.B.....
 5, 7, 15 and 30-l
 THE N. K. FA
 LA

THE A1 SAUCE

**A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."**

**Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.**

For particulars and prices write our Agent

H. HUBBARD, 27 Common St.,
MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON, - ENG.
LIMITED



Extract of Beef.
LAPORTE, MARTIN & OIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.
Bottles 1-oz., case of 2 doz. \$3 20
" 2 " " " " " 3 00
" 4 " " " " " " 4 50
" 20 " " " " " " 4 75
" 20 " " " " " " 9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.
Robinson's patent barley 1-lb. tins. \$1 25
" " " 1-lb. tins. 2 25
" " " 1-lb. tins. 1 25
" " " 1-lb. tins. 2 25

Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and
Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. 2 20
THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case, per lb. 0 72
5 and 7-lb. tin pails, 8 and 9 pails in
crate, per lb. 0 72
7 and 14-lb. wood pails, per lb. 0 72
30-lb. wood pails, per lb. 0 72
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb. 0 72
7 and 14-lb. wood pails, 6 pails in crate
per lb. 0 72
30-lb. wood pails, per lb. 0 72

Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in
case, per doz. \$1 80 2 90
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.



Tierces \$0 10 20-lb. tins 2 08
4-lb. lbs. 0 10 Cases 3-lb. " 0 11
Tubs, 60 lbs. ... 0 10 " 5-lb. " 0 11
20-lb. Pails 2 18 " 10-lb. " 1 12

Licorices.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (86 or 50 sticks).... per box 1 25
" Ringed " 5-lb. boxes, per lb. 0 40
" Ame " pellets, 5-lb. cans, per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans per can 2 00
Licorice lozenges, 5-lb. glass jars, ... 1 75
" " 30 5-lb. cans 1 50
" Purity " licorice 10 sticks 1 45
" " 100 sticks 0 78
Dulce large cent sticks, 100 in box.

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Lafamme, Montreal and
Toronto
Quart bottles, 2 doz., per doz. 2 90
Pint " " " " " " 1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Lafamme, Montreal and
Toronto.
Quart bottles, 2 doz., per doz. 2 90
Pint " " " " " " 1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.
1 case of 4 doz. \$3 60
3 cases of 4 doz. \$3 50
5 cases or more 3 40

Mince Meat.

Wetthey's condensed, per gross net ... \$12 00
per case of doz. net 3 00

Mustard.

COOLMAF'S OR KERN'S.
D.S.F., 1-lb. tins, per doz. \$1 40
" 1-lb. tins " " " " 2 50
" 1-lb. tins " " " " 5 00
Durham 4-lb. jar, per jar. 0 75
" 1-lb. jar " " " " 0 25
F.D. 1-lb. tins, per doz. 0 25
" 1-lb. tins " " " " 1 45

E. D. MARCHAU, Montreal.
"Oondor," 12-lb. boxes—
1-lb. tins per lb. \$0 25
" 1-lb. tins " " " " 0 15
" 1-lb. tins " " " " 0 30
4-lb. jars per jar 1 20
1-lb. jars 0 25

Old Crow," 12-lb. boxes—
1-lb. tins per lb. 25
" 1-lb. tins " " " " 25
" 1-lb. tins " " " " 25
" 1-lb. jars per jar 0 70
" 1-lb. jars " " " " 0 25

Olive Oil.

LAPORTE, MARTIN & OIE, LTD.
Minerva Brand—
Minerva, qts. 12's ... \$5 75
" pta. 24's 6 50
" 1-pt. 24's 4 25

Orange Marmalade.

T. UPTON & CO.
12-oz. glass jars, 2 doz. case, per doz. \$1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case,
per doz. 1 75

THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WOCESTER SAUCE.
Agents, Rose & Lafamme, Montreal and
Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " " " " " " 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

OOV BRAND.
Case of 1-lb. contain-
ing 60 packages pe
box, \$3 00.
Case of 1-lb. (con-
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 80
1-lb. and 60 1-lb.
pkgs), per box, \$3 00.

Case of 50. pkgs. containing 96 pkgs., per
box, \$3

MAGIC BRAND. Per case.
No. 1, cases, 60 1-lb. packages \$2 75
No. 2, " " 120 1-lb. " 2 75
No. 3, " " 60 1-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 25
5 cases 2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.
Maypole soap, colors per gross \$10 30
" black " 15 30
Oriole soap " 10 30
Gloria soap " 12 00
Straw hat polish " 10 30

Starch

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb.
No. 1 White or blue, 4-lb. carton. \$0 07
No. 1 " " 2-lb. " 0 07
Canada laundry 0 06
Silver gloss, 5-lb. draw-ld boxes. 0 18
Silver gloss, 5-lb. tin canisters. 0 18
Edward's silver gloss, 1-lb. pkg. 0 18
Kegs silver gloss, large crystal. 0 18
Benson's satin, 1-lb. cartons 0 18
No. 1 white, bbla. and kegs 0 18
Canada White Gloss, 1-lb. pkg. ... 0 06
Benson's enamel per box 1 50 to 3 00

Ordinary Starch—
Benson & Co.'s Prepared Corn 0 07
Canada Pure Corn 0 06
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" " " " or blue, 4 lb. lumps 0 84

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 18
Ame Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 64
Finest Quality White Laundry—
5-lb. Canisters, cases of 48 lb. 0 07
Barrels, 500 lb. 0 06
Kegs, 100 lb. 0 18

Lily White Gloss—
1-lb. fancy cartons, cases 50 lb. 0 18
5-lb. toy trunks, 3 in case 0 18
5-lb. enameled tin canisters, 3
in case 0 18
Kegs, ex. crystals, 100 lb. 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 50 lb. \$0 08
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 00
Colloid Starch—
Boxes of 48 cartons, per case 3 00

IT'S THERE

Full value every time, no fluctuation, a standard article, good as gold without alloy. The quality that suits.

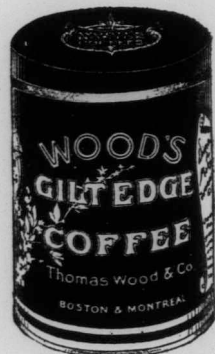
"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans.

Cases of sixty pounds.



Canadian Factory and Salesrooms:
 No. 428 St. Paul Street - - MONTREAL

| | |
|----------------------------------------|--------|
| Culinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lb..... | 0 6½ |
| No. 1 Brantford Prepared Corn— | |
| 1-lb. packages, boxes 40 lb..... | 0 07½ |
| Crystal Maize Corn Starch— | |
| 1-lb. packages, boxes 40 lb..... | 0 07½ |
| SAN TOY STARCH. | |
| pkgs, cases 5 doz., per case.. | 4 75 |
| ST. LAWRENCE STARCH CO., LIMITED. | |
| Ontario and Quebec. | |
| Culinary Starches— | |
| St. Lawrence oorn starch, 40 lb. | 0 07½ |
| Durham corn starch, 40 lb..... | 0 06½ |
| Laundry Starches— | |
| No. 1 White, 4-lb. cartons, 48 lb.. | 0 07 |
| " 2-lb. cartons, 36 lb.. | 0 07 |
| " 200-lb. bbl..... | 0 16½ |
| " 100-lb. kegs..... | 0 16½ |
| Canada Laundry, 40 to 48 lb..... | 0 06 |
| Ivory Gloss, 8-6 family pkgs., 48 lb | 0 08 |
| " 1-lb. fancy, 30 lb..... | 0 18 |
| " large lumps, 100-lb kegs | 0 07 |
| Patent starch, 1-lb. fancy, 28 lb.. | 0 18 |
| Abram Gloss 1-lb packages 40-lb | 0 06½ |
| Coldwater Ivoryine Starch, per | |
| box, 40 pkgs..... | 3 00 |
| Stove Polish. | |
| Rising Sun, 4-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 |

| | | |
|-------------------------------|------|------|
| Red Label, 1's and 1/2's..... | 0 25 | 0 50 |
| Gold Label, 1/2's..... | 0 44 | 0 80 |
| LIPTON'S TEA | | |
| Thos. J. Lipton | | |
| 75 Front St. | | |
| East, | | |
| Toronto. | | |



Packed in air-tight tins only

| | | | | |
|------------------------------|-----------|------|--------|------|
| Green label, 1's only..... | wholesale | 0 20 | retail | 0 25 |
| Blue " 1's and 1/2's..... | " | 0 22 | " | 0 30 |
| Orange " 1/2's and 1's..... | " | 0 30 | " | 0 40 |
| Pink " 1/2's & 1's tins..... | " | 0 35 | " | 0 50 |
| Red " Dominion blend, | | | | |
| " 1's and 1/2's..... | | 0 44 | | 0 60 |
| Gold " Afternoon blend, | | | | |
| " 1's and 1/2's..... | | 0 50 | | 0 70 |

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

| Wholesale | | Retail | |
|---------------------------------|------|--------|--|
| Black, green, mixed, 1/2's..... | 0 70 | 1 00 | |
| " " " 1/2's..... | 0 55 | 0 80 | |
| " " " 1 lb. & 1/2's..... | 0 40 | 0 60 | |
| " " " 1 lb. & 1/2's..... | 0 35 | 0 50 | |
| " " " 1 lb. & 1/2's..... | 0 30 | 0 40 | |
| " " " 1 lb..... | 0 22 | 0 30 | |
| " " " 1 lb..... | 0 21 | 0 28 | |
| " " " 1 lb..... | 0 20 | 0 25 | |

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

KOLONA PURE CEYLON TEA

| | |
|----------------------------------------|--------|
| Black Label, 1-lb., retail at 150..... | \$0 20 |
| " 1-lb., " " " " " " " " " | 0 21 |
| Blue Label, retail at 300..... | 0 24 |
| Green Label, " 400..... | 0 28 |
| Red Label, " 500..... | 0 35 |
| Orange Label, " 600..... | 0 42 |
| Gold Label, " 800..... | 0 55 |

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.



| | | |
|----------------------------------|--------|--------|
| Blue Label, 1's..... | \$0 19 | \$0 25 |
| Blue Label, 1/2's..... | 0 19½ | 0 25 |
| Orange Label, 1's and 1/2's..... | 0 22 | 0 30 |
| Brown Label, 1's and 1/2's..... | 0 28 | 0 40 |
| Brown Label, 1/2's..... | 0 30 | 0 40 |
| Green Label, 1's and 1/2's..... | 0 35 | 0 50 |
| Red Label, 1/2's..... | 0 40 | 0 60 |

E. D. MARCEAU, Montreal.

Japan Teas—

| | |
|----------------------------------------|---------|
| "Condor" I 40-lb. boxes..... | \$..... |
| " " II 40-lb. boxes..... | \$..... |
| " " III 50-lb. boxes..... | \$..... |
| EMD AAA Japan, 40 lb "at..... | \$..... |
| " " " " " " " " " " " " " " " " " " | \$..... |
| Blue Jay, basket fired Japan, 70 lbs., | \$..... |
| " " " " " " " " " " " " " " " " " " | \$..... |
| " " " " " " " " " " " " " " " " " " | \$..... |
| " " " " " " " " " " " " " " " " " " | \$..... |
| " " " " " " " " " " " " " " " " " " | \$..... |
| " " " " " " " " " " " " " " " " " " | \$..... |
| " " " " " " " " " " " " " " " " " " | \$..... |
| " " " " " " " " " " " " " " " " " " | \$..... |
| " " " " " " " " " " " " " " " " " " | \$..... |
| " " " " " " " " " " " " " " " " " " | \$..... |
| " " " " " " " " " " " " " " " " " " | \$..... |

LAPORTE, MARTIN & CIE, LTD.

| | |
|------------------------------------|---------------|
| Japan Teas— | |
| Victoria, hf-c, 90 lbs..... | 0 25 |
| Princess Louise, hf c, 80 lbs..... | 0 19 |
| Ceylon Green Teas—Japan style— | |
| Lady, cases 60 lbs..... | 0 18 |
| Duchess, cases 60 lbs..... | 0 19 |
| "CROWN" BRAND | |
| Wholesale. Retail | |
| Red Label, 1-lb. and 1/2's..... | \$0 35 \$0 50 |
| Blue Label, 1-lb. and 1/2's..... | 0 28 0 40 |
| Green Label, 1-lb..... | 0 19 0 25 |
| Green Label, 1/2's..... | 0 20 0 25 |
| Japan 1's..... | 0 19 0 25 |

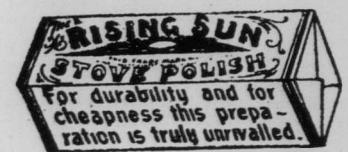
BLUE RIBBON TEA CO., TORONTO

| Wholesale. Retail. | |
|--------------------------------------|-----------|
| Yellow Label, 1's and 1/2's..... | 0 22 0 25 |
| Green Label, 1's and 1/2's..... | 0 22 0 30 |
| Blue Label 1's and 1/2's..... | 0 25 0 35 |
| Red Label 1's and 1/2's..... | 0 30 0 40 |
| White Label, 1's, 1/2's and 1's..... | 0 35 0 50 |
| Gold Label 1's and 1/2's..... | 0 42 0 60 |
| Purple Label, 1's and 1/2's..... | 0 55 0 80 |
| Embossed, 1's and 1/2's..... | 0 70 1 00 |

| Wholesale. Retail. | |
|------------------------------------------------|----------------------|
| Red Label, 1-lb. and 1/2's..... | \$0 35 \$0 50 |
| Green Label, 1-lb..... | 0 28 0 40 |
| Green Label, 1/2's..... | 0 19 0 25 |
| Green Label, 1/2's..... | 0 20 0 25 |
| Japan 1's..... | 0 19 0 25 |
| "CONDOR" CEYLON BLACK TEA IN LEAD PACKETS | |
| Yellow Label, 1/2's and 1's, 50-lb. cases..... | retail, 0 20 at 0 25 |
| Grey Label, 1/2's and 1's, 50-lb. cases..... | retail, 28 at 0 70 |
| "Condor" Ceylon black tea in lead packets | |
| Yellow Label, 1/2's and 1's, 50-lb. cases..... | retail, 0 26 at 0 35 |
| Blue Label, 1/2's and 1's, 50-lb. cases..... | retail, 0 30 at 0 40 |
| Red Label, 1/2's and 1's, 50-lb. cases..... | retail, 0 34 at 0 50 |
| White Label, 1/2's and 1's, 50-lb. cases..... | retail, 0 40 at 0 60 |
| Black Teas—"Crown" blend— | |
| Bronzed tins of 10, 25, 50 and 80-lb. | |
| No. 1..... | 0 25 |
| No. 2..... | 0 30 |
| No. 3..... | 0 25 |
| No. 4..... | 0 32 |
| No. 5..... | 0 18 |



| | |
|--------------------------|--------|
| Cases, each 60 1-lb..... | \$0 35 |
| " " " 80 1-lb..... | 0 35 |
| " " " 80 1-lb..... | 0 35 |
| " " " 150 1-lb..... | 0 35 |



NICKLE PLATE STOVE POLISH.

| | |
|------------------|------|
| Pints..... | 2 90 |
| Quarts..... | 5 40 |
| 1/2 gallons..... | 5 10 |
| Gallons..... | 4 80 |
| 4 gallons..... | 4 50 |

Syrup.

EDWARDSBURG STARCH CO. LTD.

"Crown" Brand Perfection Syrup.

| | |
|----------------------------------------|--------------|
| Barrels, 60 lbs..... | 0 34 per lb. |
| Half-barrels, 350 lbs..... | 0 03½ " |
| Kegs, 150 lbs..... | 0 03½ " |
| 2-gal. pails 25 lbs..... | 1 25 each |
| 3 " " " 38½ lbs..... | 1 70 " |
| Plain tins, with label— | |
| 1-lb. tins, 2 doz. in case..... | 2 40 |
| " 5 " " " " " " " " " " " " " " " " " | 2 75 |
| " 10 " " " " " " " " " " " " " " " " " | 2 65 |
| " 20 " " " " " " " " " " " " " " " " " | 2 60 |

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

| | |
|----------------------------------------------|---------------|
| Barrels, 60 lbs..... | 0 03½ per lb. |
| Half-barrels, 350 lbs..... | 0 03½ " |
| Kegs, 150 lbs..... | 0 03½ " |
| 2-gal. pails 25 lb..... | 1 25 each |
| " " " 38½ lbs..... | 1 45 " |
| 2-lb. tins, 24 in case, per case .. | 2 40 |
| 5-lb. " 12 " " " " " " " " " " " " " " " " " | 2 75 |
| 10-lb. " 6 " " " " " " " " " " " " " " " " " | 2 65 |
| 20-lb. " 3 " " " " " " " " " " " " " " " " " | 2 60 |



| Wholesale. Retail. | |
|-------------------------------------|---------------|
| Brown Label, 1's..... | \$0 30 \$0 25 |
| " " " " " " " " " " " " " " " " " " | 0 21 0 25 |
| Green Label, 1's and 1/2's..... | 0 22 0 30 |
| Blue Label, 1's, 1/2's and 1's..... | 0 30 0 40 |

Wood's Primrose, per lb. ... 0 40

" Golden Rod ... 0 35

" Fleur-de-Lis ... 0 30

Pack in 1/2-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s..... \$0 46

" Amber, 4s. and 6s..... 0 60

" Ivy, 7s..... 0 50

" Rosebud, 7s..... 0 51

Cheering—Currency, 12s. and 6s..... 0 46

" Old Fox, 12s..... 0 51

" Snowshoe, 6s..... 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 12s..... 0 53

" Club, 6s. and 12s. 0 46

" Universal, 12s..... 0 47

" Dixie, 7s..... 0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10..... \$15

V. H. C., 1-20..... 25 00

St. Louis (Union), 1-20..... 33 00

Champlain, 1-20..... 35 00

El Sergeant Premium, 1-20—140..... 55 00

J. C. O. Havana P. Finos. 1-20..... 75 00

Out tobaccos.

Petit Havana, 1-12—16..... 0 43

Quebrel, 1-4, 1-2..... 0 65

" " " " " " " " " " " " " " " " "

Cote's Choice Mixture, 1-lb tins..... 0 75

" " " 1-lb..... 0 70

" " " 1-lb..... 0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz..... \$18 00

Absorbine, per dozen..... 6 00

Absorbine Jr., per dozen..... 9 00

Vinegars.

E. D. MARCEAU, Montreal. Peral

EMD, pure distilled, highest quality..... \$0 21

Condor, pure distilled..... 0 20

Black Swan..... 0 27½

Old Crow..... 0 25½

Special prices to buyers of large quantities.

White Wine, proof..... 0 32

" " " extra strength pickling..... 0 28

" " " " " " " " " " " " " " " " " "

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

A—4 string, plush finish..... \$4 75

B—4 " fancy "..... 4 00

C—4 " plush "..... 4 10

D—4 " fancy "..... 3 95

F—4 " wire "..... 3 65

G—3 " " "..... 3 40

I—3 " " "..... 2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz. \$11 00 No. 1, per doz. 9 00

No. 2, " " 7 50 No. 3 " " 6 50

CANE'S WIRE HOOP WOODEN PAISLS.

No. 1, 2-hp. pails..... \$1 50

No. 1, 3-hp. pails..... 2 05

CANE'S WASHBOARD.

Pony, per doz..... \$1 10

Crown..... 1 75

Improved Globe..... 1 65

Standard Globe..... 2 25

Original Globe..... 2 50

Superior Globe..... 2 70

New market King..... 2 75

Jubilee..... 2 75

Diamond King Glass..... 3 35

CANE'S CLOTHESPINS.

5 gross loose, per case..... 0 55

6 " " packages, per case... 0 62

" " " " " " " " " " " " " " " " " "

Yeast.

Royal yeast, 3 doz. 5c. pkgs..... \$1 10

Gillett's cream yeast, 3 doz. in case..... 1 10

This

Acme Ca

Adam G

A dason

Allan, R

Allison

America

America

Andrew

Atlanta

Balfour

Barnard,

Bellville

Benedict

Bloomfie

Bode Gu

Borden's

Bourque,

Bradree

Brand &

Branson

Brayley &

Burlingt

Busy Ma

Campbell

Canada

Canadia

Canadia

Capstan

Carman,

Carter, C

Carter S

Chase &

Chouillo

Christma

Clark, W

Clegg, J

Coles, M

Colson, E

Common

Computh

Connors

Constant

Cote, J

Cowan C

Cox, J. A

Crain, B

Dalley, T

Davidso

Dawson

DeYarr

Domlio

Douglas,

Downey,

BATGER'S

Machine-cut Mixed Peel in 1/2-lb. and 1-lb. Drums.

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

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In 1/2 and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering

VALENCIA RAISINS

Ask for these Marks—

“M.D. & Co. Beaver”

Special Fancy Quality

“W. Abel” Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme

Montreal and Toronto

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

| | | | | | | | |
|----------|-------------------------------------------|----------|-------------------------------------------------|-----------|--------------------------------------------|----------|--------------------------------------------|
| A | Acme Can Works..... 58 | E | Eby, Blain Co..... 3 | Mc | MacKay, John, Ltd..... 48 | S | “Salada” Tea Co..... 7 |
| | Adam Geo. & Co..... 2 | | Eckardt, H. P., & Co..... 44 | | McDonald, D. & Co..... 61 | | Scott, David, & Co..... 4 |
| | Adamson, J. T., & Co..... 2 | | Edwardsburg Starch..... outside front cover | | McFarlane & Field..... 2 | | Sherbrooke Cigar Co..... 60 |
| | Allan, Robt., Co..... 18 | | Empire Tobacco Co..... 61 | | McLean, J. J..... 49 | | Smith, E. D..... 15 |
| | Allison Coupon Co..... 20 | | Epps, Jas., & Co..... 49 | | McWilliam & Kewring..... 54 | | Smith & Schipper..... 49 |
| | American Computing Co..... 20 | | Essex Canning Co..... 24 | | MacDonald, Gordon & Co..... 4 | | Snowdon, Forbes & Co..... 15 |
| | American Tobacco Co..... 61 | | Estabrook's..... 21 | | MacLaren's Imperial Cheese Co..... 2 | | Sprague Canning Machinery Co..... 46 |
| | Anderson, Powis & Co..... 2 | | Ewing, S. H., & Sons..... 16 | | MacNab, T. A., & Co..... 2 | | Standard Broke-age Co..... 10 |
| | Atlantic Fish Companies..... 57 | | | | | | St. Charles Condensing Co..... 16 |
| | | | | | | | Stevens-Hepner..... 20 |
| B | Balfour, Smye & Co..... 25 | F | Fairbank, N. K., Co..... 63 | M | Magor, Frank..... outside front cover | T | Taylor & Pringle Co..... 56 |
| | Barard, Frank H..... 4 | | Fearman, F. W., Co..... 44 | | Mahiques Domenech & Co..... 71 | | Terminal Warehouse and Cartage Co..... 68 |
| | Bellefleur Fruit and Vinegar Co..... 57 | | Fisher, A. D., Co..... 20 | | Majestic Polishes Co..... 4 | | Thompson, G. B..... 4 |
| | Benedict, F. L..... 43 | | Fisher, Frederick & Sons..... 56 | | Maple Tree Producers' Association..... 9 | | Thorne, A. M. & Co..... 64 |
| | Bloomfield Packing Co..... 6 | | Foley, F. J., & Co..... 2 | | Marshall, James..... 4 | | Tippet, Arthur F., & Co..... 3, 39 |
| | Bode Gum Co..... 48 | | Fontanel, Leon..... 51 | | Mathewson's Sons..... 25 | | Todhunter, Mitchell & Co..... 21 |
| | Borden's Condensed Milk Co..... 68 | | Fussell & Co..... 52 | | Mathieu, J. L., Co..... 26 | | Tooth Extract Meat Co..... 2 |
| | Bourque, T. A., & Co..... 14 | G | | | Methven, J., Sons & Co..... 4 | | Toronto Pottery Co..... inside back cover |
| | Bovril, Ltd..... 47 | | Galbraith, Wm., & Son..... 27 | | Millman, W. H., & Sons..... 2 | | Toronto Salt Works..... 46 |
| | Bradstreet's..... 4 | | Gibb, W. A., & Co..... 4 | | Mitchell, H. W..... 4 | | Truro Condensed Milk Co., Limited..... 46 |
| | Brand & Co..... 69 | | Gillard, W. H., & Co..... 10 | | Montreal Packing Co..... 44 | | Tuckett, Geo. E., & Son Co..... 60 |
| | Branson & Co..... 19 | | Gillett, F. W., Co., Ltd..... 53 | | Mooney Biscuit and Candy Co..... 49 | | Turner, James, & Co..... 27 |
| | Brayley & Co..... 20 | | Goodwillie & Son..... 8 | | Morse Bros..... 68 | U | Underdown & Crichton..... 24 |
| | Burlington Canning Co..... 23 | | Gray, Young & Sparling..... 48 | | Mott, John P., & Co..... 50 | | United Factories Ltd..... 63 |
| | Busy Man's Magazine..... 62 | | Greig, Robt., & Co..... 17 | N | National Licorice Co..... 8 | | Upton, T., Co., Ltd..... 60 |
| | | | Greening, Thos. B..... 2 | | Nestle's Chocolate..... 51 | V | |
| | | | | | Nickel Plate Polish Co..... 20 | | Verret, Stewart Co..... outside back cover |
| | | | | | Nicholson & Bain..... 12 | W | |
| C | Campbell, R., Sons..... inside back cover | H | Hawes, Ed., & Co..... 43 | O | Oakville Basket Co..... 11 | | Wagstaffe Limited..... 15 |
| | Canada Sugar Refining Co..... 10 | | Hillock, John, & Co..... 64 | | Oakey, John, & Sons..... inside back cover | | Walker Bin & Store Fixture Co..... 64 |
| | Canadian Cannery..... 5 | I | | | Old Homestead Canning Co..... 4 | | Walker, Hugh, & Son..... 55 |
| | Canadian Coconut Co..... 51 | | Imperial Extract Co..... 26 | | O'Mara, Joseph..... 47 | | Warmington, J. N..... 19 |
| | Canadian Salt Co..... 14 | | Imperial Syrup Co..... 26 | | Ontario Office Specialty Co..... 65 | | Warren, G. C..... 2 |
| | Capstan Manufacturing Co..... 2 | | Improved Match Co..... 25 | | Ozo Co..... 18 | | Watson, Andrew..... 26 |
| | Carman, Escott Co..... 65 | J | | | | | Watson, Stuart..... 4 |
| | Carter-Crume Co..... 27 | | James, F. T., & Co..... 58 | P | Park, Blackwell Co..... 44 | | Watt, John J..... 4 |
| | Carter S. J., & Co..... 27 | K | | | Paterson, E., & Sons..... 7 | | Welcome Soap Co..... 23 |
| | Chase & Sanborn..... 17 | | Kaiser Mfg. Co..... 43 | | Patrick, W. G., & Co..... 4 | | Western Canada Flour Mills Co..... 50 |
| | Chouillou, C. A., & Co..... 9 | | Kingery Mfg. Co..... 4 | | Power, B. H..... 46 | | Wethey, J. H..... outside back cover |
| | Christmas, W. O..... 25 | | Kinnear, Thos., & Co..... 48 | Q | Queen City Oil Co..... 64 | | White, J. W..... 21 |
| | Clark, W..... 47 | | Kironac, Nap. G., & Co..... 14 | | | | Winn & Holland..... 19 |
| | Clogg, J. R., & Co..... 56 | | Kit Coffee Co..... 24 | R | | | Wiseman, B. B., Co..... 43 |
| | Colles Manufacturing Co..... 64 | L | | | Rattray, D., & Sons..... 16 | | Wood, Thomas, & Co..... 70 |
| | Colson, E. C., & Son..... 2 | | La Cie Des Savon Francois..... 18 | | Ray & Windle..... 2 | | Woods, Walter, & Co..... 46 |
| | Common Sense Mfg. Co..... 4 | | Lambe, W. G. A..... 2 | | Robinson, O. E., & Co..... 54 | Y | |
| | Computing Scale Co..... 64 | | Lea Pickling & Preserving Co..... 13 | | Rose & Laflamme..... 8, 71 | | Young, Thomas, Soap Co..... 43 |
| | Connors Bros..... 57 | | Leonard Bros..... 58 | | Rutherford, Marshall & Co..... 46 | | Young, W. F..... 18 |
| | Constant, H..... 48 | | Lipton, Thos. J..... 9 | | | | |
| | Cote, Joseph..... 61 | | Lowney, Walter M., Co..... 50 | | | | |
| | Cowan Co..... 50 | | Lucas, Steele & Bristol..... outside back cover | | | | |
| | Cox, J., & Co..... 49 | | Lytle, T. A., Co..... 7 | | | | |
| | Crain, Rolla L. Co..... 65 | | | | | | |
| D | Dalley, The F. F., Co., Limited..... 24 | | | | | | |
| | Davidson & Hay..... 22 | | | | | | |
| | Dawson Commission Co..... 56 | | | | | | |
| | DeYbarrando & Co..... 56 | | | | | | |
| | Dominion Molasses Co..... 8 | | | | | | |
| | Douglas, J. M., & Co..... 53 | | | | | | |
| | Downey, W. P..... 22 | | | | | | |

oy.
and
tful
EAL
e rela
0 60
0 50
0 40
08-either

MITEI.
.. \$0 46
.. 0 60
.. 0 50
.. 0 51
.. 0 46
.. 0 48
.. 0 51
.. 0 56
.. 0 45
.. 0 45
.. 0 45
.. 0 53
.. 0 46
.. 0 47
.. 0 56

..... \$15
..... 25 00
..... 33 00
..... 35 00
..... 55 00
..... 75 00
..... 0 48
..... 0 68
..... 0 65
..... 0 75
..... 0 65

BROOMS.
carpet brush
y light and
Per doz.
\$4 75
4 10
3 95
3 40
2 90
IN TUBS.
Per doz. 9 00
4 50
N PAIRS.
\$1 10
2 05
S.
\$1 10
1 75
1 05
2 35
2 50
2 70
2 75
3 35
S.
single
55 0 77
63 0 67
82 0 87
\$1 10
case..... 1 10

CLASSIFIED LIST OF ADVERTISEMENTS.

Awnings, Tents, Rope, Etc.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingsery Mfg. Co., Cincinnati.
Money Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
Stevens-Hepner Co., Port Elgin, Ont.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans.
Acme Can Works, Montreal

Cash Sales Books.
Carter-Crume Co., Toronto

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougal, D., & Co., Glasgow, Scot.
Tuckett, Geo. E. & Son Co., Hamilton.

**Clutch Nails, Nail Hooks, Strap-
ping, Etc.**
Warrington, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowrey, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Americar Computing Co., Indianapolis,
Indiana.
Computing Scale Co., Toronto.

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

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.

Cotton Seed Products.
Brayley, J. M., Montreal

Counter Check Books.
Carter-Crume Co., Toronto

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park Blackwell Co., Toronto.
Power, B. I., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Decorations, Table.
Hovell, A. J., & Co., London, W.C.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.E.
James, F. T., & Co., Toronto
Leonard Bros., Montreal.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavouring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
Bovril Limited, Montreal.

Foreign Importers.
Fussell & Co., London, Eng.
MacDonald, Gordon & Co., London, Eng.
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Tooth's Extract of Meat Co., London,
Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Ybarrodo, J. V., & Co., Bordeaux,
France.

Downey, W. P., Montreal
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Underdown & Crichton, London, Eng.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brook, Toronto.

Grain, Flours and Cereals, Seeds.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
MacKay, John, Ltd., Bowmanville, Ont.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Ozo Co., Montreal.
Carter, S. J. & Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Olson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

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

Jams, Jellies, Etc.
Batger's—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal.
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Standard Brokerage Co., Vancouver
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

Matches.
Improved Match Co., Montreal.

Meat Extract.
Tooth's Extract of Meat Co., London,
Eng.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Nicholson & Brook, Toronto.
Wagstaffe, Limited, Hamilton.
Wetley J. H., St. Catharines.

Office Supplies.
Urain, Rollis L., Co., Ottawa.
Ontario Office Specialties Co., Toronto

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

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

Pickles, Sauces, Relishes, Etc.
Brand & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudson, Hebert & Co., Montreal
Mason, Geo., & Co., London, Eng.
Paterson's—Rose & Lafamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.

Poison, Rat.
Comm'n Sense Mfg. Co., Toronto.

Polishes—Metal.
Majestic Polishes, Ltd., Toronto.
Oakley, John, & Sons, London, Eng.

Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.

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

Printing.
Barnard Frank H., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
La Cie Des Savon Francais, Montreal.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwards Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Storage and Warehouses.
Terminal Warehouse & Cartage Co.,
Montreal.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwards Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Brayley & Co., Montreal.

Ceylon Tea Association, New York.
Codville-Georgeson Co., Winnipeg
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kaiser Mfg. Co., Winnipeg.
Kit Coffee Co., Glasgow, Scotland.
Nishimura, Shaw T., Montreal.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal

Veterinary Remedies
Young, W. F., Montreal

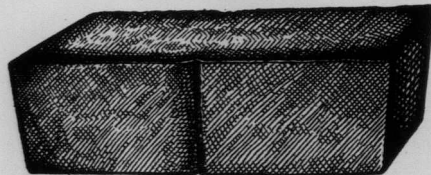
Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville

Washing Compound.
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware
Stevens-Hepner Co., Port Elgin
United Factories Limited, Toronto.

**Wrapping Paper, Paper Bags
Lining, Wood Disks, Etc.**
Thorne, A. M. & Co., Toronto

Yeast.
Gillett, E. W., Co., Toronto.



OUR FAMOUS
TWIN BLOCK
PURE MAPLE SUGAR

This Sugar has stood the test of Government analysis. Out of the many samples collected not one is reported adulterated.

SUGARS and CANNERS Ltd., MONTREAL



"GLOBE" with Percolator.

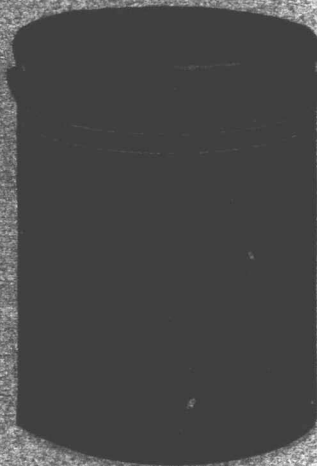
This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY
HAMILTON, ONTARIO

**STONEWARE
JARS**



of every description and size.

Special shapes to order.

The TORONTO POTTERY CO. LIMITED

Toronto, Canada
Write for Catalogue

**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. S. STEWART, Halifax.

Oakey's The original and only Genuine Preparation for Cleaning Cutlery, etc. and is Caustic
**'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.

**You are Interested
in Something**

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week - therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms - 100 Clippings, \$ 5.00

250 " 12.00

500 " 22.00

1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL, QUE.

Telephone Main 1256.

10 Front St. E., Toronto, Telephone Main 3701

ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

Keep in Mind

Winter Freight Rates and
Closing of Navigation.
Your SALT Stock?

VERRET, STEWART & CO.

LIMITED

MONTREAL

MINCE PIES

MADE FROM

**Wethey's Condensed
Mince Meat**

are what your customers want.

Have you got this line in stock?

Every day you are without this Mince
Meat you are losing profits you might just
as well have.

It is a ready seller.

It is a steady seller.

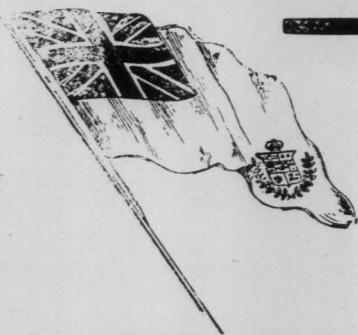
It is a repeat seller.

It sells when other brands do not sell.

All Jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED

ST. CATHARINES



"EMPIRE" Brand

4 free phones

USE THEM.

Don't Get Caught by the Frost

Get in your supplies of

**"Empire" Pickles
Relish
Olives
Celery Relish**

**Goodwillie's Fruits
Champion Catsup
Sweet Clover Catsup**

Time is getting short, order promptly.

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON,

ONTARIO