

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.

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 28, 1906.

NO. 39.

TRUE BLUE— With all that that implies is the  
verdict of users of

## Keen's



# Oxford Blue

—The paying Blue for you to handle, year  
in year out, is Keen's Oxford Blue—

*Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion*

You can make a paying feature of your SYRUP trade  
by suggesting to your customers a trial of

CROWN  BRAND

## Table Syrup

**PUT UP IN TINS**  
2-lb. tins—cases 2 doz. Also in Brls.,  $\frac{1}{2}$  Brls  
5 " " " 1 " Kegs and Pails.  
10 " " "  $\frac{1}{2}$  " "  
20 " " "  $\frac{1}{4}$  " "

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

"Crown" brand table syrup is made from selected  
corn and is delicious, rich, nourishing and healthful.

EVERY JOBBER SELLS IT.

### EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

Works,  
CARDINAL, Ont.

53 Front St. East,  
TORONTO, Ont.

164 St. James Street,  
MONTREAL, P. Q.

## Soaps For Family Use

"Queen's Laundry Bar" is a line every dealer who is in business for money should handle. It is a pure economical soap suitable for every household requirement—and a necessity in every home where there are always articles to be washed, which are of too fine a nature to send to the laundries. It is so pure that many use it for the bath. It is a soap that will make the people return to your store.

## Queen's Laundry Bar

One of the excellent lines manufactured by Albert Soaps Limited, Montreal.

# Redpath

IS  
**CANADA'S STANDARD**

FOR  
**REFINED SUGAR**

Manufactured by  
**THE  
CANADA SUGAR REFINING CO.  
LIMITED  
Montreal**



## National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,  
R. S. McINDOE, Agent.  
Montreal Depot, 21 Bonsecours St.,  
J. M. BRAYLEY, Agent.

# Molasses

We are prepared for  
**SPRING TRADE**  
with a splendid assortment of the Standard  
Grades:

Extra Choice Porto Rico, Lion Brand,  
Cintron Brand, Beaver Brand, &c.  
Fancy Barbados Syrup, Choice Barbados  
Grocery.

SEND FOR SAMPLES AND PRICES

## Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH GARMAN,	WINNIPEG

## "Thistle" Finnan Haddies

Pickles that always please. Sound, piquant Pickles preserved in absolutely pure Malt Vinegar. Packed in bottles with showy labels, which are a great shelf attraction for the store. ALWAYS THE SAME!

Packed in Scotland.

Distinguished from all others because **REAL HADDIE**. Many times better than any other packed because not cheap mixed fish. An honest production from best material. Palatable, wholesome. Keep perfectly in any climate. "The Haddie that draws trade and holds it."

## Hannah's Pickles

*Sold by leading wholesalers.*

A. P. TIPPET & CO., Agents.

Montreal.

Toronto.

## Fry's Cocoa.

Absolutely Pure Cocoa with no false flavorings added nor any injurious drugs or chemicals. Made by one of the largest manufacturers of Cocoa in the world. Concentrated and hence of great strength. A quarter-pound tin, which retails at 25 cents, will make fifty cups of rich, delicate Cocoa—one-half a cent a cup.

*Sold by leading wholesalers.*

SH

DARD

GAR

ING CO.

es

ADE

Standard

on Brand,

C.

Barbados

ICES

s Co.,

cia

TORONTO  
MILTON  
INDON  
WINNIPEG



# 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.

**BARBADOS, W. I.**

**JONES & SWAN**  
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.  
CABLE ADDRESS—JONESWAN, BARBADOS.  
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.  
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Lafamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspébiac.

**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.

**MOOSE JAW.**

**THE MOOSE JAW FRUIT & PRODUCE CO.**  
D. STAMPER, Prop.  
Wholesale Agents and Jobbers  
Fruits, Groceries, Tobaccos, Cigars, etc.  
Correspondence Solicited.  
P. O. Box 238, MOOSE JAW, Sask  
Office, 8 Main Street.

**MONTREAL.**

**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen  
  
27 St. Sacrament Street, Montreal  
  
TEL. MAIN 778. BOND 28.

**J. H. MAIDEN**  
425 St. Paul Street, MONTREAL  
Manufacturers' Agent and Commission Broker.  
Domestic and Foreign Agencies solicited.  
Special attention to introducing New Lines to the Trade.

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

**BANANAS**  
exclusively the year round.  
Best fruit Properly crated Lowest prices  
**JOSEPH BROWN & SONS**  
29 and 31 Youville Square  
Montreal

**TORONTO.**

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

**MacLAREN IMPERIAL CHEESE CO.** Limited  
AGENCY DEPARTMENT:  
Agents for Grocers' Specialties and Wholesale Grocery Brokers.  
Correspondence solicited. Address all communications to our head office.  
26 Front St. East, Toronto

Ask us for prices on  
**EVAPORATED APPLES**  
  
**W. H. MILLMAN & SONS**  
Grocery Brokers  
TORONTO

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

**McGAW & RUSSELL**  
Manufacturers' Agents and Importers  
48½ Front St. East, Toronto  
Highest References Correspondence Solicited  
Phone Main 2647

C. E. KYLE S. HOOPER  
**KYLE & HOOPER**  
Wholesale Grocery Brokers and Manufacturers' Agents  
27 Front St. E., Toronto  
Highest references Commissions solicited

**QUEBEC.**

**P. W. CARRIER**  
COMMISSION  
GROCERIES, FLOUR, GRAIN  
Domestic and Foreign Agencies Solicited.  
Hochelaga Bank Building,  
QUEBEC.

**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

**STUART WATSON**  
Manufacturers' Agent and Wholesale Commission Broker.  
Winnipeg, Man.  
Highest References. Correspondence Solicited.

**W. A. TAYLOR**  
BROKER and WAREHOUSEMAN  
243 Main Street  
WINNIPEG, MAN.  
HIGHEST REFERENCES

ESTABLISHED 1887.  
**JOSEPH CARMAN**  
Wholesale Grocery Broker and Manufacturing Agent.  
Union Bank Block, Rooms, 722 and 723  
Winnipeg, Man.  
Correspondence Solicited. Highest References.

**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.

(Continued on page 4.)

Gett

New

Don

We now

RASPB  
LONBA

The

# Getting Ready for Fall Business—

We have just passed into stock a shipment of French Canned Goods from the well known shippers, P. M. Loubrie & Co., containing the following—

<b>FRENCH PEAS—</b>	<b>Petit Pois</b>	<b>MARISCHINO CHERRIES—</b>
	<b>Magons</b>	<b>In glass—Hf. pint bottles</b>
	<b>Fins</b>	<b>" Pint "</b>
	<b>Ex. Fins</b>	<b>" Quart "</b>
<b>FRENCH MUSHROOMS—</b>	<b>Hotel</b>	<b>MACEDOINES—</b>
	<b>Bon Choice</b>	<b>Fruits in glass</b>
	<b>1st Choice</b>	<b>Vegetables in glass</b>
	<b>Extra</b>	<b>ANCHOVIES—</b>
	<b>Extra—in glass</b>	<b>In oil, glass</b>

These are quite equal in quality to other higher priced packs.

# New Sultana Raisins—

Our first shipment is due to arrive here about Oct. 10th. Advance samples show these to be very desirable fruit, and we are quoting prices under the market.

*You had better place your order for shipment upon arrival.*

# Domestic Pickles—

16-oz. Bottles  
5-gal. Pails

We have a snap in both these lines. Put up by a reliable manufacturer, and while the stock lasts will sell them at considerably less money than it would cost to replace them to-day. **Better order NOW.**

*We now have a complete stock of*

# WAGSTAFFE'S SEALED FRUITS

In Rich Heavy Syrup.

**RASPBERRIES, CURRANTS, PEACHES, PEARS, LAWTONBERRIES,  
LOMBARD, EGG and GREEN GAGE PLUMS, NIAGARA and CONCORD GRAPES**  
Cases 1 doz. glass.

The **EBY, BLAIN CO.,** Limited

WHOLESALE GROCERS  
**TORONTO**



S. HOOPER  
OPER  
Brokers and  
Agents  
Toronto  
missions solicited

RIER  
IN  
UR, GRAIN  
cles Solicited.  
Building,

r business to this  
UNTRY  
ccount to our  
AGE.  
lished over 12 years  
& Co.  
ision Merchants  
TOBA

ATSON  
t and Whole-  
Broker.  
Man.  
ondence Solicited.

LOR  
HOUSEMAN  
treet  
MAN.  
ENCES

1887.  
ARMAN  
nd Manufacturing  
s, 722 and 723  
Man.  
Highest References.

SHELL  
MAN.  
om firms wishing  
g. Travellers call  
nd Retail Trade in  
cial responsibility.

Manufacturers' Agents—Continued.

WINNIPEG.

**G. B. THOMPSON**

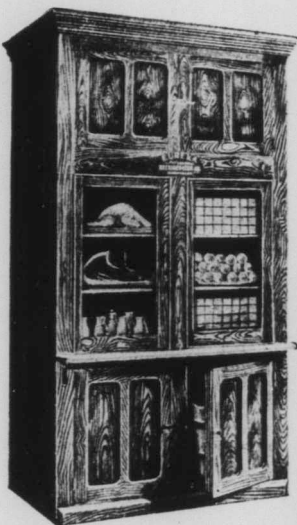
Wholesale Broker and Commission Merchant  
159 Portage Avenue East, - WINNIPEG, MAN.  
Cable address, "CAPSTAN."  
Storage facilities. Correspondence solicited

**R. B. WISEMAN & CO.**

WINNIPEG, MAN.  
Wholesale Brokers and Storage Warehousemen.  
CENTRALLY LOCATED.  
Can handle a few additional lines.

**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.



**REFRIGERATORS**  
FOR BUTCHERS AND GROCERS.  
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

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

**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

**SCOTT, BATHGATE CO.** BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firm wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.



This design a guarantee of quality.

**DO YOU PUBLISH A CATALOGUE ?**

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER  
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

**CANADA PAPER Co.**  
TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices Throughout the Civilized World

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

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its 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.  
QUÉBEC, QUE.  
VANCOUVER, B.C.

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

MONTREAL, QUE.  
TORONTO, ONT.

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



**CHINESE Starch**

The best money maker in your store—  
Write for particulars—

OCEAN MILLS, - MONTREAL

**Do You Want to Buy**

**A BOILER, ENGINE OR MACHINERY ?**

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

**CANADIAN MACHINERY**

TORONTO MONTREAL

**STOCK NOW.**



*Sutton's Worcestershire Sauce cannot be beaten for quality and price*

**G. F. Sutton, Sons & Co.**

King's Cross  
London, Eng.

CANADIAN AGENTS:  
MACLURE & LANGLEY Ltd.

154 Pearl St., Toronto  
30 Hospital St., Montreal

# Leaders OURS YOURS

Canada First (Aylmer)

Little Chief (Picton)

Log Cabin (Trenton)

Horseshoe (Bowlbys)

Kent (Chatham)

Auto (Canadian Cannery)

---

## Canadian Cannery LIMITED



Starch

in your store—

MONTREAL

to Buy

ENGINE  
VERY?

scriber of  
you can  
free in

CHINERY  
MONTREAL

NOW.

Sutton's  
Worcester-  
shire  
auce  
cannot  
be beaten  
for  
quality  
and price

F. Sutton,  
Sons & Co.

King's Cross  
London, Eng.

CANADIAN AGENTS:  
DURE & LANGLEY Ltd.

54 Pearl St., Toronto  
Hospital St., Montreal

# The Autocrat of the Dinner Table

is

## **RIVERDALE** **BRAND . . . .** Canned Goods

When you see this brand you see an enjoyable repast

**FULL QUANTITY**  
**PACKED FRESH**

**TOP QUALITY**  
**PROCESSED RIGHT**

*Specify "RIVERDALE" on your order sheet.*

**The Lakeside Canning Company, Limited**

*Wellington, - Ontario*

# VALENCIA RAISINS

ASK your Jobber for

**RIERA'S "Maple Leaf" brand**

---

**D. RATTRAY & SONS**

AGENTS

QUEBEC

Montreal

OTTAWA



Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Cat-sup Cooks on the Continent.


For the last four weeks we have been buying tons and tons of the very finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Cat-sup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz screw-top bottle, with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

---

THE OZO CO., LIMITED  
MONTREAL



**THEY**  
**Sell**  
**Well**

**Show**  
**a Nice**  
**Profit.**

**Give**  
**Satis-**  
**faction.**

WHY?

Because they are  
**CANADA'S BEST**  
ROSE & LAFLAMME, MONTREAL.

## Batger's Whole Fruit Strawberry Jam

Batger & Co., London, England, with over 150 years experience, together with the finest Garden Strawberries England can produce, are to-day manufacturing Strawberry Jam by the most modern methods, in a factory where cleanliness comes first. As a result we are offering you a first-class reliable article, a jam that every Good Grocer in Canada can sell to his customers, knowing that it will give the satisfaction that builds up trade.

**ROSE & LAFLAMME**  
MONTREAL and TORONTO

When buying your  
**Valencia Raisins**  
Ask your Wholesaler  
for these Reliable Brands

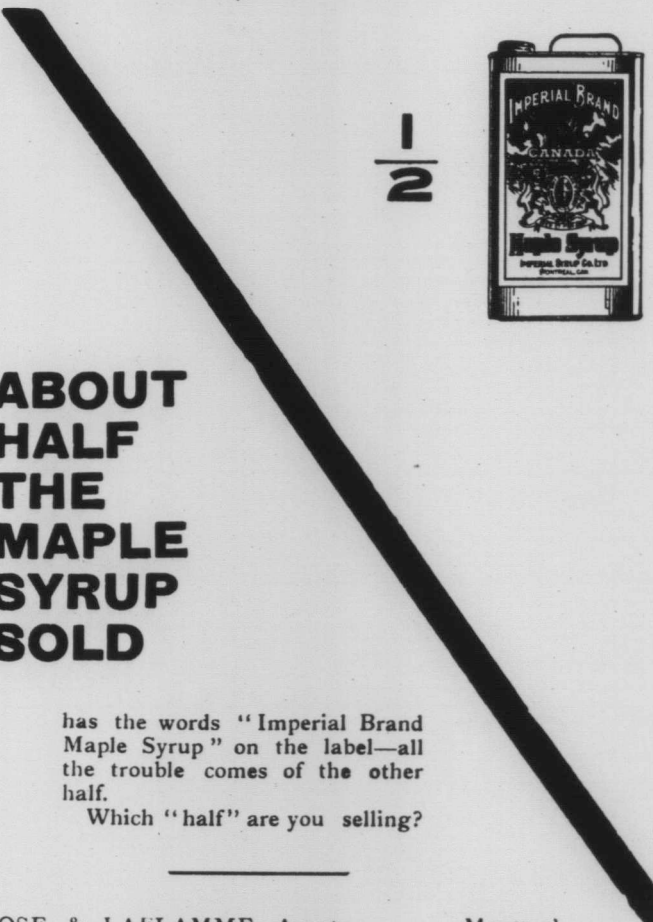
**MAHIQUES, DOMENECH & CO.**

"M. D. & Co." Special Fancy Quality  
"W. Abel" Standard Quality


*4 Cr. Layers  
Selected  
Fine Off Stalk*

**They will please you**

AGENTS—  
**ROSE & LAFLAMME** MONTREAL  
TORONTO



$\frac{1}{2}$



**ABOUT  
HALF  
THE  
MAPLE  
SYRUP  
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.  
Which "half" are you selling?

ROSE & LAFLAMME, Agents, - - Montreal



much r  
price c  
is also  
etc.  
day as  
Pr  
that of  
you me

**The**



It  
sl  
at  
h  
T  
C  
k  
fo

Gillette



OUR MOTTO:

"Quality Regardless of Price"

much more than the ordinary brands put on the market, but is sold at a very slight advance in price over the ordinary brands. Now, what is true of our **Cream Sugar Corn** quality is also equally true of **Farmers' Brand of Canned Peas, Corn, Beans, Tomatoes, etc.** These are **all** delivered from our own fields to the factory, and packed fresh the same day as they are gathered.

Proof of dealers' and consumers' appreciation being that though our **1906 Pack** doubles that of 1905, but very little of the former remains to be sold. We solicit a small trial order that you may be in the swim with dealers who are buying our goods.

**The FARMERS' CANNING COMPANY, Limited**  
BLOOMFIELD, ONT.



GILLETT'S LYE has many uses.

It makes soap, it cleans baths, sinks, dishes, pans, cans, refrigerators and everything about the home.

The Grocer who knows the uses of

**GILLETT'S LYE**

knows the great demand there is for an all 'round good cleaner.



Gillett's Chemical Works, Established 1852.

— Made in Canada —



From the Atlantic to the Pacific the famous

"STERLING" BRAND PICKLES

have their customers. In all quarters grocers who are leaders in the trade know the wisdom of keeping well stocked with these goods.

— Ask your jobber or —  
— order direct.

**THE T. A. LYTLE CO. Limited**  
TORONTO, CAN.

# WINNIPEG and CALGARY

The distributing centres of Western Canada



**TO MANUFACTURERS AND SHIPPERS**

DEAR SIRS,—

What **are you** doing to secure a foothold in the rapidly increasing trade of **Western Canada**. Do you want to establish **your name** and **your Brands** now in this **Great West**. If so, do not put it off till to-morrow and allow your competitors to take advantage of your delay, but write us at once. We offer you our services as wholesale commission merchants and brokers, and can also distribute and store cars of general merchandise at reasonable rates.

We will be pleased to quote any firm in Canada, Great Britain or foreign countries prices of Rolled Oats, Oatmeal or Mill Feed, cost and freight or c.i.f. any point.

We are, Yours truly,

**NICHOLSON & BAIN,**  
Wholesale Commission Merchants and Brokers  
**WINNIPEG and CALGARY**

Established 1882.

## Now that Prices Have Been Made

You can figure out just about how many cases of

## *Corn and Tomatoes*

you can handle in the coming season----supposing you get them.

You can also figure on doing about 25 per cent. more canned goods trade with

### *Old Homestead Canned Goods on Your Shelves*

than with any other brand or brands.

The reason for this is simple. Old Homestead Canned Goods are incomparably the best on the market any way you take them.

The public are quick to recognize quality, especially when combined with an attractive appearance. Old Homestead Goods have both.

You can't boom your canned goods trade in any better way than by making Old Homestead Brand your specialty.

Don't delay. Get your order in right away.

If your wholesaler can't supply you, write us direct.

---

**The Old Homestead Canning Co.**  
Picton, Ontario.

Expert cultivation in the most successful tea-growing districts in the world have made

# Japan Teas

positively the most perfect teas for consumer and dealer alike—

The Grocer handling Japan Teas handles the Best

Our advertisements are telling your customers all about

## 'CAMP' COFFEE

and we shall esteem your assistance in introducing it into the homes of Canada. "CAMP" is a liquid Coffee of exceptional quality; it saves time, waste and worry and satisfies all who try it. *It pays the distributor a handsome profit and means increased business.* More about it next week.

R. PATERSON & SONS,  
COFFEE SPECIALISTS, GLASGOW

Agents:  
ROSE & LAFLAMME,  
MONTREAL.



## REASONS

FOR YOUR ORDERING

## IVORINE STARCH

It yields you 60% profit.

It is a labor-saving Starch.

It gives the full measure of satisfaction.

It is selling faster every day.

A case of 40 pkgs. at \$2.50—there's what to order.  
The Jobber—there's who to order from.

**ST. LAWRENCE STARCH CO.**  
LIMITED  
PORT CREDIT, ONT.



### The Man Behind the Counter

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

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

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

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

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

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



## YOU WANT Something that will bring you trade.

# "MELAGAMA"

### MOTHER'S FAVORITE TEA

Brings constant repeat orders.

*Close Prices*

**WRITE US TO-DAY**

*Prompt Shipment*

We carry a full line of bulks—Will be pleased to send you samples.

## MINTO BROS., Tea Importers

F. J. WHITE, Manager

TORONTO, ONT.

# STOVE POLISH

For a Stove Polish that will please every time that it's used, get

# JAMES' DOME BLACK LEAD

Gives a lasting brilliant shine. No dust, no dirt.

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

**Manufacturers:—**

Would you like to have your products ably handled in

**ALBERTA?**

We have the connection, organization and experience necessary to gain and hold the market for first-class manufacturers.

Offices and warehouses with A1 railway facilities at  
**Calgary and Edmonton.**

Salesmen cover the province thoroughly.  
Write us.

**DOMINION BROKERAGE CO., Limited**  
**CALGARY and EDMONTON**

Agents—W. B. BAYLEY & CO.  
Cor. Church and Colborne Sts., Toronto.

**SYMINGTON'S,**  
EDINBURGH  
**COFFEE ESSENCE**

**ALWAYS READY!**  
**ALWAYS PURE!**  
**ONE STANDARD**  
**QUALITY!**

**UNQUESTIONABLY THE VERY BEST**  
**THOS. SYMINGTON & CO. - EDINBURGH**

TO BE HAD OF ALL  
WHOLESALE



**CAPSTAN BRAND**  
**High-Grade Tomato Catsup**

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

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

We guarantee this Catsup to give perfect satisfaction.

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

**The CAPSTAN MFG. CO., Toronto, Ont., Can.**



**No Point Slighted**  
**None Overlooked**

Essentials to Perfect Mince Meat are Perfect Methods, Pure Constituents, Right Packing. All these essentials are incorporated in

**NICHOLSON'S, HENCE ITS SALES!**

Speak up concerning  
**N. & B. JELLY POWDER**  
**N. & B. ICING POWDER**  
**N. & B. PUDDING**  
**N. & B. VERIQUICK TAPIOCA**  
**BROCK'S BIRD SEED**

**NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.**

Once u  
to exp  
of "Sa  
other  
pited  
is att  
the e  
per w

**RIC**

RAN

Just  
Arr

**WA**



# "SALADA"

Ceylon Tea

Once upon a time, in years gone by, we were vain enough to express the belief that the superior quality and value of "Salada" would cause it to dominate the sale of all other Teas, some of the "knowing ones" smiled and pitied our presumption; that our belief was well founded is attested by the fact that the output has now passed the enormous quantity of one hundred thousand pounds per week or equivalent to

**FIVE MILLION POUNDS PER ANNUM**

**RICE   RICE   RICE**

RANGOON

PATNA

JAVA

Just

JAPAN

Arrived

CAROLINA

Write for Samples and Quotations

**WARREN BROS. & CO.**

Wholesale Grocers

Limited

35 and 37 Front St. E., Toronto

*The Best Argument we can offer you that*

## Our Matches

are in the favor of the trade is that those merchants who have tried them are repeating with increased orders—

*Their advantage lies in*

larger profits and better goods ———

### The Improved Match Co.,

Limited

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P. Q.

THE CANADIAN GROCER

# PRUNES

FOR PROMPT SHIPMENT

**THE DAVIDSON & HAY, LIMITED**

WHOLESALE GROCERS, TORONTO

## Here

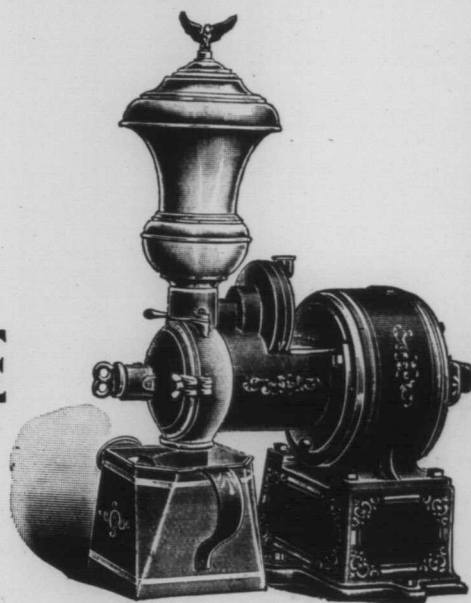
You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE  
**ENTERPRISE**

### Electrically Driven Coffee Mill

The  $\frac{1}{4}$  H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize  $\frac{1}{4}$  lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



## **HORSESHOE SALMON**

**NEW GOODS. 1s tall, 1s flat,  $\frac{1}{2}$ s flat.**

# Thomas Kinnear & Co.

Wholesale Grocers

**TORONTO and PETERBORO**



VA

For  
Wri

THE CANADIAN GROCER



FIRM ESTABLISHED 1750

# **Purnell's** **PURE MALT VINEGAR**

Brewed from the Finest Grown English Malt.  
The best for Pickling and for the table.  
Quality guaranteed. Profits good. Sales always increasing.

**PURNELL, WEBB & CO., Ltd., Bristol, Eng.**  
**Sauce and Pickle Makers**

Apply to Agents for further particulars:

J. W. GORHAM & Co.  
R. JARDINE.  
H. HANZARD.  
A. J. HUGHES.

HALIFAX, N.S.  
ST. JOHN, N.B.  
CHARLOTTETOWN, P.E.I.  
1483 Notre Dame Stree., MONTREAL

J. WESTERN,  
BICKLE & GREENING,  
J. CARMAN,  
C. E. JARVIS & Co.,

630 Ontario Street, TORONTO  
HAMILTON, ONT.  
WINNIPEG, MAN.  
VANCOUVER, B.C.



# **VALENCIA RAISINS** **SULTANA RAISINS** **CURRANTS**

For Import—  
Write for Quotations to

**THOS. BELL, SONS & CO.,**  
**MONTREAL**

# The Season for Coffee

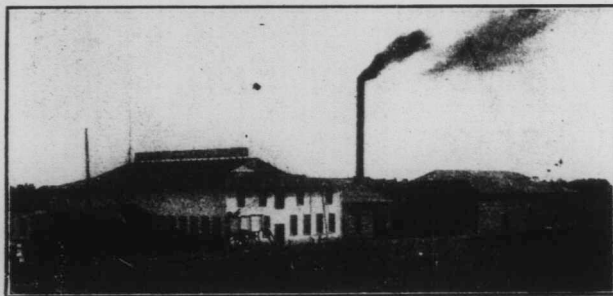
If there has been anything wanting in your coffee trade that has puzzled you, give up worrying. Write us for samples of our "CLUB" and "PRINCE OF WALES" brands. These brands of coffee will do for you what they have done for others—*increase your coffee trade.*

## S. H. EWING & SONS

96-104 KING ST., MONTREAL  
Telephone Bell Main 65.  
" Merchants 532.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.



*Cleanliness is a mighty important factor with the Napanee Canning Co.*

All the floors in our factory are made of cement. The ceilings in our factory are very high. A first-class sewer runs direct from our factory to the river.

These virtues cannot do other than this one thing :  
produce perfect sanitary conditions for putting up

# "CANADA'S PRIDE" CANNED FRUIT and VEGETABLES

Have you ordered our delicious Tomatoes,  
our delicious Corn ?

WM. GALBRAITH & SON,  
Sole Agents for Montreal.

**NAPANEE CANNING CO., Limited**  
W. A. CARSON, Manager - - Napanee, Ont.

## WILLIAM GALBRAITH & SON

Wholesale Grocers

MONTREAL

—Have received consignments of **GENUINE LABRADOR HERRINGS**,  
the first and best of the season. Quality guaranteed.

Have also secured 2000 boxes California loose Muscatels, 1000 boxes seeded, 1 lb. packages choicest brands offered at low prices. Write for quotations.

These Raisins were secured prior to the recent advance and our customers can secure benefit by ordering promptly.

To Make

Tartan ar

S

Imperi

row, five  
new Sulta  
criptions.  
tels arrive  
your orde

Who

**BAL**

**T**HE most mod  
hot blast  
Now in coun  
Deliveries ar  
Special facil  
Lowest rates  
Customs, Sta  
Less worry f  
For informa

To Make Good Pickles  
USE  
**Tartan and Red Feather  
SPICES**  
**Imperial VINEGAR**

**Tartan**  
**BRAND**

SIGN OF PURITY

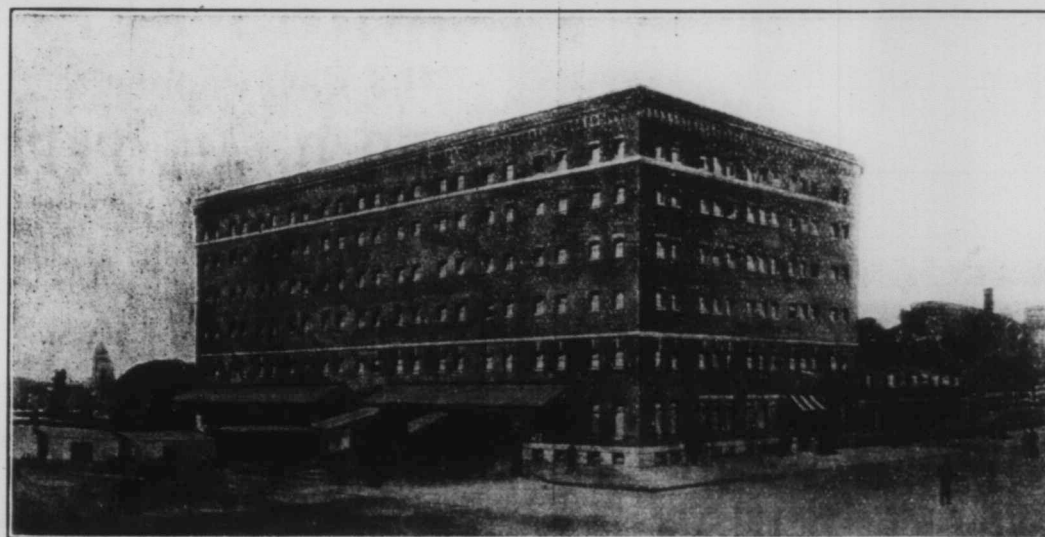
Stock Now  
**WAGSTAFFE'S Sealed Fruits,**  
in glass  
**WAGSTAFFE'S Jams,**  
in glass  
ALL PURE FRUIT and SUGAR

**If You Want the First FIGS in Canada**

send us your orders for shipment on arrival, four row, five row boxes, and 2½-inch and 3-inch Figs in 24s, and 48s. We also have earliest new Sultanas, Shelled Almonds, and a large assortment of Malaga Table Raisins, all descriptions. These come by fast steamer. New Prunes arrive October, new Seeded Muscattels arrive October. We got in right on these goods. See our travellers before placing your order.

**When in a hurry phone 596, our long distance number.**

**BALFOUR, SMYE & CO., Wholesale Grocers, HAMILTON**



**TERMINAL STORAGE WAREHOUSE**

**T**HE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.  
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transshipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.  
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.  
Lowest rates of insurance. Ratage 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.  
For information please communicate with the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

12-38 Grey Nun Street, MONTREAL

# Currants Currants Currants

GREECE'S FINEST PRODUCTIONS:

**HAYCASTLE, OLYMPIC, PARADISE,  
MINERVA, ATHENA**

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about  $\frac{1}{4}$  c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

## W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers

Importers of Fine Fruits

JUST RECEIVED—

## Dalidet's

Celebrated  
**OLIVE OIL,** in tins and glass

ALSO THEIR

**French Peas, Mushrooms, Macedoines,  
Asparagus, Cherries in  
Maraschino, etc.**

## LUCAS, STEELE & BRISTOL

Wholesale Grocers,

HAMILTON, - ONT.



## GREIG'S WHITE SWAN CAKE ICINGS

All true fruit flavors—high grade  
and dependable in every respect.

**THE ROBERT GREIG CO., LIMITED**  
WHITE SWAN MILLS  
TORONTO

## "ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz.,  
1 lb. and 7 lb. Tins.

## KING OF ALL PEPPERS

Guaranteed absolutely a pure blend  
of Finest Peppers

Specially Selected  
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

**ANTITIS PEPPER CO.,** 40 Botolph Lane  
LONDON, England  
TRIAL ORDERS SOLICITED

—BUY—

## Brand Star

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

see/11/06  
www

58

58

asw.

see/11/06  
to Duns

Cut Book No

Page No 58

asw.



# CANDIED PEELS



Our new Peels are now in store:

The Finest goods on the market.



**Drained Lemon, Orange and Citron Peel in boxes or tins.**

**BEAVER Candied Lemon, Orange and Citron Peel in boxes.**

Prices are right.

Market is advancing,

**JAMES TURNER & CO., HAMILTON, ONT.  
LIMITED**

## ESSEX CANNING & PRESERVING CO. LIMITED

The Brand  
of  
**FINE  
QUALITY**



Call for  
them  
**NONE  
BETTER**

NATURAL FLAVOR RETAINED. - NO CHEMICALS USED.

## MANUFACTURERS IN WINNIPEG

Notes on the Annual Convention of the Canadian Manufacturers' Association Held in the Western Metropolis—President's Plea for Higher Protection.

In many respects the recent convention of the Canadian Manufacturers' Association held in Winnipeg was the most successful in its history. The attendance was much larger than a year ago at Quebec and a vast amount of business of an important nature was disposed of in the businesslike style of the best business men of Canada. It was decided to open a permanent office in London, Eng., to act as a commercial intelligence agency for the association members, to assist in securing skilled labor for the members, and in other ways to promote the interests of the organization. Important steps were also taken in promoting the scheme for the mutual fire insurance of association members, and, taken as a whole, the meeting was remarkable for the new departures which were decided upon.

For the first time in the history of the association the annual convention was held west of the Great Lakes and the event was looked forward to with keen anticipations by the citizens of Western Canada, who, rightly or wrongly, united in considering it a most important epoch in the history of the newer Canada. The west wants manufacturers and is determined to have them, her citizens being thoroughly convinced of the unwisdom of shipping raw materials east and bringing in the manufactured product. The west wants manufacturers and preferably Canadian manufacturers, and hence the keen interest excited by the visit to the west of the Canadian Manufacturers' Association. Winnipeg received them with open arms and everything possible was done to show the visitors the advantages offered them by the metropolis of the west. In the excursion westward which followed the convention the principal western towns have been visited and in all an effort has been made to show the visitors what the west has to offer them. It may be confidently expected that one result of the western visit of the manufacturers will be the establishment in the west of many branch factories and the opening of many more branch warehouses.

\* \* \*

The manufacturers' special train arrived in Winnipeg late on Sunday night, September 16. The visitors were met by the officers of the Winnipeg branch and were at once escorted to the palatial Royal Alexandra, the convention headquarters. Winnipeg's new palatial hotel challenges comparison with the King Edward in Toronto, the Windsor in Montreal or the Chateau Frontenac in Quebec, and the visitors were delighted to find themselves in such pleasantly luxurious surroundings. The sessions of the convention were all held in the Royal Alexandra.

\* \* \*

The recently appointed secretary, J. F. M. Stewart, was a busy man during the stay of the manufacturers in Winnipeg. Ex-Secretary R. J. Younge, now sales manager of the Canadian Rubber Co., was a familiar figure at the convention and it was evident that he appreciated to the full his freedom as compared with other years.

At the opening session a hearty welcome was extended the visitors by Mayor Sharpe, Hon. R. P. Roblin, Premier of Manitoba, and E. L. Drewry, the Manitoba vice-president. C. C. Ballantyne responded with the president's annual address, which was in part as follows:

When our good friend, Mr. Drewry, at our Quebec convention, extended an invitation to the Canadian Manufacturers' Association to meet this year in Winnipeg, there was no dissenting voice. Perhaps the invitation was accepted so unanimously because of Mr. Drewry's oratory, or perhaps it was the pressing messages he brought from the Manitoba branch of the Manufacturers' Association, His Worship the Mayor of your city, the Board of Trade, and the Builders' Exchange; or again it may have been the inducements held out by the Canadian Northern for a trip to Edmonton, or by the Canadian Pacific to occupy their fine new hotel. No matter what the reasons, the members of the association were deeply grateful, and I think the large number who have traveled two, three and four days to be with you is sufficient evidence of their appreciation. My own opinion is that the impression is firmly installed in every one of us that Winnipeg has already reached the threshold of greatness, and that this whole western part of our country is advancing by such momentous strides that we have to see for ourselves before we can understand, and we are here to see.

### National Development.

The growth of your city is marvellous, the extent of your business transactions amazing, but on every side we are given the assurance that this wonderful development has but begun. We, your fellow-countrymen, wish you all success. You cannot be prosperous without permitting us to share in your prosperity. Our country has become so immense, our prosperity has made us so contented, our aspirations have so steadily developed along national rather than provincial lines, that we have assumed the task of working together for the good of our vast heritage, with nothing on the horizon to interfere with a continuance of united and successful advancement.

### Opportunities for Canadians at Home.

The growth of this country is so rapid that we must guard against the possibility of becoming engrossed with the enormous work of to-day, without placing a proper estimate upon the future.

Agriculture is the corner-stone of Canadian industry. All our provinces are more or less agricultural. With the development of our farms, we have built railways, established banks, and opened trading houses, all of which are most necessary. We thought at one time that certain of our eastern provinces were destined to be chiefly agricultural provinces. We improved the land and grew larger and better crops year by year. This was all well and good.

After a few years we discovered that we were lacking in big cities, in consuming centres; we discovered that our sons and daughters born on the farm would

not all be farmers, some would not because of their temperament, others would not because they saw greater opportunities elsewhere. The result was that Canadians went south by the thousand. Most of them went to the cities, not the farms; to where there were factories; they had seen enough of the fields. This continued for a number of years. In 1900 there were 1,180,000 persons of Canadian birth living in the United States. I feel safe in saying that the most of these Canadians were lost to our country because we had not the towns or the factories—in other words, the inducements and the opportunities.

To-day the situation is completely changed. We have begun to study our own resources. What do we find? Not only that nature has fitted us to be a great agricultural nation, but that our mines, our forests, our streams, and our waterfalls destine us to stand in the front rank of the manufacturing countries of the world; that here, within our own borders, we have all the raw materials for the world's great industries, the necessary industrial opportunities for all our sons and daughters, and the greatest and best market for the products of our farms. Our neighbors to the south have recognized this even sooner than we ourselves. To-day they are returning to us our own.

It is for us to say whether we will continue to purchase our manufactured goods in the United States, or put just a little more tariff on certain lines, and make the factories in the States build plants in Winnipeg, Saskatoon, Moose Jaw, Calgary, Medicine Hat, Regina, Edmonton, or any other of the many centres in our great western prairies which have advantages to offer, and by this means keep the population we are getting. Last year our dutiable imports from the United States amounted to \$94,200,167, the large percentage of which was manufactured goods, and might just as well have been made in Canada. As it is the United States farmers, workmen, manufacturers and other citizens have just that much of our money that should have been kept at home.

### Canada's Opportunity.

It is only within the last decade that we have begun to properly appreciate our rich resources, but now we are all full of confidence in the future of our vast Dominion, and the outside world is beginning to learn what great opportunities we have to offer. Sir Wilfrid Laurier's striking phrase, "Canada is the country of the twentieth century," has gained wide currency because it gives apt expression to the growing belief that no other country contains such great resources of natural wealth ready to be developed. It is very important, then, for us to adopt a policy that will assure to our own people, to those who settle in the country and thoroughly identify themselves with its interests, the full benefit of this coming development. Many millions of dollars will be realized annually from the crops produced in our rich soil, many millions more will be taken from our forests and our mines. Shall this wealth remain in the country, shall the money which represents it circulate in the Dominion for the benefit of the people who develop these resources, or shall we by a mistaken fiscal policy allow it to go abroad for the enrichment of other nations?

The future of upon the way of

### Canadian

It must be a national patriotic policy has ceased to be a controversial policy of both parties to recognize the necessities of Canadian industries to hope that when the Dominion Parliament meets in November to the tariff they will be able to look upon the broad standards, that they will best develop our country give to all classes of the nation and advanced now exists.

### Imperial

When a number of Canadian Manufacturers visited the United States, the leaders of the movement to make our position of a preferred British people, and manufacture and manufacture that it was in Canada ever advantageously. We did not do against Great Britain upon sufficient products of our Canadian equivalent footing Britain, but that we divert into British possible, the trade with foreign countries. When we must get we would prefer fellow-citizens. The leaders of the movement in England our attitude, and to say that we have the mercy of the Empire in July of 1900 in favor of mutual Empire, moved the Canadian Manufacturers' boards of trade to by our ex-president, was carried favor to 41 against a significant when Drummond was statement of the speech which resolution.

The true preference aptly expressed one of which by your money in goods made in Canada says, "When you want at home Empire."

### An Equal

We are some mean when we farmers do not tariff against but that we must protect protection manufacturers ing with those "happily our near understood when of the members



The future of Canada largely depends upon the way our statesmen decide.

**Canadian Tariff Attitude.**

It must be a matter of gratification to all patriotic Canadians that the fiscal policy has ceased to be a matter of partisan controversy. The leading politicians of both political parties now recognize the necessity of protecting Canadian industries of all kinds, and we may hope that when the members of our Dominion Parliament are called together in November to consider the revision of the tariff they will set aside all old prejudices and look at the question from the broad standpoint of Canadian interests, that they will consider what policy will best develop the varied resources of our country, give profitable employment to all classes of our people, and maintain and advance the prosperity that now exists.

**Imperial Preference.**

When a number of members of the Canadian Manufacturers' Association visited the United Kingdom last year the leaders of the party took pains to make our position regarding the question of a preferential tariff clear to the British people. We told the merchants and manufacturers of the United Kingdom that it was our ambition to make in Canada everything which we could advantageously produce, and that, while we did not desire a prohibitive tariff against Great Britain, we would insist upon sufficient protection to at least put our Canadian manufacturers on an equivalent footing with those of Great Britain, but that we were anxious to divert into British channels, as far as possible, the trade we now did with foreign countries. In other words — that when we must go abroad to buy goods we would prefer to buy them from our fellow-citizens of the British Empire. The leaders of the tariff reform movement in England expressed approval of our attitude, and I am glad to be able to say that when the Chambers of Commerce of the Empire assembled in London in July of this year a resolution in favor of mutual preference within the Empire, moved on behalf of the Canadian Manufacturers' Association and the boards of trade throughout the Dominion by our ex-president, Mr. Geo. E. Drummond, was carried by a vote of 104 in favor to 41 against. This is very significant when it is known that Mr. Drummond was very explicit in his statement of the Canadian attitude in the speech which he made in moving the resolution.

The true preferential policy has been aptly expressed by two little stamps, one of which bears the words, "Keep your money in circulation by buying goods made in Canada," while the other says, "When you can't get what you want at home buy within the British Empire."

**An Equalizing Tariff.**

We are sometimes asked what we mean when we say Canadian manufacturers do not demand a prohibitive tariff against the United Kingdom, but that we must at least have sufficient protection to put our Canadian manufacturers on an equivalent footing with those of Great Britain. Perhaps our meaning may be better understood when I cite the case of one of the members of our association who

had large factories in Montreal and London, England. The difference in the wages paid in these two great factories of England and Canada is remarkable. Figures taken from the pay-rolls, and strictly accurate, show that:

Common labor is 82 per cent. higher in Canada than in England.

Gang leader or sub-foreman, 70 per cent. higher.

Boys (16 to 18), 85 per cent. higher.

Machinists, 64 per cent. higher.

Carpenters, 40 per cent. higher.

Girls (by the hour), 33 1-3 per cent. higher, and girls (piece work), 66 2-3 per cent. higher.

Are not these figures alone sufficient to show the necessity of maintaining an equalizing tariff against British goods? But if, while giving our manufacturers fair play in competition with British manufacturers, we make our tariff so high against all foreign countries that our surplus requirements, above what our own factories can supply, will be obtained from British manufacturers, a vast amount of money which now goes to enrich foreign nations will be turned into the pockets of British manufacturers and their workmen.

**The Value of Foreign Trade.**

During the past eight or nine years the world at large has been enjoying a period of extraordinary prosperity. Never before was business so generally good throughout all civilized countries and Canada has been getting its share of the good times. Indeed, the country has been so prosperous that many of our people have failed to see the necessity of providing for future years when the world's commerce may pass through a period of stagnation as it has so often done in the past after periods of great activity and general prosperity. They have failed to see that, by sending abroad annually many millions of dollars for manufactured goods which could be made just as well in Canada, we are draining the country of wealth which will be sorely needed when the bad years come. We all take a certain pride in big trade figures. For the fiscal year ending June 30, 1906, Canada's trade with the world at large amounted to \$552,000,000, an increase of over eighty millions over the previous year. Ten years ago it was only a little over \$239,000,000. Canada per head of population has a greater commerce with the outside world than the United States, but we should not be too ready to congratulate ourselves on this fact. A writer on this subject has pointed out that if the Americans would buy all the iron and steel and all the cotton now manufactured in the United States the figures of foreign trade would be enormously increased. If the raw cotton and the iron ore used in American mills and furnaces were shipped abroad to be used in the cotton mills and blast furnaces of Germany and Britain the total exports of these raw materials would bulk largely in the trade returns, and when the finished products were brought back to the United States they would swell the figures of imports. Yet

no one will argue that it would be better for the people of the United States to close their cotton factories and shut down their iron and steel works, in order to thus increase the foreign trade per head of population.

If the United States manufacturer was not permitted to dispose of his wares quite so easily in Canada, our foreign trade might not be so great but our home trade could be very greatly increased. During the fiscal year ending June 30, 1905, imports from the United States for consumption in Canada, exclusive of gold and silver, amounted in value to \$152,431,626, while Canadian exports to the United States, exclusive of gold and silver amounted to only \$53,498,642. We hope that the tariff which the Government will bring down at the coming session of Parliament will effectually prevent future annual importations from the United States amounting to three times the value of our exports to the United States. The Canadian west is getting thousands of American farmers as settlers every year. Why not, by means of our tariff invite American manufacturers to follow them in and build factories in the towns of Manitoba, Alberta and Saskatchewan? I am convinced that the great majority of Canadians in the great west would approve of a policy that would bring this about. Why should the Canadian farmer be regarded as antagonistic to a policy which would develop the great Canadian west? Is it not much more reasonable to assume that his ambitions are identical with the ambitions of the farmers in the Western United States? These farmers declared for a policy of all-round protection, and they got it. Now there are hundreds of manufacturing and consuming centres throughout the great west, and western farmers have markets at their doors for their enormous harvests. I read in the Winnipeg Free Press of December 16, 1905, a memorial presented to the Dominion tariff commission by the board of trade of the town of Medicine Hat. This memorial says:

"The demand for manufactured goods throughout the Northwest is already very large, and is increasing every year in an amazing way. We think, therefore, that if the Canadian tariff were made high enough to shut out the American goods that flood this country, many of the manufacturers of the United States would start branch factories in Medicine Hat. In asking for a high tariff against the United States we are not moved by any feeling of hostility to that country. Many of our best settlers come from the United States, but they came here to better their condition because land is cheap in a new country, and they will be glad to have a home market near at hand such as will be created by the establishment of manufacturing industries in the Canadian Northwest. We think that the American settlers generally will be pleased to see the tariff raised as high as that of the United States, because they know that the development of the United

States has been greatly assisted by high protection, and they naturally desire the country in which they have settled to grow and prosper."

Medicine Hat is only one of the towns in the west which would secure factories if the tariff were raised. It would be difficult to exaggerate the possibilities of Winnipeg as a manufacturing centre when cheap electric power is brought here from the rapids of the Winnipeg River. This enterprising and ambitious city, with its splendid geographical situation at the gateway of the Canadian west and its unrivalled railway facilities, will not be content to be simply a distributor of foreign goods to the people of the west. It can never attain the importance to which its geographical situation and the enterprise of its people entitle it, unless the factories are as numerous as the warehouses. I believe that in the very near future the great bulk, if not all, of the manufactured goods that are required in these western provinces will be manufactured in Winnipeg.

Some of our members who are large manufacturers in the east are building branch factories here now, and a great many more are contemplating doing so. If manufacturers wish to take full advantage of the growing trade in the west, it will be necessary for them to establish branch factories in Winnipeg and the other enterprising western centres.

To accomplish this we want a strong Canadian policy that will benefit both east and west. What action the Government will take at the coming session of Parliament, we cannot say, but we believe that the Government will give us the best and strongest Canadian tariff that we ever had, and one that will give thorough protection to every Canadian industry.

At our last annual banquet, held in Quebec, the Right Honorable Sir Wilfrid Laurier, in the course of his eloquent and patriotic speech, made this striking announcement, when referring to the coming revision of the tariff. After the premier had referred to these great western provinces as being the "Garden of Canada" and to their great future, he went on to state that he hoped before long, with our great farming population, which is increasing rapidly each year, that every shoe that would be worn in these prairies would be a Canadian shoe; that every yard of cloth marketed there would be a yard of cloth produced in Canada, and so on and so on.

This is the policy of our worthy prime minister: this is the policy of the Canadian Manufacturers' Association, and it is the policy that the people of Canada demand to-day. "Made in Canada" is popular and this association has done its share in bringing this happy state of affairs about. The manufacturers of Canada will admit that twenty-five or thirty years ago their products may not have been equal to the manufactured products of older and more experienced nations, but that is not so to-day—

"made in Canada" products are equal to the best in the world, and this strong, patriotic desire on the part of all to demand goods that are "made in Canada" is one of the most promising features for the further development of this great country. Remember, that every workman employed in the factories of Winnipeg and other western cities will eat food grown by the farmers of Manitoba, Saskatchewan and Alberta, and thus the farmers of the west are as much interested in the growth and prosperity of the cities as the townsmen themselves.

#### Water Transportation.

The great development of our foreign commerce naturally leads us to the consideration of Canada's water transportation facilities. This great west, although far removed from our ocean ports, is nevertheless vitally interested in improvements to steamship lines, and the many routes, rivers and harbors of our great country. To get the best price for our products, whether of the farm or factory, we must have easy access to the world's markets. As a signal improvement we welcomed, a year ago, the new Allan turbines, and this year we point with pride to the two grand Empress boats put into commission by the C.P.R. The service from Canada to Great Britain is now just as comfortable and fast as from New York.

Another great improvement has been made by our great national transportation company, the C.P.R., of which we are all so justly proud, and that is that the mails are now carried from London to Hong Kong and from Hong Kong to London in twenty-nine days by the inauguration of the over-seas special mail train connecting with the magnificent Empress boats on the Atlantic and the Pacific. The building of a second great transcontinental road—the Grand Trunk Pacific—and the extension of the Canadian Northern, which we hope before long will make a third transcontinental line, together with double tracking of the C. P. R. line from Winnipeg to Port Arthur, and increasing the fleet on the Upper Lakes, and the vast improvements the Dominion Government have made by deepening the channel and improving the waterways in the St. Lawrence, transportation facilities are being rapidly improved, not only for the benefit of the west, but of the country as a whole.

Probably the greatest need of manufacturers at the present time is skilled help. The association has not hesitated to express its disapproval of the immigration policy of the Dominion which discourages skilled mechanics from coming to Canada. In addition to this the alien labor law is designed to prevent manufacturers from bringing such men to Canada; and further, no steps are being taken to train such men at home. The technical education committee presented a memorial to the Dominion Government, asking

for the appointment of a commission for the purpose of indicating a national system of technical training. This is greatly needed in Canada, and if we are to keep pace with the United States and European countries we must give our people every opportunity to attain skill.

#### Insurance.

The investigations conducted by the insurance committee throughout the year into the cost of fire insurance protection, is of the utmost importance, and their suggestions that in mutual fire insurance there is to be found economy and safety are appealing with force and power to our members.

During the year the committee has reported fully to the executive council the conclusions they have reached in this matter, and I am safe in saying that in no case has a recommendation been made without a most exhaustive investigation and full and careful consideration. As a result there is now filed in the insurance department records of great value; they are open to inspection at any time, and the more clear and convincing will be the conclusion that a remedy for existing evils and burdensome rates is to be found in a well-organized system of mutual insurance of and by the manufacturers of Canada, just as the success of the same principle has been demonstrated beyond the slightest doubt by the manufacturers of the United States.

#### Railway and Transportation.

The value to our organization of an expert in transportation matters has been emphasized more during the past year than ever before, and I know that the report of the department will bear testimony to this fact.

The members of our association must be gratified to note that the Government has taken action along the lines of the resolutions passed at the Quebec convention, by bringing express companies under the railway act and making more adequate provision for the interchange of traffic between railways.

The officers elected for the ensuing year were as follows:

President—Harry Cockshutt, of the Cockshutt Plow Co., Brantford.

First Vice-President—Hon. J. D. Rolland, Rolland paper mills, Montreal.

Provincial Vice-Presidents—Ontario: L. Harris, Brantford; Quebec, G. A. Vandry; British Columbia, John Hendry, Vancouver; Manitoba, L. C. McIntyre, Winnipeg; New Brunswick, Chas. MacDonald, St. John; Nova Scotia, T. M. Cutler, Halifax; Alberta, A. E. Cross, Calgary; Saskatchewan, E. J. Brooks, Regina. Treasurer, Geo. Booth.

The convention was brought to a fitting close by a brilliant banquet at the Royal Alexandra, on Wednesday night, Sept. 19. At its close the special excursion train left for the west carrying the manufacturers on their western tour.

## HERE

### Happenings

Ledroit & F have registered

Bonneau & J Rossland, B.C.

Wm. T. Ric Boston, was in

Last week th Foxboro, B.C.

R. J. Sempl sold his busine

Foulston Br Birnie, Man., Sask.

W. M. Jones Alta., has b Matusch.

A. Vipond at Hudson, Q aership.

R. A. McKetioner at Piloburnt out.

L. Rosenth Morden, Man. N. Korman.

Arthur Hai at Spring Hi C. H. Newton

D. A. Scott Souris, Man., W. C. McShan

Owen Baker million, Alta O. Baker & S

Leslie & Wil Sask., have b katoon Millin

M. Quesnell Wauchope, Sa stock to A. B

Bitker & W Lemberg, Alt; Krienke & Th

Geo. P. Tis Cranbrook, B Campbell & M

R. H. Stru chants at B their business

F. D. Cockt real office of tawa for a fe

H. G. Wall chants at Oa succeeded by

Mrs. Napole cinthe, Que., under the nar Co.

A. H. Brit agent of the was a caller week.

Charles Tl Sugar Refinin left for a co the Laurentia

The cheese near Peterbor Matheson, wa loss is about

A. H. Brit the Atlantic

## HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to The Pacific—News of Your Brother Grocer in all the Provinces.

Ledroit & Frere, grocers at Quebec, have registered.

Bonneau & Hunt, confectioners, etc., Rossland, B.C., have dissolved.

Wm. T. Rich, of Chase & Sanborn, Boston, was in Montreal last week.

Last week the Foxboro cheese factory, Foxboro, B.C., was destroyed by fire.

R. J. Semple, a Toronto grocer, has sold his business to James Morrison.

Foulston Bros., general merchants at Birnie, Man., have removed to Hiestler, Sask.

W. M. Jones, confectioner, at Ponoka, Alta., has been succeeded by L. B. Matusch.

A. Vipond & Co., general merchants, at Hudson, Que., have dissolved partnership.

R. A. McKellar, grocer and confectioner at Pilot Mound, Man., has been burnt out.

L. Rosenthal, general merchant at Morden, Man., has sold his business to N. Korman.

Arthur Hammond, general merchant at Spring Hill, N.S., has assigned to C. H. Newton.

D. A. Scott, general merchant at Souris, Man., has sold his business to W. C. McShare.

Owen Baker, general merchant at Vermillion, Alta., has been succeeded by O. Baker & Sons.

Leslie & Wilson, millers at Saskatoon, Sask., have been succeeded by the Saskatoon Milling Co.

M. Quesnelle, general merchant at Wauchope, Sask., has sold his general stock to A. Bernuy.

Bitker & Wyld, general merchants, at Lemberg, Alta., have been succeeded by Krienke & Thompson.

Geo. P. Tisdale, confectioner, etc., at Cranbrook, B.C., has been succeeded by Campbell & Manning.

R. H. Struthers & Co., general merchants at Bassano, Alta., have sold their business to F. H. Berry.

F. D. Cockburn, manager of the Montreal office of Comfort Soap, was in Ottawa for a few days this week.

H. G. Walker & Co., general merchants at Oak River, Man., have been succeeded by Crearer & McTavish.

Mrs. Napoleon Ostigny, of St. Hyacinthe, Que., has registered her bakery under the name of Napoleon Ostigny & Co.

A. H. Brittain, Quebec and Ontario agent of the Atlantic Fish Companies, was a caller on the Toronto trade this week.

Charles Thompson, of the Canada Sugar Refining Company, Montreal, has left for a couple of weeks' holidays in the Laurentians.

The cheese factory at Melrose Abbey, near Peterboro, Ont., owned by Andrew Matheson, was burned on Tuesday. The loss is about \$1,500.

A. H. Brittain, Montreal agent for the Atlantic Fish Companies, on Monday

left for a week's visit to Canso and other points in the fishing district.

Robert Neilson, of the Lake of the Woods Milling Company, who has been ill for some time past, has returned to his desk, and is rapidly getting into old form.

A complete new roasting plant, including a 7-foot Burns roaster with gas burner and valve cooler and stoner, has been installed by the Club Coffee Co., Toronto.

Hugh J. Hickey, of Mason & Hickey, Winnipeg, went east last week to consult with the various eastern firms represented in the west by Mason & Hickey.

Steer Brothers, of St. John, N.B., for the past two months have been making improvements to their grocery store on Water street. Now their store is unsurpassed by any in the city.

The S. F. Bowser Co. are issuing to the trade a series of seven halftone illustrations on fine ivory cardboard of their oil tanks. The work is in colors and each illustration is a sample of modern art printing.

According to a private letter received from Thomas Whitwell, the officer in charge of the Skeena River salmon hatchery says that the hatchery is full of sockeye ova of which they collected 4,000,000 eggs.

The Spencer Seedless Apple Co., of Toronto, have been incorporated with share capital of \$100,000. The provisional directors are C. P. Fell, Buffalo, N.Y.; T. A. E. World and S. P. Grosch, Toronto.

J. A. E. Lanthier, assistant secretary of the Beach Calculating Machine Company, Montreal, was married to a Montreal girl September 21. They left for a honeymoon trip to New York the evening of the same day.

Lewis P. Mason, of Mason & Hickey, Winnipeg, has returned home from an extensive business trip west to the coast. He reports business very brisk in all the towns of the "Far West," particularly in Edmonton and Calgary.

W. S. Harrison, for some years traveling representative of the J. K. Ormsby Co., San Francisco, and now manager of the firm's industrial department, is now in Canada acquainting himself with the market here. At present he is in Montreal.

The Exeter Canning & Preserving Co. have been chartered with a capital of \$40,000. The provisional directors are Jos. Snell, J. G. Jones, S. Martin, Chas. Sanders, T. Harvey, A. Marchand, J. Hunter and W. Sanders, all of Exeter, Ont.

Geo. Deisenroth, G. H. Halberstadt, and J. H. Mitchell, Toronto; A. Bauer, Jno. Letter, Waterloo, Ont., have been issued a charter for the Toronto-Waterloo Office Furniture Co. The share capital is \$75,000, and the head office will be in Waterloo.

"Sunny Monday" is the name of a new laundry soap which has been put on the market by the N. K. Fairbank Com-

pany. It is an excellent soap, and so far has sold very successfully. The retail price is 7c. Grocers will receive prices on application to the company.

A New Orleans molasses firm sold, subject to sample, 100 barrels of molasses to a Philadelphia firm and is now suing to recover the price. The defence is that the molasses was heavily loaded with sulphites and could not legally be sold, also that it was not up to sample.

From the entire tobacco-raising region of Connecticut come reports of a banner crop, and already the growers are beginning to congratulate themselves on having one of the all round seasons in the history of the leaf. Old growers say they cannot remember a year in which the season has been as favorable as the present one.

The Northwestern Packing Company has been incorporated at Winnipeg, having a million dollars capital. The primary object of the company is the establishment of a stock yard and the carrying on of a general commission business, also the building of grain elevators and the conducting of retail stores.

The Board of Trade of Wawanese, Man., has elected these officers: President, F. D. Barelay; vice-president, R. J. Neithercut; secretary-treasurer, A. Eason; council, A. F. Kempton, C. L. Atkinson, C. M. Vanston, M.D., D. A. McVicar, E. L. McDonald, C. Crothers, J. J. Story and A. W. Snider.

H. C. Harrington, Sydney, N.S., has remodelled and greatly improved his grocery and crockery store. The new 40-foot frontage has plate glass. Modern show cases and Walker bin counters have been installed, a thoroughly up-to-date butter room and the side devoted to crockery has been refitted throughout.

Edward Archibald Hoyt, traveler for the wholesale grocery firm of Hall & Fairweather, St. John, N.B., was married in St. Luke's Church at St. John on Tuesday, September 11, to Miss Helen Beattie MacKnight, daughter of the late William S. MacKnight. After the ceremony the bridal couple left on a two weeks wedding tour.

Cereals, Limited, is the name of a newly incorporated company to manufacture and sell food products of all descriptions. The share capital is \$200,000, and the head office at Kingston, Ont. The provisional directors are R. A. McLelland, Kingston; W. H. Comstock, Brockville; Geo. Schmidt, Pembroke; W. G. Craig, Kingston; G. I. Mallory, Brockville; M. E. Galvin, Detroit.

The Lindsay Poultry & Pet Stock Association elected their officers for the current year: Hon. president, D. C. Trew; president, Johnston Ellis; vice-presidents, W. Flavell, A. Horn; secretary-treasurer, C. Frost; assistant secretary, W. Hunter. Directors, C. Hughan, John O'Reilly, J. P. Riley, T. Hader, Geo. Calvert, G. A. Jordan, Capt. Hamilton. The show will be held Jan. 15, 16, 17, 1907.

Up to last Monday, according to Southern Pacific freight officials, 4,000 carloads of green fruit had been sent from California to points east of the Rocky Mountains. They expect an additional 1,500 cars before the season ends. In their opinion these 5,500 cars of deciduous fruit represent a market value of \$5,500,000, or an average of \$1,000

## THE CANADIAN GROCER

per car. Each car sent contains 12 tons of fruit. So far this season the total shipments east will aggregate 66,000 tons.

H. Heitman is building for himself a large general store in Feversham, Ont.

R. A. Dalton, Peterboro, Ont., attended the Oddfellows' gathering in Toronto.

Mrs. J. F. East, of Kleinberg, Ont., who has been ill some time, is recovering.

W. Ellison, of Penville, Ont., was in Toronto last week calling on the wholesalers.

J. Saddler, Wiarton, Ont., has sold out his grocery and flour and feed business.

Sulphur has been advanced materially, and is now costing 10c. to 12c. above Spring rates.

Fred Urstadt, of Waterloo, Ont., was in Toronto last week calling on the wholesale trade.

F. A. Haddie, Bowmanville, Ont., was a grocer I.O.O.F. who was in Toronto for the big meeting.

Major Orchard, Toronto manager of the American Tobacco Company, was in Montreal during the week.

Frank Brown, of Port Hope, Ont., wound up the trout season with a nice catch of twenty-two of the best ever.

Six grocery travelers found themselves sitting in a row in the Brown House, Lindsay, Ont., Thursday of last week.

Peels are also climbing in the English market. Citron peel is particularly scarce and the price consequently higher.

Jack White, of Midland, Ont., a foremost grocer and prominent in the I. O. O. F., was at the demonstration in Toronto.

T. A. Fisher, of Lindsay, Ont., was in Toronto last week with the I.O.O.F. and figured large as life in the big procession.

Geo. Winters, Sr., of Geo. Winters & Sons Co., grocers, Brantford, has been enjoying a six weeks holiday among the Muskoka Lakes.

Alphonse Archambault, a Montreal grocer, dropped dead from his delivery wagon while driving down St. James street on Monday.

W. H. Denton, Camilla, Ont., has opened a store in Horning's Mills and will reside there. He is continuing the business in Camilla.

Leonard Wallace, of Wallace Bros., Woodbridge, is highly pleased with the general condition of business. He looks for a fine trade this Winter.

Geo. Mills, of Lindsay, Ont., was in Toronto last week visiting his daughter and swelling the attendance at the I.O.O.F. Sovereign Grand Lodge.

Mrs. H. Armstrong, 18 Eastern avenue, Toronto, has sold her grocery business and is retiring. She and her mother have had the business 23 years and it has paid them well.

A. L. Vanstone, of Brantford, Ont., has put new plate glass fronts in both his grocery store and china store. They adjoin, and the improvement adds greatly to the appearance of the premises.

Ald. Wm. Potter, grocer, Chatham, Ont., was a visitor to Toronto last week. Ald. Potter, besides being a progressive grocer, is an energetic member

of the city council and prominent also in politics.

J. B. Egan, formerly of Ceylon Station, Ont., has gone into the grocery and flour and feed business at Dundalk, in the store formerly occupied by Colgan & Wilson.

J. J. Clark, who for years has conducted business in Wiarton, Ont., has removed to Toronto and started in the grocery business there. For the time being he continues his store in Wiarton.

John Goynes, formerly an Ontario traveler for Mathieson Bros., Montreal, is now a member of the traveling staff of Warren Bros & Co., Toronto. He is on the Grand Trunk east and the Midland.

E. C. Clark, of Orangeville, has just returned from a trip to the west. He was greatly pleased with mercantile prospects out there and is thinking of transferring his stake to the land of wheat.

J. H. Ringer has purchased G. H. Robinson's grocery business at Bloor street and Dovercourt Road, Toronto. Mr. Ringer has been a clerk at W. J. Gill's high class fruit and fish store, Yonge and College streets.

Mount Forest's recent fair was the first held there in a number of years, but it was a great success. The merchants worked enthusiastically for it. J. S. Ireland, G. P. Bateman and others made fine exhibits of their goods.

Bracebridge pretty nearly closed up last week and came down to see their team win the lacrosse championship in Newmarket. Mr. Hutchinson, of Hutchinson Bros., and Mr. Hockins were among those who came down to cheer "our boys" and help carry home the championship.

Geo. T. Morris, Oshawa, Ont., came to Toronto Wednesday of last week in an automobile, did business on the fruit market and with the wholesale grocers, and was home in good time that evening. We're not saying anything about the time he made—there are speed laws in this country.

Phil Brown, city traveler for John Sloan & Co., Toronto, lives in Mimico, and Friday of last week entertained his three confreres at his home. He killed a duck or two from his own flock—you see, it was in Mimico—and he and his friends made merry while the day lasted. The entertainment was so good they're going again soon.

Frank Britton, representing the Imperial Extract Company, Toronto, was a caller upon the Montreal trade during the week, in company with the local representative, W. S. Silcocks. Mr. Britton has just returned from a trip through the Province of Quebec, and reports very satisfactory business all along the line.

W. G. A. Lambe, one of Toronto's leading grocery brokers and commission merchants, passed through Montreal on his way home to Toronto this week, after a visit to Atlantic coast points, where he spent a few holidays. Mr. Lambe was accompanied by Mrs. Lambe. A representative of The Grocer had a short talk with him while he was in the city.

While getting into his buggy last Sunday to go for a drive, Joseph Ethier, of the firm of Laporte, Martin & Cie., Montreal, fell backward onto the

hind wheel of the vehicle, owing to the horses unexpectedly starting. Mr. Ethier was severely injured internally, and is confined to his bed. The doctors expect to have him around in ten days, however.

Titerington Bros.' large fruit warehouse at St. Catharines, Ont., was totally destroyed by fire on Tuesday. There was a large quantity of fruit and baskets, among which the fire spread with lightning rapidity. The loss is about \$2,500, of which \$800 is insurance. As soon as new premises are secured business will be continued as usual.

Dan Bohlander, who up to a short time ago was manager of the Co-operative Bakery Co., Guelph, Ont., has gone to Berlin to go into partnership with his brother-in-law, August Schneider, who conducts a successful grocery business in that town. Mr. Bohlander is a man of good business ability and he has the sincerest wishes of success from his friends.

Mr. Charles Hartman, grocer, Brantford, has decided to sell out his entire grocery stock. It is Mr. Hartman's intention to go into the cigar and tobacco business on a large scale and devote his whole attention to it. After extensive alterations have been made in his present store, he expects to have one of the finest tobacco stores in Brantford.

Charles Grand, a Canadian traveler known to many of the trade throughout the Dominion, has identified himself with Beeman & Co., Winnipeg, as sales manager, and will have general supervision of sales for the entire Dominion. Beeman & Co. are manufacturers of a very convenient style of office files and they are meeting with success on this side of the line.

The first cargo this season of currants and raisins for Montreal left Patras, Greece, Saturday, September 8, by the Thomson Line steamship Bellona. On her way through the Mediterranean she will call at Denia, Spain, to complete her cargo of raisins, sailing from that port on September 18. According to Grecian laws currants are not allowed to be shipped until after September 1.

Geo. Dawson, of Dawson & Co., Sault Ste. Marie, Ont., has returned from his annual Summer outing. George is one of the wide-gauge, big-hearted chaps whose chief pleasure is in seeing others enjoy themselves and joining in the sport. He has acquired the habit of organizing each Summer a party of young folk and taking them off on a camping expedition to some favored spot in the north country. He never had a better time than this Summer, and pleasant rumors of it have reached even to Toronto.

Torrence & McPeik are a new grocery firm in North Bay, Ont. They are just now fitting up their store with fixtures that will be the finest in Northern Ontario and probably means in Ontario. A good many men in the trade in the older parts of the province would be surprised at the size and elegance of some of the grocery stores in the northern towns. Both members of the firm are thorough grocers. Mr. Torrence was in the business in North Bay some years ago, but retired to direct his energies along other lines for a time.

## TRAD

### Big New Abattoir Fish—Whale

Vancouver,

The abattoir a ing erected by the city to handle th the most complet west. It is also t plant, as a review show. The site on fully five acr have no spare sp buildings are to b ensions in detail x 40 feet; ice fa 130 x 90 feet; f ment; killing flo storeys and baser sausage making each of the thre storeys and base be a fertilizer bui basement, and a same dimensions. will be connected and in the centre feet, in which wil ways, elevators, d pipes and wires. able of holding 2 placed above this tion with the offic there will be an bath and dressing On the waterfron will be the stocky foundations for most substantial, low the surface of 17 feet above, w that two men ca on them. The bri erected on these f supplied by the new yards at Cla arrangements for elaborate and wel tic tank of large installed. Every case handled will extremity, as in the United States signed to facilita ney, formerly of yards and a man such work, is th plant, while J. S the same line, is ings. Mr. Binney erection and comp tablishment. Its head of cattle, 50 per day, caring f

The salmon ha River have had s ence through hea time, when the pounds were full tity of the fish t the breaking of t three Dominion b lake. Bon Accord likely be able to efficiently to secure

## TRADE ON THE PACIFIC COAST

Big New Abattoir at Vancouver—The Salmon Hatcheries—The Fall Pack of Fish—Whale's Tails a Delicacy—Potatoes for Australia—Market Notes.

Vancouver, B.C., Sept. 22, 1906.

The abattoir and packing plant being erected by the P. Burns Co. in this city to handle their big trade, is to be the most complete of its kind in the west. It is also to be a very extensive plant, as a review of the dimensions will show. The site covers ten acres, and on fully five acres, the buildings will have no spare space. Nearly all these buildings are to be fireproof. The dimensions in detail are: Boiler room, 80 x 40 feet; ice factory and cold storage, 130 x 90 feet; four storeys and basement; killing floors, 90 x 100 feet, four storeys and basement; rendering house, sausage making and refining sections, each of the three, 50 x 50 feet, three storeys and basement. There will also be a fertilizer building three storeys and basement, and a bone house of the same dimensions. All these buildings will be connected by covered corridors, and in the centre is a vestibule 20 x 30 feet, in which will be located the stairways, elevators, drops, and conduits for pipes and wires. A big reservoir capable of holding 25,000 gallons, will be placed above this building. In connection with the offices and other buildings there will be an elaborate provision of bath and dressing rooms for employees. On the waterfront side of the property will be the stockyards and wharves. The foundations for all the buildings are most substantial, being set five feet below the surface of the ground and rising 17 feet above, while they are so wide that two men can easily walk abreast on them. The brick walls are now being erected on these foundations, from brick supplied by the Vancouver Clay Co's new yards at Clayburn. The sanitary arrangements for the new plant are most elaborate and well-nigh perfect. A septic tank of large dimensions has been installed. Every portion of each carcass handled will be utilized to the last extremity, as in the big stock yards of the United States, and the plant is designed to facilitate this. Geo. A. Binney, formerly of the Kansas City stock yards and a man of wide experience in such work, is the designer of the plant, while J. S. Pearce, specialist in the same line, is architect of the buildings. Mr. Binney will superintend the erection and completion of the whole establishment. Its capacity will be 250 head of cattle, 500 sheep and 500 hogs per day, caring for all by-products.

The salmon hatcheries of the Fraser River have had an unfortunate experience through heavy rains just at this time, when the spawning beds and pounds were full of fish. A large quantity of the fish were liberated through the breaking of the pound fences. The three Dominion hatcheries at Harrison Lake, Bon Accord and Pemberton will likely be able to repair the damage sufficiently to secure a catch of the late run

of fish. But the Provincial Government's hatchery at Seton Lake, on the upper waters of the river. There a regular cloudburst damned up the creek and the weirs broke, letting out thousands of impounded fish, which will spawn in the upper waters, but the hatchery will have no spawn, unless perhaps a few from late runs which may make their way up to Seton Lake.

On the other hand, the reports from the Lakelse hatchery, Skeena River, show that that farthest north establishment has had a splendid season. The spawning is earlier there, and the hatchery is full of ova, over 4,000,000 eggs being the estimated amount. The manager of the hatchery remarks that the fact of sockeyes from a new spawning ground being ready three weeks earlier than on the usual grounds, indicates that there were two distinct runs of salmon this season.

The Fall run of salmon is keeping up well, and the ending of the close season on sockeyes is marked by re-establishment of prices, 20c. per fish for sockeyes and cohoes being set. There will be ten or eleven of the canneries on the Fraser and tributary waters packing Fall fish. Some of these have been kept running during the close season of sockeyes, on cohoes, humpback and dog salmon.

The joint sessions of the International Fisheries Commission are being held this week in Vancouver, behind closed doors. The situation on the Fraser River is the chief topic of discussion, but reports of the sessions are being handed out.

Several hundred tons of potatoes and a large quantity of onions formed part of the cargo of the steamer Miowera, sailing for Australia this week. It is, of course, the opposite season in the Antipodes, and while the new crop is being sold here as low as \$10 and \$12, so large is the supply, there chances to be such a shortage in the southern commonwealth, that the price is away up to \$30 per ton and over. That leaves a handsome margin of profit, provided the spuds reach their destination in good order. The long sea voyage across the tropics is hard on them, and unless the stock is good to begin with, and carefully selected and packed, the percentage of loss in transit is likely to be large.

Onions are frequently imported from Australia in our off season, so that the present exports are but a return of the compliment. Large shipments of apples were also sent out, but unfortunately most of these were from the States of Washington, Oregon and California, fully 3,000 cases being sent. It is pos-

sible that further shipments of potatoes may go on the next steamer. The last to sail, the Maheon, had a small lot, but it was rather too early to have the potatoes ready after digging.

Pickled whale's tails are a delicacy produced as a by-product from the whale fishery established on the west coast of Vancouver Island. A recent shipment of 40 barrels was made to Japan, where the odd article is in demand. The steamer Otter brought the consignment from the whaling station at Sechart, and at the same time 600 barrels of whale oil for shipment to England was also delivered. The whole consignment went on the Blue Funnel steamer Telemachus, which sailed this week.

At New Westminster weekly market last week, prevailing prices of beef were somewhat lower than usual, 4 1-2c. in quarters being the range for front quarters, 8c. for hind quarters. Mutton was scarce, selling readily at 10c. Veal in large carcasses sold at 7c. and in small carcasses at 9c. Poultry offerings were liberal. Prices were, for broilers, \$3.50 to \$4 per doz.; roasters, \$5 to \$6; hens, \$6.50 to \$8 per doz.; ducks, \$7 to \$8 per dozen; geese, \$1 to \$1.45 each.

Dairy supplies from local sources are fairly liberal yet, but in butter the demand is not met from local sources. Eastern and Northwest receipts are light and prices are going up. It looks as if butter would be a fancy price this Winter. Local creamery is worth 30c. now, and dairy is quoted at nearly as much, though the supplies do not as a rule pass through the hands of jobbers, going direct to the retail trade from the producers. Eastern creamery is quoted at 27c. to 28c. Eggs are scarce as to local fresh supply, which are quoted at 40c., while eastern case stock brings 24c. to 26c.

Fresh fruits are plentiful as to range, though the supply of plums, pears and peaches is not large. Quotations are: Peaches, Okanagan, \$2 to \$2.25 per crate, Washington \$1.20 per crate; pears, local, \$1 to \$1.25 per box; Bartlett's, \$1.25 to \$1.50 per box; apples, Gravensteins, Wealthy and Greening, \$1 per box; plums, 60c. to 75c. per crate; oranges, late Valencias, \$5.50 per case; pineapples, ex SS. Miowera from Honolulu, \$4 per dozen.

Potatoes are coming in very plentifully, prices having gone down in some cases to \$10 and \$12 per ton. Shipments to Australia have caused a little activity in the market for potatoes, but the supply is not yet as large as it will be, and prices are likely to remain low for some time. Tomatoes are still very plentiful, ripe ones selling at \$1 to \$1.25 per crate. Onions are 2c. to 2 1-4c. per lb., cabbages 1 1-2c., carrots, etc., 85c. per hundred.



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 282 McGill Street  
 Telephone Main 1255  
 10 Front Street East  
 Telephone Main 2701  
 TORONTO  
 WINNIPEG 511 Union Bank Bldg.  
 Telephone 3726  
 F. R. Munro  
 VANCOUVER Geo. S. B. Perry  
 ST. JOHN, N.B. 7 Market Wharf  
 J. Hunter White  
**GREAT BRITAIN—**  
 LONDON 88 Fleet Street, E.C.  
 Telephone Central 12960  
 J. Meredith McKim  
 92 Market Street  
 H. S. Ashburner  
**MANCHESTER**

**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.  
 Cable Address { Adscript, London.  
 Adscript, Canada.

**NEW ADVERTISERS.**

Alexander Milling Co., Brandon, Man.  
 Wagstaffe Limited, Hamilton.

**BARRED FROM THE MAILS.**

Many a doubtful enterprise has masked its obliquity behind a fair name. At length deeds speak louder than words — but there are the profits. A fraud order has been issued by the U. S. Post Office against the McLean Publishing Co. of 88 Walker street, New York, barring them from the use of the mails. The story is told by the New York Times as follows:

The concern advertized in the cheaper magazines, offering large prizes for the solution of a puzzle. These puzzles were always easy to solve, and many persons sent in the answer and demanded the prize. Instead, they received a circular announcing that "the present which will be given you is a very beautiful set of table silverware, consisting of an A1 silver plate flatware coffee set, including sugar shell gold bowl, carefully packed in an elegant double-sealed box, all fully warranted."

The prize winner was also informed that he was to receive four volumes of the Arlington Edition, a series of cheap reprints. The winner was requested to send shipping directions, with a remittance of \$1.35 to cover boxing and packing charges."

Many persons took the bait, and it is said that the McLean Publishing Company was overwhelmed with mail. However, the outgoing expresses were not taxed to anything like the same extent in carrying books and coffee sets to the persons who had sent in their \$1.35. As

a result, many letters of inquiry were sent to the post office. Moreover, in Canada there is a MacLean Publishing Company, which is a thoroughly reliable concern. It publishes seven trade newspapers in Montreal and Toronto. Its president, J. B. MacLean, was for some years commanding officer of the Duke of York's Own Canadian Hussars, the crack cavalry regiment of Montreal. His company found itself accused of its namesake's derelictions. When a Canadian sent his \$1.35 to New York and failed to receive the articles he had expected he called the Montreal firm to account. So it, too, began to make complaints.

The post office authorities made an investigation. The manager of the company admitted some of the goods had not reached their destination, but put it down to insufficient addresses. That didn't satisfy the inspector and the company was barred from the use of the mails. To the reporter of the Times all the manager would say was that it was "a dirty mean piece of business."

**MONTHLY COMPETITION.**

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer has decided to hold a monthly window dressing competition. Three prizes of \$5, \$3 and \$2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto, accompanied by a written description.

This is practically a chance for the clerk. An illustration of this is shown in the case of J. M. Thom, of Gibbons Bros., Toronto, referred to in another column. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

**TECHNICAL EDUCATION.**

Throughout Great Britain a propaganda is being carried on in favor of technical education for grocers' assistants. It is a very promising development for the trade. At a recent meeting in Leeds of the National Association of Grocers' Assistants, an address on the need for technical education was delivered by the general secretary of the association, J. Aubrey Rees. In introducing him the chairman said the system of apprenticeship was non-existent, and they did not find one assistant in twenty who had gone through the proper form as assistants did years ago. He joined the trade in 1873, and served for a term of years with a man who was the soul of integrity and who explained every detail of trade, which, unfortunately, was not done to-day. There was, he said, too much handing of goods from under the counter or off shelves all ready packed. Referring to the course of classes to be held in the city, Mr. Wood said the Leeds Grocers' and Provision Dealers' Association had helped them nobly to get these classes arranged.

Mr. Rees' address is thus reported in part: "The grocer's shop had been the dumping ground for all kinds of extraordinary specialties. Mr. Rees referred to the way grocers of this country had suffered by the recent scandals and scares. They wanted to change the condition of affairs and say to the grocer that he should be able to inform his customers that goods were full weight and of good quality, but behind that simple knowledge they should be able to also tell their customers what was a suitable human food. They should also see that the goods sold were a credit to the salesman and the trade. Dealing with the period over which the technical education to entitle assistants to submit themselves in the national examination for the big prize was carried, he added that technical education was going to have a distinct bearing on the assistants and would bring about much better conditions in the trade. In concluding, Mr. Rees said his ambition was to see every grocer's assistant and qualified man master of his trade and proud to be connected with it, and receiving in return for efficient service such remuneration as would enable him to lead a happy and comfortable life, and able to take his place as an honored and respected citizen in this England of ours. Technical education was one, and certainly not the least, means towards this end being brought about."

**REFUSE THE BONUS HUNTER.**

The bonusing of wildcat industries has loaded a good many Ontario municipalities with debt. This anxiety of towns and villages to get factories is played upon, and wily promoters pursue the game of pitting municipality against municipality. A recent glaring example was the hawking about of a proposition to start a sugar factory in Western Ontario. A statement submitted in court indicated that the company had a good deal more vigor and assurance than money. Bonus hunting has proved in many cases a very profitable amusement. With favorable terms and municipal backing in some form a concern gets going. It keeps going till the term of its bonus expires then asks another. If the people seem to hesitate, visits are paid to other places and it is judiciously noised abroad that this and that municipality are likely to get the industry. Of course, the folk in the home town wake up and pass over their money. There are very many instances most of them differing in detail where municipalities have practically furnished the funds to operate industries. It's time the bonusing system was stopped, it is bad for business in general and bad for the municipalities. Municipal councils will do well to give no heed to the appeals of crafty bonus hunters.

- Baking Powder.**  
Gillett, E. W., Co., T.  
McLaren's, W. D., M.
- Biscuits, Confection.**  
Cowan Co., Toronto  
Jacobs, W. & R., D.  
Kinery Mfg. Co., C.  
McLaughlan, Sons  
Mooney Biscuit & C.  
Mott, John F., & Co.  
National Licorice Co.  
White Candy Co., S.
- Brooms and Brushes.**  
Woods, Walter, & C.
- Canned Goods.**  
Balfour, Smye & C.  
Belleville Canning  
Bloomfield Packing  
Canadian Cannery,  
Lakeside Canning (Manitoba Canning Man.  
Napanea Canning Co.  
Old Homestead Canning  
Turner, James & Co.
- Cans, Tin.**  
Acme Can Co., Mon.
- Cash Registers.**  
National Cash Register Co.
- Cash Sales Books.**  
Carter-Crume Co., T.
- Cheese Cabinets.**  
Walker Bin and Sto.
- Cigars, Tobaccos.**  
American Tobacco Co.  
Cote, Joseph, Queb.  
Empire Tobacco Co.  
McDougall, D., & O.  
Payne, J. Bruce, Gr.  
Tuckett, Geo. E., &
- Clothes Lines.**  
Hamilton Cotton Co.
- Cocoas and Chocs.**  
Baker, Walter & Co.  
Cowan Co., Toronto  
Dunn, Wm. H., Mo.  
Epps, James, & Co.,  
Lowney, Walter M.,  
Mott, John F., & Co.  
Peters Chocolate, I.  
Thorne, Hy., & Co.
- Computing Scales.**  
Computing Scale Co.  
Toledo Computing I.
- Concentrated Lye.**  
Gillett, E. W., Co.,
- Condensed Milk.**  
Borden's—Wm. H.  
Truro Condensed M.
- Counter Check Books.**  
Allison Coupon Co.  
Carter-Crume Co., T.  
Crain, Rolla L., Co.
- Cordials.**  
Batger's, Rose & La.  
**Crockery, Glassware.**  
Gowans, Kent & Co.
- Dairy Produce and**  
Clark, Wm., Montri.  
Dawson Commission  
Fearman, F. W., O.  
Graham Bros., Kin.  
McLaren Imperial  
Montreal Packing Co.  
Park, Blackwell Co.  
Power, E. H., Halli.  
Rutherford, Marsh.  
Ryan, Wm., & Co.,
- Adam, Geo. & Co.  
Adams, J. T., &  
Albert Soja, ..  
Alexander Milling  
Allison Coupon Co.  
American Tobacco  
Antitis Pepper Co.  
Ashley & Lightcap.  
Atlantic Fish Co.  
Baker, Walter & Co.  
Balfour, Smye & Co.  
Battle Creek Health  
Bell, Thos., & Co.,  
Blue Ribbon Tea...  
Bowers, S. F., & Co.  
Boyd, Thos., & Co.  
Bradstreet's, ..  
Braid, Wm., & Co.  
Brown, Joseph & S.  
Campbell's, R., Sor.  
Canada Paper Co.,  
Canada Sugar Refin.
- Canadian Cannery,  
Canadian Press Clt.
- Canadian Shredded  
Capstan Manufact  
Carman, Joseph...  
Carrier, P. W., ..  
Carter-Crume Co.,  
Church & Dwight...  
Clark, W., ..  
Cottrill-Georgeson  
Colbeck, Henry  
Coles Manufactory  
Colson, C. E., & Son  
Connors Bros., ..  
Cowan Co., ..  
Cote, Joseph, ..  
Cox, J. & G., ..  
Cummings Mfg. Co.  
Davenport, Percy  
Davidson & Hay...  
Dawson Commission  
De Ybarrodo, J.  
Dominion Brokers  
Dunlop Molasses  
Doughty, A. G., &  
Dunn, Wm. H., ..

is thus reported in his shop had been the r all kinds of extra Mr. Rees referred of this country had recent scandals and tted to change the and say to the gro- be able to inform his ods were full weight ity, but behind that hey should be able to stomers what was a d. They should also sold were a credit to the trade. Dealing er which the techni- entile assistants to in the national ex- big prize was ear- t technical education a distinct bearing on would bring about ions in the trade. In es said his ambition rocer's assistant and ter of his trade and tted with it, and re- for efficient service as would enable him and comfortable life. is place as an honor- citizen in this Eng- hical education was not the least, means eing brought about."

**BONUS HUNTER.**  
wildcat industries has y Ontario municipali- his anxiety of towns- t factories is played romoters pursue the municipality against ecent glaring example about of a proposition -factory in Western ement submitted in at the company had vigor and assurance is hunting has proved ery profitable amuse- able terms and mun- some form a concern ps going till the term- es then asks another. to hesitate, visits are es and it is judiciously t this and that mun- k in the home town s over their money. any instances most of detail where munici- etically furnished the industries. It's time tem was stopped. It as in general and bad- ties. Municipal coun- o give no heed to the bonus hunters.

The Canadian Grocer.

**CLASSIFIED LIST OF ADVERTISEMENTS.**

- Baking Powder.**  
Gillett, E. W., Co., Toronto.  
McLaren's, W. D., Montreal.
- Biscuits, Confectionery, Gum, Etc.**  
Cowan Co., Toronto.  
Jacobs, W. & Co., Dublin, Ireland.  
Kingery Mfg. Co., Cincinnati.  
McLaughlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P. & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
White Candy Co., St. John, N.B.
- Brooms and Brushes.**  
Woods, Walter, & Co., Hamilton.
- Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Belleville Canning Co., Belleville, Ont.  
Bloomfield Packing Co., Bloomfield, Ont.  
Canadian Cannery, Hamilton.  
Lakeside Canning Co., Wellington, Ont.  
Manitoba Canning Co., Grande Pointe, Man.  
Napanee Canning Co., Napanee, Ont.  
Old Homestead Canning Co., Picton.  
Turner, James & Co., Hamilton, Ont.
- Cans, Tin.**  
Acme Can Co., Montreal.
- Cash Registers.**  
National Cash Register Co., Dayton, O.
- Cash Sales Books.**  
Carter-Crume Co., Toronto.
- Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin
- Cigars, Tobaccos, Etc.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E. & Son Co., Hamilton.
- Clothes Lines.**  
Hamilton Cotton Co., Hamilton.
- Cocoa and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Lowmy, Walter M., Co., Boston, Mass.  
Mott, John P. & Co., Halifax, N.S.  
Petter's Chocolate, Montreal.  
Thorne, H. J. & Co., Leis, Eng.
- Computing Scales.**  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.
- Concentrated Lye.**  
Gillett, E. W., Co., Toronto.
- Condensed Milk and Cream.**  
Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.
- Counter Check Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.  
Carter-Crume Co., Toronto.  
Crain, Rolla L., Co., Ottawa
- Cordials.**  
Batger's, Rose & Lafamme, Montreal.
- Crockery, Glassware and Pottery.**  
Gowans, Kent & Co., Toronto.
- Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Fearman, F. W. Co., Hamilton.  
Graham Bros., Kimmount, Ont.  
McLaren Imperial Cheese Co., Toronto  
Montreal Packing Co., Toronto.  
Park, Blackwell Co., Toronto.  
Power, B. H., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

- Financial Institutions & Insurance**  
Bradstreet Co.
- Fish**  
Atlantic Fish Co., Lunenburg, N.S.  
Connors Bros., Black's Harbor, N.B.  
Halifax Cold Storage Co., Halifax, N.S.  
James, F. T., Co., Toronto.  
Loggie, W. S. & Co., Chatham, N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Northrup & Co., Halifax, N.S.  
Winmor, J. W., Montreal.
- Flavouring Extracts.**  
Capstan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.
- Fly Pads.**  
Wilson, Archdale, Hamilton, Ont.
- Foreign Importers.**  
Boyd, Thos., & Co., Liverpool, Eng.  
Colbeck, Henry, Newcastle-on-Tyne, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gaitkell, J. H., Liverpool, Eng.  
Gregson, W. C., & Co., Liverpool, Eng.  
Little, Geo., Manchester, Eng.  
Murray, Oswald & Co., London, Eng.  
Rapp, Herman, & Co., Liverpool, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Vicentelli, P. & F., Antwerp.  
Wickes, Hamilton & Co., London, Eng.
- Fruits—Dried, Green, and Nuts.**  
Brown Bros. & Sons, Montreal.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
De Y Barrondo, J. V., & Co., Bordeaux, France.
- Gibb, W. A., & Co., Hamilton.**  
Gillard, W. H., & Co., Hamilton, Ont.  
Hilborn, W. W., Leamington, Ont.  
James, F. T., Co., Toronto.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
McWilliam & Everist, Toronto.  
Ozo, The Company, Montreal.  
Ratray, D., & Son, Montreal.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
Warren Bros. & Co., Toronto.  
White & Co., Toronto.
- Gelatine.**  
Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.
- Grain, Flours and Cereals.**  
Alexander Milling Co., Ltd. Brandon.  
Greig, Robert, Co., Toronto.  
Hamilton Saratoga Chip Co., Hamilton.  
Kirouac, Nap. G., & Co., Quebec.  
Leitch Bros., Oak Lake, Man.  
Mackay, J. Co., Ltd., Bowmanville, Ont.  
McFall, A. A., Bolton, Ont.  
McLeod Milling Co., Stratford, Ont.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Peterboro' Cereal Co., Peterboro', Ont.  
Quance Bros., Delhi, Ont.  
Tanguay, Alf. T., & Co., Quebec.  
Western Canada Flour Mills Co., Toronto  
Wilson, W. H., Co., Tilsonburg, Ont.  
Woodstock Cereal Co., Woodstock, Ont.
- Grocers—Wholesale.**  
Balfour, Smye & Co., Hamilton.  
Barbour, G. E. Company, St. John, N.B.  
Battle Creek Health Food Co., Battle Creek, Mich.  
Bell, Thos. Sons & Co., Montreal.  
Canada Brokerage Co., Toronto.  
Codville-Georgeson Co., Winnipeg.  
Colson, C. E. & Son, Montreal.  
Davidson & Hay, Toronto.

- Eby, Blain Co., Toronto.  
Eckardt, H. P. & Co., Toronto.  
Gillard, W. H. & Co., Hamilton.  
Kinnear, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.
- Grocers' Grinding and Packing Machinery.**  
Colos 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.
- Interior and Exterior Store Fixtures.**  
Walker Bin and Store Fixture Co., Berlin
- Jams, Jellies, Etc.**  
Batger's—Rose & Lafamme, Montreal.  
Goodwillie—Rose & Lafamme, Montreal.  
Smith, E. D., Winona, Ont.  
Southwell & Co.—Frank Magor & Co., Montreal.  
Upton, Thos., & Co., Hamilton.
- Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Ashley & Lightcap, Winnipeg.  
Carmen, Joseph, Winnipeg, Man.  
Carrier, P. W., Quebec.  
Dawson Commission Co., Toronto.  
Dominion Brokerage Co., Calgary, Alta.  
Dunn, Wm. H., Montreal and Toronto.  
Gorham, J. W., & Co., Halifax, N.S.  
Hazard, Horace, Charlottetown, P. E. I.  
Hughes, A. J., Montreal.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
MacLaren Imperial Cheese Co., Toronto  
Maiden, J. H., Montreal.  
Millman, W. H., & Sons, Toronto.  
Moose Jaw Fruit & Produce Co., Moose Jaw.  
Nicholson & Bain, Winnipeg.  
Radford, Herbert, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Scott, Bathgate, & Co., Winnipeg.  
Stevens, H. J., Montreal.  
Taylor, W. A., Winnipeg.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P. & Co., Montreal.  
Watson, Stuart, Winnipeg, Man.  
Wiseman, R. B., & Co., Winnipeg.
- Matches.**  
Improved Match Co., Montreal.
- Meat**  
Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wethey, J. H., St. Catharines.
- Office Supplies.**  
Copeland-Chatterson Co., Toronto.  
Crain, Rolla L., Co., Ottawa.  
Universal Systems, Toronto.
- Oils.**  
Queen City Oil Co., Toronto.
- Oil Tanks.**  
Bowser, S. F., & Co., Toronto.
- Paas Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.
- Pickles, Sauces, Relishes, Etc.**  
Capstan Mfg. Co., Toronto.

- Douglas, J. M., & Co., Montreal.  
Gillard's Pickles, London, Eng.  
Holbrook & Co., London, Eng.  
Lytle, T. A., Co., Toronto.  
Paterson, Webb & Co., Bristol, Eng.  
Purnell, Webb & Co., Bristol, Eng.  
Sutton, G. F., Sons & Co., Orono, Ont.  
Taylor & Pringle, Owen Sound, Ont.
- Polishes—Metal.**  
English Embrocation Co., Montreal.  
Oakey, John, & Sons, London, Eng.
- Polishes—Stone.**  
Nickel Plate Polish Co., Chicago.  
James' Dome, W. G. A. Lambe & Co., Toronto.  
Morse Bros., Canton, Mass.
- Refrigerators.**  
Eureka Refrigerator Co., Toronto.
- Salt.**  
Canadian Salt Co., Windsor, Ont.  
Gray, Young & Sparling, Wingham, Ont.  
Toronto Salt Works, Toronto.
- Soap.**  
Albert Soaps, Montreal.  
St. Croix Soap Co., St. Stephen, N.B.
- Soda—Baking.**  
Church & Dwight, Montreal.
- Starch.**  
Edwardsburg Starch Co., Cardinal, Ont.  
Ocean Mills, Montreal.  
St. Lawrence Starch Co., Port Credit.
- Sugars, Syrups and Molasses.**  
Canada Sugar Refining Co., Montreal.  
Crosby, The Molasses Co., St. John, N.B.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Lucas, Steele & Bristol, Hamilton.  
Maple Tree Producers' Association, Waterloo, Que.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.
- Teas, Coffees, and Spices.**  
Balfour, Smye & Co., Hamilton.  
Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders' Ass'n.  
Chase & Sanborn, Montreal.  
Codville-Georgeson Co., Winnipeg.  
Ewing, S. H. & A. S., Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders' Ass'n.  
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 Bros., Toronto.  
Wood, Thos., & Co., Montreal.
- Vinegar and Cider.**  
White, Cottell & Co., London, S.E.
- Washing Compound.**  
Fairbank, N. K. Co., Montreal.  
Gillett, E. W. Co., Toronto.
- Woodenware.**  
Woods, Walter, & Co., Hamilton.
- Wrapping Paper, Paper Bags, Twine, Etc.**  
Canada Paper Co., Toronto.
- Yeast.**  
Gillett, E. W., Co., Toronto.

**INDEX TO ADVERTISERS.**

Adam, Geo. & Co. .... 2  
Adamson, J. T., & Co. .... 2  
Albert Soaps ..... inside front cover  
Alexander Milling Co. .... 45  
Allison Coupon Co. .... 47  
American Tobacco Co. .... 59  
Antilla Pepper Co. .... 20  
Ashley & Lightcap ..... 4  
Atlantic Fish Co. .... 51  
Baker, Walter & Co. .... 57  
Balfour, Smye & Co. .... 19  
Battle Creek Health Food Co. .... 46  
Bell, Thos., & Co. .... 17  
Blue Ribbon Tea ..... 3  
Bowser, S. F. & Co. Inc. .... 63  
Boyd, Thos., & Co. .... 66  
Bradstreet's ..... 4  
Braid, Wm., & Co. .... 67  
Brown, Joseph & Sons ..... 2  
Campbell's, R. Sons ..... inside back cover  
Canada Paper Co. .... 4  
Canada Sugar Refining Co. .... inside front cover  
Canadian Cannery ..... 5  
Canadian Press Clipping Bureau ..... inside back cover  
Canadian Shredded Wheat ..... 45  
Capstan Manufacturing Co. .... 14  
Carmen, Joseph ..... 2  
Carrier, P. W. .... 2  
Carter-Crume Co. .... 63  
Church & Dwight ..... inside back cover  
Clark, W. .... 40  
Codville-Georgeson Co. .... 35  
Colbeck, Henry ..... 16  
Colos Manufacturing Co. .... 62  
Colson, C. E., & Son ..... outside back cover  
Connors Bros. .... 51  
Cowan Co. .... 54  
Cote, Joseph ..... 59  
Cox, J. & G. .... 57  
Cummings Mfg. Co. .... 47  
Davenport, Percy P. .... 35  
Davidson & Hay ..... 16  
Dawson Commission Co. .... 49  
De Ybarrodo, J. V., & Co. .... 50  
Dominion Brokerage Co. .... 14  
Dominion Molasses Co. .... outside front cover  
Doughty, A. C., & Co. .... 66  
Dunn, Wm. H. .... 66

Eby, Blain Co. .... 3  
Eckardt, H. P., & Co. .... 37  
Edwardsburg Starch, outside front cover  
Empire Tobacco Co. .... 59  
English Embrocation Co. .... 47  
Enterprise Mfg. Co. .... 16  
Essex Canning Co. .... 21  
Eureka Refrigerator Co. .... 4  
Everet, Jas., & Co. .... 66  
Ewing, S. H., & Sons ..... 18  
Fairbank, N. K. Co. .... 13  
Farmers' Canning Co. .... 19  
Fearman, F. W., Co. .... 38  
Fisher, A. D., Co. .... 63  
Gaitkell, J. H. .... 66  
Galbraith, Wm., & Sons ..... 18  
Gibb, W. A., Co. .... 48  
Gillard, W. H., & Co. .... 39  
Gillett, E. W., Co., Ltd. .... 9  
Gorham, J. W., & Co., Ltd. .... 2  
Gowans, Kent & Co. .... outside back cover  
Graham Bros. .... 41  
Gray, Young & Sparling ..... 46  
Greyson, W. G., & Co. .... 66  
Greig, Robt. Co. .... 20  
Halifax Cold Storage Co. .... 52  
Hamilton Cotton Co. .... 20  
Hazard, Horace ..... 2  
Hughes, A. J. .... 2  
Imperial Extract Co. .... 54  
Improved Match Co. .... 15  
James, F. T., Co. .... 49  
James Dome Black Lead ..... 13  
Japan Teas ..... 12  
Jones & Swan ..... 2  
Kingery Mfg. Co. .... 57  
Kingston "Cleaner" ..... inside back cover  
Kinnear, Thos., & Co. .... 16  
Kirouac, Nap. G., & Co. .... 46  
Kyle & Hooper ..... 4  
Lakeside Canning Co. .... 8  
Lambe, W. G. A. .... 2  
Leitch Bros. .... 46  
Little, Geo. .... 66  
Loggie, W. S., & Co. .... 50  
Lucas, Steele & Bristol ..... 20  
Lytle, T. A., Co. .... 9

McDougall, D. & Co. .... 59  
McFall, A. A. .... 46  
McGaw & Russell ..... 2  
McLaren's Cooks' Friend Baking Powder ..... inside back cover  
McLaughlan & Sons Co. .... 57  
McLaudress, J. A. .... 46  
McLeod Milling Co. .... 48  
McWilliam & Everist ..... 46  
Mackay, J. Co. .... 46  
MacLaren's Imperial Cheese Co. .... 2, 43  
Mac-onochie Bros. .... 64  
Magor, Frank ..... outside front cover  
Manitoba Canning Co. .... 41  
Maiden, J. H. .... 2  
Maple Tree Producers' Ass'n ..... 36  
Marshall, James ..... 66  
Methven, J., Sons & Co. .... 41  
Miller Bros. .... 41  
Millman, W. H., & Sons ..... 2  
Minto Bros. .... 13  
Mitchell H. W. .... 2  
Montreal Packing Co. .... 38  
Mooney Biscuit and Candy Co. .... 55  
Moose Jaw Fruit and Produce Co. .... 2  
Morse Bros. .... 66  
Mott, John P., & Co. .... 54  
Murray, O., & Co. .... 56  
Napanee Canning Co. .... 18  
National Licorice Co. .... inside front cover  
Nestle's Chocolate ..... 54  
Nicholson & Bain ..... 10  
Nicholson & Brock ..... 14  
Oakey, John, & Sons ..... 63  
Oakville Basket Co. .... 48  
Ocean Mills ..... 4  
Old Homestead Canning Co. .... 11  
Ozo Co. .... 7  
Park, Blackwell Co. .... 38  
Paterson, R., & Sons ..... 12  
Patrick, W. G., & Co. .... 4  
Payne, J. Bruce ..... 58  
Peterboro' Cereal Co. .... 45  
Power, B. H. .... 40  
Paimenos, Th. J. .... 49  
Purnell, Webb & Co. .... 17  
Quance Bros ..... 46  
Queen City Oil Co. .... 63

Rapp, Herman & Co. .... 66  
Ratray, D., & Sons ..... 6  
Robinson, O. E. & Co. .... 48  
Rose & Lafamme ..... 8  
Rutherford, Marshall & Co. .... 40  
Ryan, Wm., Co. .... 38  
"Salada" Tea Co. .... 15  
Scott, Bathgate & Co. .... 4  
Scott, David, & Co. .... 66  
Smith, E. D. .... 50  
Southwell & Co. .... 54  
Sprague Canning Machinery Co. .... 57  
St. Lawrence Starch Co. .... 12  
Stevens, H. J. .... 46  
Stringer, W. B., & Co. .... 49  
"Sugars" Limited ..... 55  
Sutton, G. F. Sons & Co. .... 4  
Symington, T., & Co. .... 14  
Taylor, W. A. .... 2  
Taylor & Pringle ..... 36  
Terminal Warehouse and Cartage Co. 19  
Thompson, G. B. .... 2  
Tippet, Arthur P., & Co. .... 1  
Tippet, Arthur P., & Co. .... 43  
Toledo Computing Scale Co. .... 60  
Toronto Salt Works ..... 63  
Truro Condensed Milk Co., Limited. 41  
Tuckett, Geo. E., & Son Co. .... 58  
Turner, James, & Co. .... 21  
Upton, Thos., & Co. .... 57  
Universal Systems ..... 62  
Vicentelli, P. & F. .... 66  
Walker, Hugh, & Son ..... 49  
Walker Bin & Store Fixture Co. .... 62  
Ward, George Ramsay ..... 66  
Warren, G. C. .... 4  
Warren Bros. & Co. .... 15  
Watson, Stuart ..... 2  
Western Canada Flour Mills Co. .... 45  
Wethey, J. H. .... outside back cover  
White & Co. .... 49  
Wickes, Hamilton & Co. .... 66  
Wilson, W. H. Co., Ltd. .... 46  
Wilson, Archdale ..... 40  
Wiseman, R. B., & Co. .... 4  
Wood, Thomas, & Co. .... 68  
Woods, Walter, & Co. .... 49  
Woodstock Cereal Co. .... 46

# Markets and Market Notes

## QUEBEC MARKETS.

### ABBREVIATIONS—

Fish—Revised.  
Currants—Advanced.  
Canned goods—New prices.  
Honey—Advanced.

Montreal, Sept. 26, 1906.

Fall business is reported satisfactory by the jobbing trade, who find that, while conditions might be improved, nevertheless they are satisfactory. The feature of the market this week is the new price lists which have been issued in canned goods. Tomatoes are quoted at last, and it may safely be said that the new prices will surprise nearly everybody. According to the canners we must pay now \$1.15 and \$1.17½ for our tomatoes. Corn is also higher, 90c. and 92½c. being asked. Plum prices show an advance pretty nearly all along the line, while apples are on about the same basis as last year. Sugar is firm. There is not so much business passing now that the preserving season has about finished. In teas there is nothing particularly new. As grocers know, the market is bare of Indian and Ceylon greens. Ceylon blacks are up again this week. Japans are firm. Coffee and spices are not changed. Currants are still upwards in their flight and raisins are little better. In fact, the tendency of the market in all lines is upward. Not much is being done in evaporated apples, while molasses is quite unchanged. Rolled oats has been again advanced.

Jobbers are satisfied with the manner in which collections are coming in.

**CANNED GOODS**—Price lists on tomatoes and corn are out at last, and feeling in the jobbing trade is of several kinds. Said one merchant to The Grocer: "There is no reason in the world why the canners should have made the price of tomatoes \$1.17½ and \$1.15. They cannot claim that the pack was small this year, because it was a large one. I hear that in some districts farmers are talking of suing the canners for not taking their tomatoes from them according to contract. It seems to me that there is no justice in these prices. There is no room for an advance later in the season, so that it is just a question of the jobber and the retailer making practically nothing worth speaking of on tomatoes this year." Perhaps this jobber expressed himself a little strongly, but there is certainly a feeling that the situation in tomatoes did not justify such a high opening. Last year tomatoes opened at 95c. Corn is also higher, the prices asked being 92½c. and 90c. In fruits, plums are higher in all lines except two, in the green gage variety

prices being slightly lower. Apple prices are also out and compare favorably with last year's. These new prices go into effect at once, of course, but orders taken will in most cases be filled with new goods, since old stock is practically cleaned up.

	Group No. 1.	Group No. 2.
<b>Cherries—</b>		
2s, red, pitted.....	2 25	2 22½
2s, red, not pitted.....	1 75	1 72½
2s, black, pitted.....	2 25	2 22½
2s, black, not pitted.....	1 75	1 72½
2s, white, pitted.....	2 40	2 37½
2s, white, not pitted.....	1 90	1 87½
<b>Currants—</b>		
Red, heavy syrup.....	1 80	1 77½
Red, preserved.....		
Black, heavy syrup.....	1 90	1 87½
Black, preserved.....		
<b>Gooseberries—</b>		
Heavy syrup.....	1 90	1 87½
Gallons, standard.....		6 50
<b>Lawtonberries—</b>		
Heavy syrup.....	6 50	
Gallons, standard.....	5 50	
<b>Apples—</b>		
3s.....	1 02½	1 00
Preserved.....	1 2½	1 25
Gallons.....	2 65	2 65
Preserved.....	3 52½	3 52
<b>Peaches—</b>		
Yellow, flats, 1½.....	1 70	1 67½
" " 2.....	1 90	1 87½
" " 3.....	2 60	2 57½
" " 2½.....	2 85	2 82½
whole.....	2 37½	2 35
White.....	1 75	1 72½
" " 2.....	2 50	2 47½
" " 3.....	2 70	2 67½
Pie.....	1 27½	1 25
Pie, not peeled, gal.....	3 57½	3 55
Pie, peeled.....	4 52½	4 50
<b>Pears—</b>		
Flemish beauty 2.....	1 65	1 62½
" " 2½.....	1 97½	1 95
" " 3.....	2 12½	2 10
Bartlett.....	1 80	1 77½
" " 2½.....	2 17½	2 15
" " 3.....	2 32½	2 30
Pie.....	1 27½	1 25
Pie, not peeled, 3.....	3 80	3 77½
Pie, not peeled, gal.....	3 27½	3 25
gal.....		2 50
<b>Pineapples—</b>		
2s, sliced.....	2 25	
2s " grated.....	2 35	
3s " whole.....	2 50	
<b>Plums—</b>		
2s, Damson, light syrup.....	1 17½	
3s " " " ".....	1 67½	
2s " " heavy syrup.....	1 29	
3s " " " ".....	1 62½	
3s " " " ".....	1 92½	
Gals. " " standard.....	3 22½	
2s " " Lombard, light syrup.....	1 22½	
3s " " " ".....	1 72½	
2s " " heavy syrup.....	1 37½	
2½s " " " ".....	1 67½	
3s " " " ".....	1 92½	
Gals. " " standard.....	3 42½	
2s " Green Gage, light syrup.....	1 27½	
3s " " " ".....	1 47½	
2½s " " heavy syrup.....	1 67½	
3s " " " ".....	1 97½	
Gals. " " standard.....	3 45	
2s " Egg, heavy syrup.....	1 70	
2½s " " " ".....	1 97½	
3s " " " ".....	2 27½	
<b>Raspberries—</b>		
Red, light syrup.....	1 50	
Red, heavy syrup.....	1 75	
Red, gallons, standard.....	5 50	
" " solid pack.....	8 50	
Black, heavy syrup.....	1 75	
Black, preserved.....	1 90	
Black, gallons, standard.....	5 25	
" " solid packed.....	8 25	
<b>Strawberries—</b>		
2s, heavy syrup.....	2 00	1 97½
2s, preserved.....	2 15	2 12½
Gallons, standard.....		6 25
<b>VEGETABLES</b>		
<b>Asparagus—</b>		
2s, tips.....	52½	2 50
<b>Beets, sugar.....</b>	0 85	0 85
<b>Beans—</b>		
2s, wax.....	\$0 85	\$0 82½
2s, refugee.....	0 85	0 82½
<b>Corn—</b>		
2-lb. tins, per doz.....	0 92½	0 90
Gallon, per doz.....	5 00	

<b>Peas—</b>		
2s, standard (No. 4).....	0 85	0 82½
2s, early June (No. 3).....	0 95	0 92½
2s, sweet wrinkled (No. 2).....	1 00	0 97½
2s, extra fine sifted (No. 1).....	1 25	1 22½
<b>Pumpkins—</b>		
3-lb. tins.....		0 80
<b>Rhubarb—</b>		
2s, preserved.....	1 17½	1 15
3s, preserved.....	1 92	1 90
Gallons, standard.....	2 65	2 62
<b>Spinach—</b>		
2s, table.....	1 42½	1 40
3s, table.....	1 82½	1 80
Gallons, table.....	5 02	5 00
<b>Squash—</b>		
3-lb.....		1 00
<b>Tomatoes—</b>		
3-lb. tins, per doz.....	1 17½	1 15
Gallon tins, per doz.....		3 52½

### FISH

<b>Lobster, talls.....</b>	3 50
" 1-lb. flats.....	3 85
" ½-lb. flats.....	2 00
Mackerel.....	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.....	
1-lb. Talls, 5 cases and over, per doz.....	1 55
1-lb. " less than 5 cases, ".....	1 57½
1-lb. Flat, 5 cases and over, ".....	1 67½
1-lb. " less than 5 cases, ".....	1 70
Arrow brand, 7½ cents less.....	
½-lb. " 5 cases and over, ".....	1 00
½-lb. " less than 5 cases, ".....	1 02½
Low Inlet.....	
½-lb. Flat, 5 cases and over, ".....	0 95
½-lb. " less than 5 cases, ".....	0 97½
" Thistle " haddies, 4 doz. 1-lb. flats, per doz.....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.....	1 00
" fresh herring in tomato sauce, 4 doz.....	
ovals, per doz.....	1 00
Canadian plain herring, per doz.....	1 00
Scotch kippered herring, per doz.....	1 35 1 40
" herring in tomato sauce, per doz.....	1 30 1 35

**SUGAR**—Business this week was not so brisk as it has been lately. The preserving season is just about over and demand is consequently lighter. Prices are firm, and any change is not looked for at the moment.

The situation in sugars in Cuba, according to Willett & Gray's report, owing to the political situation there at present, is decidedly stronger. It is considered by planters that the intervention of the United States Government is the only solution for favorable crop prospects. The market is very strong, and it is expected that at any moment the conditions will be still further strengthened.

<b>Granulated, bbls.....</b>	\$1 40
" ½-bbls.....	4 15
" bags.....	4 35
<b>Paris lump, barrels.....</b>	5 05
" " half-barrels.....	4 95
" " boxes, 100 lbs.....	5 05
" " boxes, 50 lbs.....	5 05
<b>Extra ground, bbls.....</b>	4 80
" " 50-lb. boxes.....	4 90
" " 25-lb. boxes.....	5 00
<b>Powdered, bbls.....</b>	4 60
" 50-lb. boxes.....	4 80
<b>Phoenix.....</b>	4 40
<b>Bright coffee.....</b>	4 20
" yellow.....	4 25
No. 3 yellow.....	4 25
No. 2.....	4 10
No. 1 " bbls.....	4 00
No. 1 " bags.....	3 9

**SYRUPS AND MOLASSES**—In this market there is nothing new to report since last week. Everything is unchanged.

<b>Barbadoes, in puncheons.....</b>	0 30
" " in barrels.....	0 35
" " in half-barrels.....	0 35
<b>New Orleans.....</b>	0 22
<b>Antigua.....</b>	0 30
<b>Porto Rico.....</b>	0 40
<b>Corn syrups, bbls.....</b>	0 02
" 1-bbls.....	0 03
" ½-bbls.....	0 01
" 25-lb. pails.....	1 40
" " " ".....	1 00
<b>Cases, 2-lb. tins, 2 doz. per case.....</b>	1 95
" 5-lb. " 1 doz. ".....	2 40
" 10-lb. " ½ doz. ".....	2 55
" 20-lb. " ¼ doz. ".....	2 25

**TEA**—Japans are very strong locally, and are scarce. Some tea men claim

that there are arriving but teas are poor quality being very forward now that lower prices of possibilities last year most at, sold this year are unchanged again, this time as is known, dian greens. indicated where of the largest real, who use sand packages package.

Japans—Fine Medium Good common Common Broken Pekoe Pekoes Ceylon—Broken Pekoe Pekoe Sou Indian—Pekoe Sou Ceylon greens—You Gun China greens—Pings

**COFFEE**—1 changed since reported very much for any

Jamaica..... Java..... Mocha..... Rio, No. 7..... Santos..... Maracaibo.....

**SPICES**—S week. Report do not contain. Prices..... Peppers, black..... white..... Ginger, whole..... Ginger, Cochini..... Cloves, whole..... Cream of tartar..... Allspice..... Nutmegs.....

**FOREIGN** market the continues a to latest advancing in C has gone up asked for bal thought that price until a direct steam slight easing to conditions sidering the short in the many that M they will be. Steamers ha with new c the way here Montreal ab flags are now the opening, Turkish Gov situation an of not more which has ha market. Ea now on the expected to vices state t have been c rains, so t care in purc this fruit. is still upw California a week or ten to obtain many of the



that there are a few odd lots of Japans arriving but the prices are high and the teas are poor values, the drawing quality being very poor. Buyers are coming forward now since they are realizing that lower prices are out of the range of possibilities. Japan siftings, which last year most people would not look at, sold this week for 10c. China greens are unchanged. Ceylon greens are up again, this time a penny. The market, as is known, is bare of Ceylon and Indian greens. This fact is more plainly indicated when it is understood that one of the largest import agents in Montreal, who usually carries several thousand packages, is at present without a package.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 13	0 15
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13	0 14
China greens—Pinguay gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 23
" " pinhead	0 28	0 32

**COFFEE**—The coffee situation is unchanged since last report. Business is reported very good with no special demand for any particular line.

Jamaica	0 10	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13

**SPICES**—Spices show no change this week. Reports from the primary market do not contain any interesting information. Prices are steady.

Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24
Ginger, Cochin	0 17	0 17
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

**FOREIGN DRIED FRUITS**—In this market the upward tendency in prices continues a feature. Currants, according to latest advices, have been steadily advancing in Greece, and the price here has gone up in consequence. The figure asked for barrels is now 7½c. It is not thought that currants will be lower in price until after the arrival of the two direct steamers, when there may be a slight easing off in the market. Owing to conditions since the opening, and considering the fact that the crop was short in the first place, it is thought by many that Malaga raisins are as low as they will be. This remains to be seen. Steamers have left the Persian Gulf with new crop figs which are now on the way here. They will probably reach Montreal about October 25. New crop figs are now half a cent higher than at the opening, and are advancing. The Turkish Government has control of the situation and will allow the shipment of not more than 100 camel loads a day, which has had the effect of stiffening the market. Early shipments of prunes are now on the way to this market and are expected to arrive in about a week. Advices state that in some districts prunes have been considerably damaged by the rains, so that buyers should exercise care in purchasing the cheaper lines of this fruit. The tendency of the market is still upward. Raisin shipments from California are expected to begin in a week or ten days. While it is difficult to obtain shipment for October, yet many of the larger houses are booking

orders for November delivery. In peaches, pears and apricots prices continue to advance. Conditions are bad in California and packers are working under great difficulties. Labor is very scarce, as has been stated before this, while there is a shortage of supplies. This is particularly noticeable in boxes, which this year will add to the price of prunes by 1 to 2 per cent. This illustrates existing conditions on the coast as well as anything could. There has been practically no change in nuts since last report. Tarragona almonds now cost 14½c. to 15c.; Grenoble walnuts, 14c.; marbots, 12½c., and French dried walnuts, 10c.

Valencia Raisins—		
Fine off-stalk, per lb.	0 05	
Selected, per lb.	0 05	
Layers,	0 06	
Dates—		
Dates, Hallowees, per lb.	0 05	
California Evaporated Fruits—		
Apricots, per lb.	0 13	0 14
Peaches, "	0 12	0 14
Pears, "	0 13	0 15
Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters"	2 50	
" " boxes	0 80	
Royal Buckingham Clusters, " boxes	1 10	
" " boxes	3 50	
"Excelsior Window Clusters," "	4 50	
" "	1 3	

California Raisins—		
Loose muscatels, fancy seeded, in 1-lb. pkgs.	0 09	0 09
" " choice seeded, in 1-lb. pkgs.	0 08	0 08
" " 2 crown	0 07	0 08
" " 3 crown	0 06	0 09
" " 4 crown	0 05	0 09

**LAST MINUTE PROVISION MARKETS.**

Montreal, Thursday, Sept. 27, 1906.

**BUTTER** Market about strong. No change in prices.  
**CHEESE**—Prices steady. No material change in situation.  
**EGGS**—Receipts continue only fairly heavy. No new feature.  
**PROVISIONS**—Demand fair to good. Prices firmly maintained. Dressed hogs quoted \$9.50 to \$9.75.  
**ROLLED OATS** Another advance. Quotations now read: 9-lb. bags, \$2.40; 80-lb. bags, \$2.10; barrels \$4.90.

Prunes—		Per lb.
30-40s	0 09	0 09
40-50s	0 08	0 09
50-60s	0 08	0 08
60-70s	0 07	0 08
70-80s	0 07	0 07
80-90s	0 06	0 06
90-100s	0 06	0 06
Oregon prunes (Italian style), 40-50s	0 08	
" " 50-60s	0 07	
Oregon prunes (French style), 60-70s	0 07	
" " 90-100s	0 06	
" " 100-120s	0 05	
Currants—		
Filiatras, uncleaned, barrels	0 60	
Fine Filiatras, per lb., in cases	0 07	
" " cleaned	0 07	
" " in 1-lb. cartons	0 07	
Finest Vostizzas " "	0 08	
Amalias " "	0 07	
Sultana Raisins—		
Sultana raisins, per lb.	0 06	0 08
" " 1-lb. carton	0 09	
Elem Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 10	
Fancy washed figs, in baskets, per basket	0 20	
" " pulled figs, in boxes, per box	0 22	
" " stuffed figs, "	0 28	
12-oz. boxes	0 06	0 07

**EVAPORATED APPLES**—Business is reported as being rather slow in this line. Fall fruit is now offering, the price demanded being 7½c. to 8c.

**BEANS**—Prices are unchanged since last report. Advices received about the crop tell different stories, some saying that the drought will affect the crop, while others say to the contrary. It is generally thought, however, that there will be a fair average yield.

Choice prime beans	1 55	1 60
Lower grades	1 50	1 55

**HONEY**—Honey is higher this week, stocks being light. Business at ruling figures is fair to good.

White clover comb honey	0 15	
White clover, extracted tins	0 10	0 10
Buckwheat	0 08	

**MAPLE PRODUCTS**—Inquiry for Fall is now beginning to come in, say jobbers, and trade is expected to brighten up considerably within the next two or three weeks.

Maple syrup, in wood, per lb.	0 05	0 06
" " in large tins	0 06	0 07
Pure Townships sugar, per lb.	0 07	0 08
Pure Beauce County, per lb.	0 08	0 08

**RICE AND TAPIOCA**—In this market the state of trade remains quite unchanged. The demand for tapioca, which was very strong at one time when the market was bare, is not so noticeable now that supplies, although small, have come to hand. A few more lots are understood to be on their way to Montreal also. Rice is normal.

B rice, in 10 bag lots	3 25	
B rice, less than 10 bags	3 35	
CC rice, in 10 bag lots	3 15	
CC rice in less than 10 bag lots	3 25	
Tapioca, medium pearl	0 07	0 08

**ONTARIO MARKETS.**

ABBREVIATIONS—

Prices on new dried fruits.  
 Prices on canned corn, tomatoes, apples, plums, etc.  
 Sugar market firm.  
 Roiled oats higher.  
 Dried fruits still rising.

Toronto, Sept. 27, 1906.

Trade in all grocery lines continues good and collections are satisfactory. The interesting feature was the new prices on canned corn and tomatoes and a number of canned fruits. Tomatoes are \$1.15 and a good many people thought that comparatively high price was not justified. But the pack is still at a precarious stage. At the end of last week the canners had packed only 55 per cent. of their requirements. If the weather continues favorable the packing will go on until November, but that's a large "if." Then again, the extremely warm spell of a few weeks back ripened the tomatoes so rapidly that the canners could not handle the tomatoes brought to them and many thousands of bushels rotted in the field. Then again, the can factories have been unable to keep abreast of their orders. Solder and labor are both costing more, solder a great deal more. These considerations submitted by the canners convinced some wholesalers that the price was not unreasonable. Sugar continues firm, but consumption is not as lively as it was. Dried fruits are still an interesting feature, though getting so high as to be almost out of reach. The trade is taking hold of the new crop very gingerly. Tapioca is a little easier.

**CANNED GOODS**—The new prices are the feature. They have been given on corn, tomatoes, apples, plums, peaches, pears. Corn at 90c. and tomatoes at \$1.15 are regarded as high. The ex-



Similar advance in last year the de- s. in shipments to lowed by a falling in consumption. on a diminishing ality. il position of cof- s, say Willett & and healthy, one being the heavy is pretty certain good cleaning up

But apart from l outcome of val- st element is the the growing crop, the influence this resent' crop.

fine, dry weather greatest possible farmers in picking sent crop, the un- vement so far be- de to these good, combined also any planters have a seaboard as soon avail of the ad- nt purchases under re.

suming countries sest consideration, ade in Brazil this the close require- the deliveries.

of the article has an absurdly low over and over to be adverse to everything else, a healthy reaction the very unfavor- growing crop and plication of the

t continues strong ere to indicate ex- iate advance. The obably responsible in European beet y at last week end of the world for directly under the ews from day to is highly specula- fected by the Cuba ions rising during and falling at the prompt with cor- futures."

or 5d. in a day ow. A year ago il now and refined in than a year ago, ion of about 75c. al stock of Europe 176 tons, against ar at the same un- rease of stock is t an increase of ek. Total stocks show a visible sup- , against 1,486,388 increase of 109,788

Table with 2 columns: Item, Price. Includes items like Syrup, Molasses, Maple syrup, Imperial Q's, 1-gal. cans, 5-gal. cans, Barrels, 5-gal. imp. brand, per can, 1-gal. per case, 1-gal. Q's.

LASSES — Prices

SPICES—Quotations are unchanged :

Table with 2 columns: Item, Price. Includes Peppers, Ginger, Cassia, Nutmeg, Cloves, Cream of tartar, Allspice, Mace, Mixed pickling spices, Cinnamon.

RICE AND TAPIOCA—The tapioca market is slightly easier.

Table with 2 columns: Item, Price. Includes Rice, stand. B., Bangkok, Patna, Japan, Java, Sago, Carolina rice, Tapioca, medium pearl, double goat.

HIDES AND WOOL—The market is very quiet.

Table with 2 columns: Item, Price. Includes Hides, inspected, steers, cows, Country hides, Calf skins, Lamb skins, Horse hides, Rendered tallow, Pulled wool, Wool, unwashed fleece, washed fleece.

DRIED FRUIT TROUBLES.

Some Features of the Situation in California.

Letters received by Messrs. W. G. A. Lambe & Co. from Messrs. Griffin & Skelley Co. under date of September 18 and 21 report that they are having great difficulty at the coast in California in getting out cars on account of the disturbed conditions there, brought about by the scarcity of labor, scarcity of cars, scarcity of box material, scarcity of labels, and in fact everything that is needed to complete shipment is difficult to get hold of.

Griffin & Skelley also report that the first shipments that will be made of Santa Clara Valley prunes will not be of the best quality, as they are the first dropping of the plum trees, and often the fruit drops early on account of some defect in the fruit.

To give an idea of the difficulty that shippers are having in filling orders for the larger sizes of prunes, the following result showing the per centage grading of 100 tons of Santa Clara Valley prunes is furnished: 30-40, 3.4; 40-50, 12; 50-60, 23.3; 60-70, 21.8; 70-80, 19.3; 80-90, 7; 90-100, 5.7; 100-120, 5.6; 120 and over, 1.7.

Table with 4 columns: Item, Price, Item, Price. Includes Prunes, Santa Clara, Austrian prunes, Candied and Drained Peels, Figs, Peaches, Pears, Currants, Raisins, Valencia, Sueded, Dates, Figs, Domestic evaporated apples.

NUTS—Sicily filberts are higher on the primary market, probably in sympathy with the general situation.

Advices just received state that this year's French walnuts are only medium sized nuts.

Table with 2 columns: Item, Price. Includes Almonds, Tarragona, Formigetta, Walnuts, Grenoble, Bordeaux, Filberts, Pecans, New Brazil, Selected Spanish, A 1's, Japanese Jumbo's, Virginia.

SPICES—Quotations are unchanged :

Table with 2 columns: Item, Price. Includes Peppers, Ginger, Cassia, Nutmeg, Cloves, Cream of tartar, Allspice, Mace, Mixed pickling spices, Cinnamon.

RICE AND TAPIOCA—The tapioca market is slightly easier.

Table with 2 columns: Item, Price. Includes Rice, stand. B., Bangkok, Patna, Japan, Java, Sago, Carolina rice, Tapioca, medium pearl, double goat.

HIDES AND WOOL—The market is very quiet.

Table with 2 columns: Item, Price. Includes Hides, inspected, steers, cows, Country hides, Calf skins, Lamb skins, Horse hides, Rendered tallow, Pulled wool, Wool, unwashed fleece, washed fleece.

DRIED FRUIT TROUBLES.

Some Features of the Situation in California.

Letters received by Messrs. W. G. A. Lambe & Co. from Messrs. Griffin & Skelley Co. under date of September 18 and 21 report that they are having great difficulty at the coast in California in getting out cars on account of the disturbed conditions there, brought about by the scarcity of labor, scarcity of cars, scarcity of box material, scarcity of labels, and in fact everything that is needed to complete shipment is difficult to get hold of.

Griffin & Skelley also report that the first shipments that will be made of Santa Clara Valley prunes will not be of the best quality, as they are the first dropping of the plum trees, and often the fruit drops early on account of some defect in the fruit.

To give an idea of the difficulty that shippers are having in filling orders for the larger sizes of prunes, the following result showing the per centage grading of 100 tons of Santa Clara Valley prunes is furnished: 30-40, 3.4; 40-50, 12; 50-60, 23.3; 60-70, 21.8; 70-80, 19.3; 80-90, 7; 90-100, 5.7; 100-120, 5.6; 120 and over, 1.7.

Table with 4 columns: Item, Price, Item, Price. Includes Prunes, Santa Clara, Austrian prunes, Candied and Drained Peels, Figs, Peaches, Pears, Currants, Raisins, Valencia, Sueded, Dates, Figs, Domestic evaporated apples.

NUTS—Sicily filberts are higher on the primary market, probably in sympathy with the general situation.

Advices just received state that this year's French walnuts are only medium sized nuts.

Table with 2 columns: Item, Price. Includes Almonds, Tarragona, Formigetta, Walnuts, Grenoble, Bordeaux, Filberts, Pecans, New Brazil, Selected Spanish, A 1's, Japanese Jumbo's, Virginia.

SPICES—Quotations are unchanged :

FRUITS.

Table with 3 columns: Item, Group No. 1, Group No. 2 & 3. Includes Apples, Cherries, Currants, Gooseberries, Pears, Peaches, Plums, Pumpkins, Pineapples, Raspberries, Strawberries, Lawtonberries.

Goodwill's Good.

Table with 2 columns: Item, Price. Includes Strawberries, Red raspberries, Red cherries, Red currants, Black currants, Lawtonberries.

VEGETABLES.

Table with 2 columns: Item, Price. Includes Beans, Corn, Peas, Succotash, Beets, Spinach, Asparagus, Tomatoes, Beans, golden wax, refugee, crystal wax.

FISH.

Table with 2 columns: Item, Price. Includes Salmon, Fraser River sockeye, Skeena River, Rivers Inlet, Red Spring, humpback, cohoes, Clover Leaf, Lobsters, Tomatoes.

MEATS.

Table with 2 columns: Item, Price. Includes Pork and beans, Clark's 1 lb. plain, Clark's 2 lb. plain, Clark's 3 lb. plain, Clark's 4 lb. plain, Clark's 5 lb. plain, Clark's 6 lb. plain, Clark's 7 lb. plain, Clark's 8 lb. plain, Clark's 9 lb. plain, Clark's 10 lb. plain.

(Market quotations corrected by telegram up to 12 a.m. Thursday, Sept. 27, 1906.)

MANITOBA MARKETS

General business conditions are reported favorable by the wholesale trade, collections being in much better state than at the corresponding period last year and the demand for goods from the retail trade being so large as to leave the sales managers in the wholesale houses no reason to complain. There are few quotable changes, values being steady in nearly all lines.

CANNED GOODS—New prices are announced on tomatoes and corn and the corrected quotations will be noted below. We quote:

THE MARKETS

The Canadian Grocer

Sliced smoked beef (Libby's), 1-lb. tins, per doz.	1 80
" " " " 1-lb. tins, " "	3 10
" " " " 1-lb. glass, " "	3 35
Chipped " " " " 1-lb. tins, " "	1 45
" " " " " " 1-lb. tins, " "	2 50
" " " " " " 1-lb. glass, " "	3 05
Sliced bacon, " " " " 1-lb. tins, " "	3 10
" " " " " " 1-lb. glass, " "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " " " 2-lb. " " " "	2 65

SUGAR—Prices continue as last week:

Montreal granulated, in bbls.	5 00
" " " " in sacks	4 85
" " " " yellow, in bbls.	4 60
" " " " " " in sacks	4 55
Wallaceburg, in bbls.	4 90
" " " " in sacks	4 85
Berlin, granulated in bbls.	4 90
" " " " in sacks	4 85
Icing sugar in bbls.	5 60
" " " " in boxes	5 80
" " " " in small quantities	6 20
Powdered sugar, in bbls.	5 40
" " " " in boxes	5 50
" " " " in small quantities	5 70
Lump, hard, in bbls.	5 70
" " " " in 100-lb cases	5 70
Raw sugar	4 50

SYRUPS AND MOLASSES — Prices are steady since the recent advance in Bee Hive and Crown brands. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " " " 5-lb tins, per 1 " "	2 70
" " " " 10-lb tins, per 1 " "	2 85
" " " " 20-lb tins, per 1 " "	2 60
" " " " Sugar syrup, per lb.	0 03 1/2
Barbadoes molasses in 1/2-bbls, per gal.	0 40
New Orleans molasses in 1/2-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1/2-bbls., per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " " " 1/2 gal. bsts., each	0 33
" " " " 1/2 gal. bsts., each	2 25

COFFEE—Prices are quoted as follows:

Whole green Rio, per lb.	0 11 1/2	0 12
" " roasted " per lb.	0 16 1/2	0 16 1/2
Ground roasted Rio	0 16	0 16
Standard Java in 25-lb. tins, per lb.	0 33	0 33
Old Government Java in 25 lb. tins, per lb.	0 32	0 32
" " Mocha	0 32	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29	0 29
Pure mocha	0 25	0 25
" Maracaibo	0 19	0 19

Choice Rio	0 17
Pure	0 18 1/2
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb	0 33
Local Blends—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " " " 1-lb.	0 24

MATCHES—

" Telegraph "	4 95
" Telephone "	4 85
" King Edward "	3 65
" Head Light "	4 40
" Rising Star "	5 90
" Eagle "	2 05
" Victoria "	3 25
" Silent, " 200's.	2 30
" " 500's.	4 90
" Comet "	2 25

MINCE MEAT—There is already a good demand for mince meat for the Christmas and Winter trade. We quote:

Mince meat, 7 lb. pkgs., per lb.	0 09 1/2
" " " " 28 " "	0 08 1/2
" " " " 123 pkgs., per doz.	1 15

FOREIGN DRIED FRUITS — The dried fruit market continues very firm and is the most interesting feature in the wholesale grocery market to-day. Higher prices may be expected in almost all lines. We quote:

Sultana raisins, bulk, per lb.	0 09 1/2
" " cleaned,	0 11
" " 1 lb pkgs	0 13 1/2
Table raisins, Connoisseur clusters per case	2 60
" " extra dessert,	3 40
" " Royal Buckingham,	4 00
" " Imperial Russian,	5 25
" " Connoisseur clusters, 1 lb pkgs, per case (20 pkgs.)	3 35
" " Connoisseur clusters, boxes (5 1/2 lbs.)	0 80
Valencia raisins, f. o. s.	1 75
" " selected	1 85
" " layers	2 10

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb.	0 09
" " " " 3 " "	0 09 1/2
" " " " 4 " "	0 08 1/2
" " " " choice seeded in 1/2-lb. packages per package	0 07 1/2

" " fancy seeded in 1/2-lb. packages per package	0 07 1/2
" " " " choice seeded in 1-lb packages per package	0 09 1/2
" " " " fancy seeded, 1-lb. packages, per package	0 09 1/2

California raisins, spot shipment.

California raisins, muscatels, 2 crown, per lb.	0 09 1/2
" " " " 3 " "	0 09
" " " " 4 " "	0 09 1/2
" " " " choice seeded in 1/2-lb packages per package	0 07 1/2
" " " " fancy seeded in 1/2-lb. packages per package	0 08
" " " " choice seeded in 1-lb packages per package	0 06 1/2
" " " " fancy seeded, 1-lb. packages per package	0 06 1/2

Prunes, October delivery.

Prunes 100-120 per lb.	0 06 1/2
" " 90-100 " "	0 07 1/2
" " 80-90 " "	0 08 1/2
" " 70-80 " "	0 08
Prunes 60-70 " "	0 09 1/2
" " 50-60 " "	0 09 1/2
" " 100-120 per lb	0 09 1/2
" " 90-100 " "	0 05
" " 80-90 " "	0 05 1/2
" " 70-80 " "	0 06 1/2
" " 60-70 " "	0 06 1/2
" " 50-60 " "	0 07 1/2
" " 40-50 " "	0 07 1/2

Currants, uncleaned, loose pack, per lb.	0 06 1/2
" " dry cleaned, Filiatras, per lb.	0 06 1/2
" " wet cleaned, per lb.	0 06 1/2
" " Filiatras in 1-lb pkg. dry cleaned, per lb	0 07 1/2
" " Vostizzas, uncleaned	0 06 1/2
Hallowee dates, new per lb.	0 05 1/2
Figs, cooking in tins and sacks	0 05 1/2
" " boxes	0 05 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 18
Apricots, standard in 25-lb. boxes, per lb.	0 17 1/2
Peaches, choice, per lb.	0 17 1/2
Apricots, choice (new delivery about August 1), per lb.	0 22
Apricots, standard (new delivery about August 1), per lb.	0 21 1/2
Peaches	0 16 1/2
Pears, choice (halves), per lb.	0 16
" " standard	0 15
Plums, choice (dark pitted) per lb.	0 14 1/2
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb.	0 10 1/2
Orange	0 10 1/2
Citron	0 18 1/2
Mixed, in 1-lb drums per doz.	2 10

ESTABLISHED IN 1842

# SALMON

We are now filling our contracts for the following:

Horse Shoe,

Clover Leaf,

Sovereign,

Lynx,

O-Wee-Kay-No, River-Inlet,

Eagle, Red Cohoes,

Columbla, Red Spring,

Sunflower,

Totem,

Sockeye Tall and Flat

" " " "

" " " "

" " " "

Tall

"

" and flat

"

" Reddish Pink

" Humpback

FULL DELIVERY IN EVERYTHING—ASK FOR PRICES, THEY ARE INTERESTING.

**L. CHAPUT, FILS & CIE.**  
 WHOLESALE IMPORTERS, Groceries, Teas, Coffees, Wines and Liquors  
 2, 4, 6 and 8 Debresoles Street, - MONTREAL

ed in 1-lb. packages	0 07 1/2
age	0 09 1/2
ed in 1-lb. packages	0 09 1/2
age	0 09 1/2
ed, 1-lb. packages,	0 09 1/2
age	0 09 1/2
spot shipment.	
2 crown, per lb.	0 08 1/2
3	0 09 1/2
led in 1-lb. packages	0 07 1/2
ckage	0 07 1/2
ed in 1-lb. packages	0 07 1/2
ckage	0 08
led in 1-lb. packages	0 06 1/2
ckage	0 06 1/2
ed, 1-lb. packages	0 06 1/2
ckage	0 06 1/2
elivery.	
	0 06 1/2
	0 07 1/2
	0 08 1/2
	0 08 1/2
	0 08 1/2
	0 04
	0 09 1/2
	0 09 1/2
	0 05 1/2
	0 06 1/2
	0 06 1/2
	0 07 1/2
	0 07 1/2
ok, per lb.	0 06 1/2
as, per lb.	0 06 1/2
dry cleaned, per lb.	0 07 1/2
d.	0 06 1/2
ks	0 05 1/2
es, per lb.	0 05 1/2
t. boxes, per lb.	0 17
ry about August 1,	0 17 1/2
very about August	0 22
	0 21 1/2
	0 16 1/2
	0 16
	0 15
per lb.	0 14 1/2
	0 16
S-	
	0 10 1/2
	0 10 1/2
	0 18 1/2
	2 10

lat  
 ish Pink  
 oback  
 NG.  
 and Liquors  
 L

THE CANADIAN GROCER

NUTS—Prices are as follows:

Almonds, per lb.	0 15
(shelled), per lb.	0 30
Filberts	0 10
Peanuts	0 10 1/2
Jumbos	0 12 1/2
Walnuts, new, Grenoble, per lb.	0 15 1/2
" " Marbots	0 13 1/2
" " shelled	0 32
Pecans, per lb.	0 15
Brasilis, per lb.	0 15

SPICES—

GROUND SPICES.	
Pepper, black, in 10 lb. boxes, per lb.	0 18
" " white, " 5	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 1 lb. boxes, per lb.	0 22
Cassia	0 12
Allspice	5 11 1/2
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 30
Mace, in 5-lb. boxes, per lb.	0 70

WHOLE SPICES.

Black pepper, per lb.	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 18

Cinnamon (extra choice), per lb.	0 24
Nutmeg, per lb.	0 25
Cloves according to quality	0 14 1/2
Ginger, per lb.	0 10
Allspice, per lb.	0 08 1/2
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb. glass, 2 doz. in case, per doz.	2 00
" " 5-lb. tins, 1 doz. in case, per tin.	0 50
" " 10-lb. tins, 8 in case, per tin.	1 00
" " 60-lb. tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" " 10-lb. tins, 6 in case, per case.	6 40
" " 60-lb. tins, per lb.	0 10

BUCKWHEAT—Quoted as before at \$1.70 per half sack.

RICE, TAPIOCA AND SAGO—Prices are quoted as follows:

Japan rice, per lb., cwt. lots.	0 05 1/2
" " 50-lb. lots.	0 05 1/2
Rangoon rice, per lb.	0 04 0 04 1/2

Patna " "	0 04 1/2
Tapioca, per cwt.	7 50 7 75
Sago, per lb.	0 04 1/2

POT AND PEARL BARLEY—

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

BEANS—White beans, hand picked, are quoted at \$2.05 per bush., the 3-lb. picked at \$1.80, and the 5-lb. picked at \$1.75.

What is said will be the largest chicken farm in the world is about to be located on Palmer Township, three miles from Easton, Pa., by William Talmage, of Toronto, and John Haupt, of New York. The farm will have 10,000 hens when equipped. About \$50,000 will be expended in the enterprise.

**GOLD STANDARD**

**BAKING POWDER**

IS

**"GUARANTEED THE BEST"**

IF YOU SELL IT YOU ARE GIVING YOUR CUSTOMERS THE HIGHEST VALUE POSSIBLE, AND YOU ARE ENJOYING A GOOD, SURE, SAFE PROFIT. THE QUALITY IS ALWAYS THE SAME. "GUARANTEED THE BEST."

THE QUESTION IS

**?**

ARE YOU SELLING IT? IF NOT, BETTER WRITE US ABOUT IT.

**The Codville-Georgeson Co. Limited**  
 WINNIPEG and BRANDON  
 MANITOBA

**CONDENSED OR "WANT" ADVERTISEMENTS**

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

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

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

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

**YEARLY CONTRACT RATES.**

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

**REPRESENTATIVES WANTED**

AGENCY—Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

**AGENCIES WANTED**

A GENTLEMAN with considerable experience in manufacturing business and manufacturers' agencies, and possessing a good connection among the grocers, druggists and confectioners of Montreal, desires to obtain the Montreal agency for one or more firms selling to the above-mentioned class of trade. All references as to character and ability. Address at once "Nagroch" care of CANADIAN GROCER, Montreal Office.

COMMISSION MAN—Headquarters Vancouver. requires some good agencies. BOX 123. CANADIAN GROCER.

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

**POSITION WANTED.**

GROCERIES, PROVISIONS—Foreign and Colonial—Patent medicines, wines and spirits. Englishman, having had seventeen years' first-class experience, wants position as traveler, manager, or head counterman. Age 32. Good address. Good references. Distance no object. Thomas Lee, Queen's Hotel, Vegreville, Alberta. [4r]

**Dunn Pork Factory For Sale**

SEALED TENDERS, marked "Tender for Dunn Pork Factory," will be received by the undersigned up to noon on WEDNESDAY, 10th October next, for the factory buildings, plant and premises of the F. B. Dunn Packing Company (Limited) situate on the line of C.P.R. at Fairville, about a mile from the city of Saint John, N.B. The works are new and up-to-date. The goodwill of the business and all tools and delivery wagons included with the property; also a supply of ice now in store, sufficient for the ensuing seasons' operations. Ice is obtained from a pond on the premises in quantities sufficient for the business. The highest or any tender not necessarily accepted. For further particulars apply to the undersigned.

Dated at St. John, N. B., 5th Sept. 1906  
 BARNHILL, EWING & SANFORD,  
 Solicitors

**SITUATIONS VACANT.**

WANTED—Broom and whisk maker, good wages will be paid for good workman who is steady and likes work. Apply Box 124. CANADIAN GROCER, Toronto.

FOR  
**SAUER - KRAUT**

AND  
**Pickles in Brine**  
 Write TAYLOR & PRINGLE CO., Ltd.,  
 Owen Sound, Ont.

**HIGHEST PROFITS ABSOLUTELY SURE**

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.  
 FOR PARTICULARS ADDRESS  
 O.F. 1170. care Orell Fussli Publicity, Zurich  
 (Switzerland.)

**Expert Bookkeeping**

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

**PERCY P. DAVENPORT**  
 622 McIntyre Block, - - WINNIPEG, MAN.

**Square your accounts**

## GOOD WINDOW DRESSING

Canadian Grocer Will Hold a Monthly Competition—Useful Training for the Clerk—How an Amateur Won First Prize Last Year—A Window in Vancouver.

In this page a fortnight ago a picture appeared of a fruit window by Gibbons Bros., Toronto. The photographer was not very successful, but he had his troubles. On either side of the entrance the sign "Fruit" was easily seen, but the photographing apparatus caught only part of the signs. The rest of them is

"Aside from the sanitary considerations," Mr. Gibbons said, "the fruit keeps better; people don't handle it as they do when it is on the street. We get more of the better class of trade and our fruit business has increased."

Gibbons Bros.' window dresser is J. V. Thom. He didn't know he could dress windows till last Christmas, when

to the grocery business. He entered Gibbons Bros.' employ in June of 1905 after two years on the wagon for another firm. Of course, he likes window dressing and decorating, but when he found he was a prize winner it made an enthusiast of him. He now dresses both windows every Monday morning. Mr. Gibbons has given him every opportunity and he is thoroughly grateful for it. Pictures of the windows and interior, which won the prize competition will appear in the Special Fall Number of The Canadian Grocer of October 19.

Does window dressing pay? was asked of Mr. Gibbons, and he was very posi-



A MANUFACTURER'S WINDOW.

This illustration shows a manufacturer's display in the window of P. F. Wright, Vancouver, B.C. That's a long way removed from the subject of last week's illustration which was of the interior of the store of C. E. Choat & Co., Halifax, N.S., but the east and west shake hands in The Grocer. Somewhat similar displays of Gillett goods are known in every province of the confederation, and this is a particularly good sample, partly because the dresser had such a fine window to work in.

A live salesman for a big American soap manufacturer was trying to sell a Brooklyn grocer an order, but could make no impression. Being a cracking good window dresser himself, he offered to make a window display for the man, and with that inducement the grocer took a dozen boxes. It was one of the best known American soaps. The salesman came in the evening and fixed up the window. Pretty soon he had a dozen requests from grocers for soap

display windows, and the traveler got working so hard he had to cut it out, and a special man was engaged for the work.

This is a good line. Such a display as the one shown here could not but increase sales, and in addition gives the public an impression of the store that means money to the grocer right along. Next to cleanliness and good goods and fair dealing, there's nothing pays better than window dressing.

to the effect that the fruit is kept inside the store out of the dirt and nastiness of the street, and invites the public to come in. This method of handling fruit combined with frequent window displays, Mr. Gibbons declares, after a season's trial, to be thoroughly satisfactory and a very great improvement on the old method of putting the fruit on the sidewalk.

pictures of the holiday windows and interiors were sent to The Canadian Grocer and was awarded first prize in a competition. Gibbons Bros. did not even know there was a competition and Mr. Thom's surprise and appreciation when the notification of the award reached him is only to be understood by a window dresser. A young man and, luckily, married, Mr. Thom was brought up

in his reply that it did. When The Grocer representative was talking to him there was a display of jam in the window and among their called-for orders were two requests for jam "like that in the window."

Arthur J. Leamen, a Moncton, N.B., grocer, is to be married to Miss May Quartermain, of Fredericton.

IN  
G

The

tha

Ma  
not  
the

28

To all Points in the Provinces of Ontario and Quebec

and also

## IN THE MARITIME PROVINCES

We will prepay freight on lots of 5 cases or more of our

# Gazelle Brand Salmon

The Very Finest Fraser River Red Sockeye

Cases 4 doz. **\$1.70** per doz.  
1-lb. tall tins

Terms: Net within 30 days; no discount



RETURNED

to Owner

Cut Book No. 56.

Page No. 84.

7Kaake

## Hudon, Hebert & Co., Limited

The Most Liberally Managed Firm in Canada.

**MONTREAL**

OVER TWO MILLION TINS OF WAGSTAFFE'S JAMS SUPPLIED TO HIS MAJESTY'S TROOPS IN SOUTH AFRICA



17 YEARS REPUTATION IN MANCHESTER, ENGLAND.

## MINCE MEAT TIME

The market is flooded with unpalatable so-called mince meats. If you want a line that has the real old Christmas flavor to it, you must get

### WAGSTAFFE'S FINE OLD ENGLISH MINCE MEAT

Made for the first time in Canada last season when it delighted all users. If you did not try it last season send for a trial shipment now. It surpasses anything heretofore on the Canadian market.

Put up in  
**65-lb. Tubs,**  
**28-lb. wood Pails**

**WAGSTAFFE, LIMITED**  
HAMILTON, ONT.

The fruit market is excited, you will do well to book orders at once.

Enquire of your  
wholesaler, if  
he can't supply  
you write us  
direct.

He entered  
June of 1905  
agon for an-  
likes window  
but when he  
er it made an  
now dresses  
day morning.  
im every op-  
ughly grateful  
ndows and in-  
ze competition  
Fall Number  
of October 19.  
ay? was asked  
was very posi-

the traveler got  
d to cut it out,  
engaged for the

Such a display  
e could not but  
ddition gives the  
of the store that  
ocer right along.  
l good goods and  
othing pays bet-  
ing.

did. When The  
was talking to  
ay of jam in the  
eir called-for or-  
s for jam "like

Moncton, N.B.,  
ied to Miss May  
ricton.

# ROLL BACON

is a good seller at this time of year.

We are offering Choice New Cured Stock.

It will pay you to order a shipment of this favorite line by mail or telegram at once.

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

TELEPHONE M 3960

# ROLLS

Nothing nicer at this time of the year than a slice of Ham or a rasher of Bacon. But both are dear. In their place try Short Rolls. No bones, easily sliced, sugar-cured, delicious and cheap.

**F. W. FEARMAN CO.,**  
HAMILTON LIMITED

Represented by R. G. DeCew, St. John, N.B.



**“CORONA”**

CHOICE NEW CURE

**PLATE BEEF**

IN 200 POUND BARRELS

Every Piece cut from Select Cattle  
**QUALITY GUARANTEED**

READY FOR SHIPMENT

**MESS BEEF**

Write for Prices

**The Montreal Packing Co.,**  
MONTREAL, P.Q. Limited

# SAUSAGE

that takes the customers' eye and appeals to the palate is the kind of sausage we make.

Fall and winter is sausage time and we can supply a first-class line right now.

You anticipate the fall sausage orders, don't you?

Well, then, buy from the house with whom sausage is a specialty

**THE WM. RYAN CO., Limited**

70-72 Front St. East, TORONTO, ONT.



Since our advance in p...  
 recorded, Ho...  
 prices paid...  
 seems to be...  
 movement,...  
 before repo...  
 shrinkage i...  
 lish make o...  
 it is extrem...  
 will prevail...  
 Meanwhil...  
 prices; but...  
 son for it...  
 of the seas...  
 with bare b...  
 Britain. C...  
 ticle of fo...  
 British wor...  
 but the go...  
 almost sno...  
 were "Wir...  
 of warm m...  
 up; instea...  
 and dry se...  
 ter. Pastu...  
 flow of mil...  
 the entire...  
 Cheese, l...  
 than butte...  
 of milk qu...  
 were in co...  
 the produc...  
 equipped t...  
 ter, made...  
 parent inc...  
 year's mak...  
 er number...  
 the Domin...  
 continued...  
 caused a...  
 flow of m...  
 cheese wil...  
 last year's...  
 The uns...  
 Summer m...  
 make gene...  
 Winter m...  
 Summer-m...  
 with a lig...  
 prospect o...  
 coming W...  
 Our rec...  
 week 83,0...  
 packages...  
 of cheese...  
 ter for th...  
 since May...  
 and 500,6...  
 pared wit...



# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN.

Since our last report a still further advance in prices for cheese has to be recorded. However, at the recent extreme prices paid in country markets there seems to be another halt in the upward movement, but conditions remain as before reported. There is an undoubted shrinkage in the make and as the English make of cheese is reported light also it is extremely probable that high prices will prevail right along.

Meanwhile, we are having record prices; but, after all, there is good reason for it. Going back to the beginning of the season we find that we started with bare boards both here and in Great Britain. Cheese is an acknowledged article of food and a necessity for the British working classes, prices were high, but the goods were wanted. After an almost snowless Winter, many pastures were "Winter killed." It needed plenty of warm moisture to bring these pastures up; instead, we had an unusually hot and dry season to follow the last Winter. Pastures never were good and the flow of milk has been below the average the entire season.

Cheese, being in more regular demand than butter, felt the shortage in supply of milk quicker than butter and prices were in consequence more favorable for the production of cheese. Many factories, equipped to make either cheese or butter, made cheese and there was an apparent increase in the make over last year's make, but even now, with a larger number of cheese factories through the Dominion of Canada, the long continued hot and dry Summer has caused a most serious shrinkage in the flow of milk so that our Fall make of cheese will undoubtedly be far short of last year's Fall make.

The unsold stocks of cheese of the Summer make and the extent of the Fall make generally rule the market for the Winter months. We have hardly any Summer-made cheese here unsold, and with a light Fall make, there is every prospect of ruling high prices for the coming Winter months.

Our receipts in Montreal were last week 83,026 boxes of cheese and 14,576 packages of butter, against 79,225 boxes of cheese and 26,589 packages of butter for the same week of last year, or since May 1, 1,706,142 boxes of cheese and 500,687 packages of butter, as compared with 1,660,606 boxes of cheese and

614,097 packages of butter for the corresponding period of last year.

Our exports were last week 65,747 boxes of cheese and 9,936 packages of butter, against 87,609 boxes of cheese and 31,920 packages of butter for the same week of last year, or since May 1, 1,561,724 boxes of cheese and 303,304 packages of butter, as compared with 1,431,994 boxes of cheese and 460,465 packages of butter for the corresponding period of last year.

Receipts of cheese show an increase of 45,536 boxes and exports show an increase of 129,730 boxes, which leaves 84,194 boxes of cheese less in stock in Montreal than at the same time last year. The receipts of butter are 113,410 packages less than last year and the shipments are 157,161 packages less, leaving a surplus stock of 43,751 packages over the same time of last year.

Statistically, cheese is in a strong position. There is, however, some well-founded opinions that present high prices will check the consumption so that after all the short supplies may be sufficient for the coming Winter's trade, but, considering other food products, particularly bacon, cheese is not abnormally high.

Butter is in a very peculiar position and may have a very sudden advance in prices at any time. It has been cheaper than cheese right along and the production has been much lighter than last year. The market is ruled by supplies of other countries in Great Britain, but with hot and dry weather in Europe it is an open question whether our butter will not be wanted later, on. Of course, we must consider the Australian supplies for next Winter, and we do not know at present the extent of this, but under normal conditions, we are inclined to believe that butter will advance in prices.

### PROVISION SITUATION.

Stocks of Canadian pork products to be in somewhat small compass, particularly hams and breakfast bacon, and prices continue firm. The reason alleged is that packers have been giving more attention to export trade. No radical change in prices is anticipated for some weeks yet.

Prices on the English market, according to latest cables, are unchanged though reports were received of an advance of two to three shillings. Last week the average price paid for best Canadian bacon was 61s. per long cwt.,

112 lbs., and it cost the packers considerable more than that.

The price of live hogs is up 10c. this week and the packers are paying at country points \$6.25.

### CANADIAN DAIRY EXPORTS.

The Department of Trade and Commerce has received the figures of the exports of dairy produce to the Mother Country for the year ending the 30th of June last. The total quantity of cheese imported into the United Kingdom for the year was 130,062 tons, of which Canada sent the splendid total of 98,884 tons, as compared with 10,676 tons from the United States, 11,364 tons from Holland, and 5,870 tons from New Zealand. The report says that the consumption of cheese has been unusually heavy, due largely to the scare in connection with the Chicago canned meat scandal. Canada's exports of butter for the past year to the Mother Land show an increase of 2,300 tons over the year before. The total U. K. importations of the year amounted to 215,493 tons, of which Denmark sent 81,261 tons, Russia 25,327, Australia 26,950, Canada 15,745, and New Zealand 15,177 tons.

### OLEO HOLDS ITS OWN.

(National Provisioner.)

The total output of oleomargarine in the United States for the fiscal year ended June 30, 1906, was 53,146,659 lbs. an increase of 3,265,015 lbs. over the year previous, according to advance advices from the Bureau of Internal Revenue. The figures alone are one of the strongest arguments for removing the burden of an iniquitous discriminating tax from this industry, if there was any chance of securing just a little justice from Congress on the subject. Forbidden by law to be colored except under a crushing tax, though any other American food product may be harmlessly colored, the demand for oleomargarine on its merit alone is so great that more than 50,000,000 lbs. of it are sold annually, and the statistics show a material increase in the output. It is little wonder that the Creamery Trust, foreseeing the day when oleomargarine would meet butter on equal terms, whipped the farmers into line against the purer, better product.

A. J. Matthews, son of Geo. Matthews, of George Matthews & Co., pork packers, Peterboro, Ont., is establishing a packing house at Halifax, N.S. The new plant is being equipped with the latest machinery, and Mr. Matthews expects to do an extensive business. The supply of hogs will be obtained principally in the Maritime Provinces. Packing operations will be started the latter part of this month.

S  
time of  
Ham or a  
both are  
ry Short  
y sliced,  
and cheap.

CO.,  
LIMITED

E  
s to the palate  
we can supply  
s, don't you?  
whom sausage

Limited  
TO, ONT.

YANC<sup>o</sup>  
CON  
ONTD. ONT.

**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.

**SALT SALT**

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

**TORONTO SALT WORKS**

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



**WILSON'S  
Fly Pads**

Every country store should stock them, because every housekeeper wants them.

**BUTTER and EGGS**

—WE ARE—

**BUYERS and SELLERS**

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

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,  
TORONTO.

**B  
RUSHES  
ASKETS**

**WOODEN ARE WILLOW ARE**

**Paper Bags  
Wrapping Paper | Twines  
Grocer's Sundries**

**WALTER WOODS & CO.**

Hamilton and Winnipeg

**PROVISION AND DAIRY MARKETS.**

**MONTREAL.**

PROVISIONS—Compound lard is a little firmer this week, but otherwise there is not much to say about the situation. Demand for compound is very good. Pure lard is selling fairly well. Smoked meats are fair to good. Pork is slow. Prices are unchanged.

Lard, pure tierces	0 11 1/2	0 12
" " 56-lb. tubs	0 11 1/2	0 11 1/2
" " 20-lb. pails, wood (10 1/2)	0 12	0 12
" " cases, 10-lb. tins, 60 lbs. incase	0 12	0 12
" " 5-lb.	0 12 1/2	0 12 1/2
" " 3-lb.	0 09	0 09
Lard, Boar's Head brand, tierces, per lb.	0 09 1/2	0 09 1/2
" " 1/2-bbl., per lb.	0 09 1/2	0 09 1/2
" " tubs	0 09 1/2	0 09 1/2
Cases, 20 3-lb. tins, per lb.	0 10	0 10
" " 12 5-lb. tins	0 09 1/2	0 09 1/2
" " 6 10-lb. tins	0 09 1/2	0 09 1/2
20-lb. wood pails, each	1 50	1 50
20-lb. tin pails, each	1 80	1 80
Wood net, tin packages, gross weight		
Canadian short cut mess pork	\$22 50	\$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.	0 15 1/2	0 15 1/2
Hams	0 14 1/2	0 16
Extra plate beef, per bbl.	12 50	13 00

BUTTER—This week the butter market is a little firmer on account of an advance of half a cent a pound on the other side. Prices locally are about unchanged, for at the advance asked trading is somewhat restricted. Shipments have been fairly liberal of late, and with lighter receipts holders are independent and are not forcing sales. Home trade requirements for the coming Winter will have to be catered to very soon, so that an advance is not anticipated.

Choicest creamery, salt	0 13 1/2	0 23 1/2
Medium creamery	0 13	0 23
Western dairy	0 19	0 19 1/2

CHEESE—Cheese has advanced slightly again, but prices have reached such a height that business this week has been curtailed. The demand last week was for September make, and as a good many of these orders were shipped, the shipments this week were inclined to be smaller. Prices are now at a level which is certainly the highest ever experienced in the Canadian cheese trade, and it is very doubtful if any further advances will be realized; in fact, one dealer, speaking to The Grocer, gave it as his opinion that recessions, though perhaps small, were more likely.

Ontario	0 13 1/2	0 13 1/2
Townships	0 13	0 13 1/2
Quebec	0 12 1/2	0 13

EGGS—Eggs are slightly higher this week, dealers asking 21c. for selects. This price is easily obtainable as good eggs are none too plentiful. No. 1 bring 18c. Receipts are fairly heavy and the quality of the stock arriving is considerably improved with the advent of cooler

weather. It is expected that there will be some cars offered next week, but at present the eggs seem to be held by western shippers. Dealers are putting away small lots every day, but dispose of the greater part of their receipts on arrival, as yet.

**TORONTO.**

PROVISIONS—The market continues firm. Lower prices are anticipated later in the Fall. Meantime, stocks off car to be none too large in some lines and a good demand continues. Heavy mess and short cut are higher. Hind-quarters of beef and choice carcasses are a shade lower. So is lamb.

Long clear bacon, per lb.	0 12 1/2	0 12 1/2
Smoked breakfast bacon, per lb.	0 12	0 17
Roll bacon, per lb.	0 12 1/2	0 12 1/2
Small hams, per lb.	0 15 1/2	0 16
Medium hams, per lb.	0 15 1/2	0 16
Large hams, per lb.	0 14	0 15
Shoulder hams, per lb.	0 11 1/2	0 11 1/2
Bacon, plain, per lb.	0 17	0 17
" " pea meal	0 17	0 18
Heavy mess pork, per bbl.	22 00	22 50
Short cut, per bbl.	23 50	24 00
Lard, tierces, per lb.	0 11 1/2	0 11 1/2
" " tubs	0 11 1/2	0 11 1/2
" " pails	0 11 1/2	0 12
" " compounds, per lb.	0 09	0 09
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	8 00	8 00
" " front quarters	3 00	5 00
" " choice carcasses	6 50	7 00
" " common	5 00	5 50
Mutton	0 07 1/2	0 08 1/2
Lamb	0 10 1/2	0 11
Hogs, street lots	9 10	9 25
Veal	0 07	0 10

BUTTER — Prices continue unchanged and supplies of dairy have rather increased owing probably to a decrease in exports. Dairy is not so plentiful and very choice is scarce.

	Per lb.
Creamery prints	0 25 0 26
" " solids, fresh	0 23 0 23 1/2
Dairy prints, choice	0 21 0 23
" " tubs, choice	0 21 0 21
Baker's butter	0 17 0 18

EGGS—Supplies continue about the same but quality is better and there is a stiffening tendency in the market. Some commission men are asking as high as 19c.

Eggs (new laid)	0 18	0 18 1/2
" " bakers'	0 14 1/2	0 15

CHEESE—Some dealers are asking more but cheese is still obtainable at last week's prices. Local demand is not very active. High prices seem to have checked the consumption in Ontario.

	Per lb.
Cheese, large	0 13 1/2
" " twins	0 13 1/2 0 14

POULTRY—Supplies are fair; demand is good and prices are about as

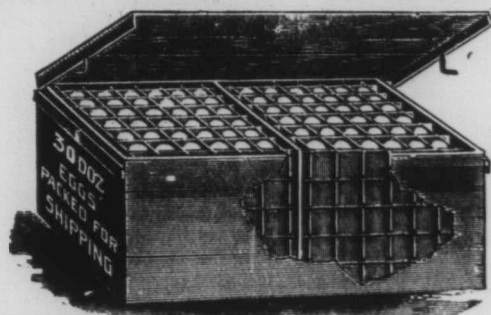
It's not a question of Taste, only—

But quality, skill, and absolute cleanliness that makes

**Clark's Meats**

The best to buy or sell.

## EGG CASE FILLERS



**NEW LAID EGGS**  
to bring the highest market price  
**MUST BE PACKED**  
in clean, fresh Fillers.

*These can be obtained from*

**The Miller Bros. Co., Limited**  
Manufacturers of Egg Case Fillers  
30-38 DOWD STREET  
**MONTREAL**

*Board Mills and Filler Factory at GLEN MILLER, ONT.*

## THE Manitoba Canning Co. Ltd.

GUARANTEES

**ALL ITS TINNED MEATS**

**Corned Beef, Roast Beef,  
Chicken, Tongue, Potted  
Meats, etc.**

**YOU RUN NO RISK**

SELLING AGENTS

**Nicholson & Bain, Galloway & Parnell**  
WINNIPEG and CALGARY VANCOUVER

## THE TRURO— Milk Standard

*Purest material—prepared with  
scrupulous care and cleanliness*

Our Milk—pure.  
Our Factories—clean as a model kitchen.  
Our Methods of Manufacture—scientifically exact.  
Our Supervision—thorough.  
Our Products—guaranteed.

**REINDEER CONDENSED MILK  
JERSEY STERILIZED CREAM**  
Standards for Richness and Purity

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

## Oval Wood Dishes

**Clean, Strong  
and Inexpensive**

FOR

**BUTTER, LARD, MINCEMEAT,  
PICKLES, and a dozen  
other Grocery Lines.**

Make a clean, neat package. Never leak ; never go to pieces.

Your customers will congratulate you on them.

**18,000** now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

**GRAHAM BROS., Kinmount, Ont.**

Agent for Maritime Provinces  
**W. S. CLAWSON & CO.**  
11-12 South Wharf St., ST. JOHN, N.B.

last week. Friday and Saturday they went down here under pressure of unusual deliveries, but on Monday they bounded the other way, and now are back at normal. A little dressed poultry is coming in, but mostly in poor condition. The farmers, the commission men say, will give them a last supper. Following are live weight quotations:

Old fowl	0 08	0 09
Young ducks	0 08	0 09
Spring chickens	0 10	0 11

ST. JOHN, N.B.

PROVISIONS—Clear pork and plate beef are lower. In fresh meats lamb is easier. Lard is firmer. The market is now well supplied with moose meat, venison and wild fowl, which sell at the following prices, wholesale: Moose meat, hind quarters, 8c.; venison, 5c. to 6c.; black duck, 50c. to 60c.; teal, 30c. to 35c.

Mess pork per bbl	\$23 00	\$3 50
Clear pork	19 50	22 00
Plate beef	13 00	14 00
Domestic beef, per lb	0 05	0 06
Western beef, "	0 07	0 08
Mutton, "	0 05	0 06
Veal, "	0 07	0 08
Lamb, "	0 08	0 09
Pork, "	0 14	0 15
Hams, "	0 12	0 14
Rolls, "	0 12	0 14
Lard, pure, tubs, "	0 12	0 12
" pails, "	0 12	0 13
Refined lard, tubs	0 09	0 09
" pails	0 09	0 10

BUTTER—The unusual scarcity of dairy butter continues, and one dealer expresses the opinion that within a few years there will be very little butter offered apart from the creamery article. It is almost impossible to pick up any tubs worth having at less than 20c. Prices are high all round.

Creamery butter	0 24	0 26
Best dairy butter	0 22	0 23
Good dairy tubs	0 21	0 24

CHEESE—The market is higher than a week ago and stocks very light.

Cheese, per lb	0 14	0 14
----------------	------	------

EGGS—Henery eggs sell at a flat rate of 25c. The whole market is very firm.

Eggs, strictly fresh	0 25	0 25
" fresh	0 18	0 20

WINNIPEG MARKETS.

BUTTER—Creamery butter is advancing and is now quoted as follows:

Finest fresh creamery, in 56-lb. boxes	0 22
" " in 28-lb. boxes	0 22
" " in 14-lb. boxes	0 22
" " in 1-lb. bricks (eastern)	0 26
" " (western)	0 24

Produce houses are paying 15c. f.o.b. country stations for No. 1 dairy butter.

CHEESE—

Finest Ontario, large	0 14
" Manitoba, large	0 13
" " twins	0 13
" " small	0 14

LARD—

Tierce basis, per lb	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00
20-lb. tin pails, in 50-lb. cases, per lb	0 00
10-lb. " in 50-lb. "	0 00
5-lb. " " "	0 00
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00

CURED MEATS—

Hams, selected stock, special mild cure	0 18
Bacon, " "	0 22
Bacon, " "	0 18
Hams, light, 10 to 12 average	0 17
" medium, 14 to 16 average	0 17
" heavy, 20 to 30, for slicing	0 15
" heavy, skinned, 20 to 30 for slicing	0 17
Picnic hams, light, choice, 6 to 8	0 13
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 18
" " clear bellies 12 to 14	0 17
Clear backs, b bacon light	0 18
" b bacon 12 to 14	0

Spiced rolls, long if in stock	0 18
short	0 13
Dried beef ham, sets	0 12
Smoked hams boned and rolled, 2s. per lb. additional	

DRY SALT MEATS.

Bacon, dry salt long clear	0 13
" " smoked	0 14
" " boneless backs	0 13
Shoulders	

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
per 1/2 bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb. hocks			0 04
			0 05

EGGS—Produce houses are paying 18c. per dozen f.o.b. country points.

DEATH OF CHARLES P. GRAHAM.

Toronto Manager for the Edwardsburg Starch Co.

Charles P. Graham, Western Ontario sales manager for the Edwardsburg Starch Co., died at his home in Toronto, Thursday afternoon of last week. Few men were better known to the grocery



The Late Charles P. Graham.

trade throughout Eastern Canada and none was more thoroughly liked or more highly regarded. News of his sudden death will come as a shock to many readers of The Grocer who counted him a personal friend. Thursday morning he was taken with a violent pain in his head and early in the afternoon was dead, the result, his physicians said, of the bursting of an artery in the head.

The funeral took place to St. Peter's Roman Catholic Church on Saturday morning and thence to Mount Hope cemetery. Requiem mass and the service at the grave were conducted by Father Minnehan, parish priest of St. Peter's, and Father Jeffcott, of Adjela, Ont., sung the high mass. The pallbearers were J. Beck, superintendent of the Union Station, Toronto; N. A. Medland, of Medland & Jones; W. A. Kavanagh and John Hayden, traveler for John Sloan & Co. There was a very

large attendance of friends and business associates, among them Flem Hayes, Perkins, Ince & Co., Toronto; J. S. Donaldson, sr., Toronto; W. F. Morley, of the Canada Brokerage Co., Toronto; Wm. Campbell, of T. Kinnear & Co., Toronto; Geo. F. Benson, president of the Edwardsburg Starch Co., Cardinal; Alex. Milne, of W. T. Benson & Co., Montreal; ex-Mayor Thos. Urquhart, Toronto; Frank Campbell; Geo. Stanway, Toronto; L. Harris, of the Hamilton Herald; A. Hutchison, of the St. Lawrence Starch Co.; M. H. Seed, of St. Leon Waters, Limited; J. T. Paul, of the Brantford Starch Works; A. S. Cadow, of C. S. Landon & Co.

Mr. Graham was only 61 years of age, and he was much older than he seemed at that. So genial and happy was his disposition that the years rested lightly upon him and few would have taken him to be in the last decade of the Psalmists' allotted span.

Mr. Graham, born in Clapham, England, came to Canada in 1872 and entered the employ of the late Hon. Sir Frank Smith, then a wholesale grocer in Toronto. After nine years there as shipper Mr. Graham went to Montreal for the Walkerville Syrup Co., becoming a traveler and eastern representative of the company at Montreal. After a short term with the Toronto Syrup Co. he joined the sales force of the Edwardsburg Co. 19 years ago, becoming their Western Ontario representative.

So successful was he that Western Ontario became practically the only market in Canada for high grade starch. When he came upon the stage for the Edwardsburg Co. the demand in Ontario, as elsewhere, was for common grade bulk starch. He urged the advantage of the package goods and better quality, with the result that to-day the company's sales in his territory are 60 to 70 per cent. highest grade package goods. This bespeaks the persistent enthusiasm of Mr. Graham's salesmanship.

In the early days Mr. Graham sold as far west as Edmonton when Winnipeg was the jumping-off place for the railways. He was known and liked of the trade from there to the Maritime Provinces. Mr. Graham was a staunch Conservative, though never an active politician. In religion he was a Roman Catholic and a member of St. Peter's congregation. He married in 1897 Miss Margaret E. Rees, of Toronto, who survives him.

AN INTERESTING BOOK.

"Baking Powder, and Other Leavening Agents" is the name of an interesting book just published by the Spice Mill Publishing Company, New York. F. N. Foot is the author of the volume, which deals with the composition of baking powder, the chemical action resulting from the use of various kinds, and other matters appertaining to the commodity. The process of manufacture is dealt with in an interesting manner, while there are many suggestions which manufacturers might find of use. All in all the book is one which should prove good reading for those interested in baking powder and its manufacture.

Do

delive

can tell

First P

Second

First P

First P

Second

Pat. Mar. 1903



You

few mon

on r

M

and business  
 Clem Hayes,  
 onto; J. S.  
 F. Morley,  
 Co., Toronto;  
 near & Co.,  
 president of  
 Co., Cardinal;  
 nson & Co.,  
 Urquhart, To-  
 eo. Stanway,  
 he Hamilton  
 he St. Lawr-  
 Seed, of St.  
 Paul, of the  
 A. S. Cadow,

years of age,  
 an he seemed  
 appy was his  
 rested light-  
 d have taken  
 decade of the

lapham, Eng-  
 1872 and en-  
 late Hon. Sir  
 olesale grocer  
 ears there as  
 to Montreal  
 Co., becoming  
 resentative of  
 After a short  
 Syrup Co. he  
 the Edwards-  
 ecoming their  
 rative.

that Western  
 the only mar-  
 grade starch.  
 stage for the  
 mand in On-  
 for common  
 urged the ad-  
 ods and better  
 at to-day the  
 rritory are 60  
 grade package  
 persistent en-  
 salesmanship.  
 Graham sold  
 when Winni-  
 place for the  
 and liked of  
 the Maritime  
 was a staunch  
 er an active  
 was a Roman  
 of St. Peter's  
 d in 1897 Miss  
 onto, who sur-

**BOOK.**

Other Leavening  
 an interesting  
 he Spice Mill  
 w York. F. N.  
 volume, which  
 ition of baking  
 ction resulting  
 inds, and other  
 the commodity.  
 re is dealt with  
 while there are  
 manufacturers  
 all the book is  
 good reading for  
 ng powder and

# Do You Ever Break Eggs When Delivering by Wagon?

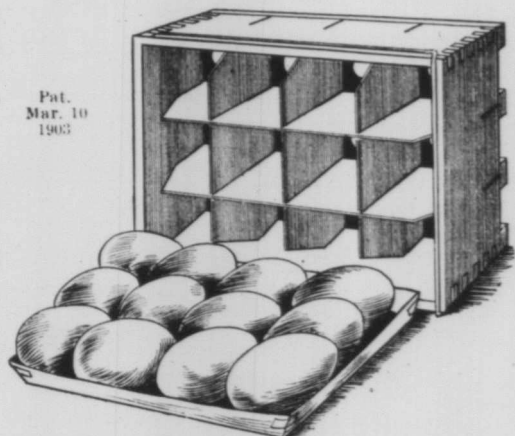
Try a sample order of Star Egg Carriers and Trays. We can assure you they will deliver absolutely safe and for less expense than any other carriers now in use.

## A COMPARISON

If you are now using paper boxes for delivering, experience tells you how much breakage occurs. Your clerks can tell you how much time is wasted, and figures tell you that your

First Purchase of 5 M. paper boxes at \$9.00 per-M.,	cost you	\$45.00
Second " " " " " " " "		45.00
Total,		\$90.00

Pat.  
 Mar. 10  
 1903



### We Supply you Star Egg Carriers and Trays

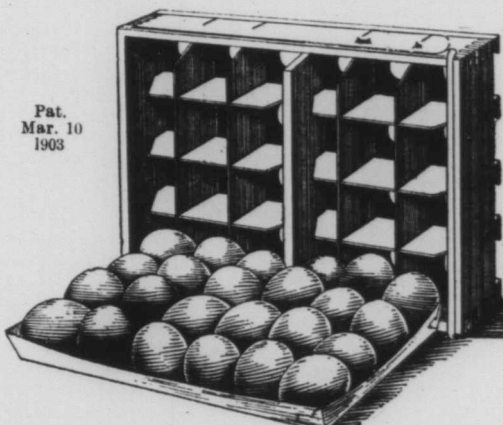
First Purchase 2 doz. No. 1 Star Egg Carriers, \$2.75 per doz.,	\$ 5.50	
First Purchase 5000 " " " Trays for \$3.50 per M.,	17.50	
	\$23.00	
Second purchase 5000 Star Egg Trays for \$3.50 per M.,	17.50	
(You have the Carriers)	Total	\$40.50

Your saving is \$49.50, or nearly 60% and no broken Eggs

AGAIN: Take the size for delivering 2 dozen Eggs. To deliver 20 M. dozen eggs with the paper box you would

First Purchase 10 M. boxes at \$9.00 per M.,	\$90.00	
Second " " " " " "	90.00	
Total,		\$180.00

Pat.  
 Mar. 10  
 1903



### With No. 2 Star Egg Carriers, holding 2 dozen eggs each, you would

First Purchase 2 dozen No. 2 Star Egg Carriers, at \$4.00 per dozen,	\$ 8.00	
First Purchase 5 M. No. 2 Star Egg Trays, at \$4.75	\$23.75	
	\$31.75	
Second Purchase 5 M. No. 2 Star Egg Trays, at \$4.75	23.75	
(You always have the Carriers left)	Total,	\$65.50

Your saving over paper boxes is \$114.50, or nearly 70% and no broken eggs

These facts must appeal to you. Your sample order will receive attention. Try a few dozen—you will discover that, under the old regime, you have been wasting time and money.

To enable you to try this system, we will be glad to deliver you a sample order on request.

MANUFACTURED FOR

# MacLaren Imperial Cheese Co., Ltd.

Selling Agents for Toronto and Hamilton Toronto, Ont., Canada

# CEREALS AND CONFECTIONERY

Wheat and Other Grain Markets Advanced—Some Figuring on World Crops—  
Flour Market Steady—Oat Products Advanced Sharply.

Wheat continues to rise, but some dealers look for a reaction. The advance, however, has been general in the grain markets. Some export business has been doing in Manitoba wheat, but Ontario Winter wheat has not yet begun to move. The market generally is still in the hands of the mathematicians to some extent. An "expert" writing in the London Daily Mail estimates the world's surplus of wheat at 23 million quarters. He figures the surplus by districts thus: Canada and United States, 30 million; Russia, 13 million; Roumania and Bulgaria, 12½ million; Austria-Hungary, 3½ million; Chile, North Africa, Turkey, 1½ million; Argentine, 12½ million; Australasia, 5 million; India, 6 million; total, 84 million quarters. The requirements are: United Kingdom, 26 million; Germany, Belgium and Holland, 15 million; Italy, 5 million; Switzerland, Greece and Scandinavia, 4½ million; France, 1½ million; Spain and Portugal, 1 million; other countries, 8 million, total, 61 million.

Another estimate gives the world's wheat crop as 3,501,000,000 bushels, against 3,336,000,000 bushels last year. This navigator of the wheat market says:

"Not since the year 1900, when the wheat imports of the world were 439,000,000 bushels, were the requirements of deficit countries so low as they are this year, by virtue of excellent crops. Fourteen importing countries have an increase in yield of 88,000,000 bushels this year, compared with their aggregate production in 1904 and 1905. Their deficit will be correspondingly less, making a total to be supplied by the exporting countries of 469,000,000 bushels compared with 557,000,000 bushels in 1904 and 1905.

"This decrease in the demands of importing countries is accompanied by an increase in the supply of exporting countries which have an estimated increase of wheat crops of 218,000,000 bushels above those of 1905, or an available surplus of 765,000,000 bushels. In other words, there are 88,000,000 bushels less to be supplied and there is more by 218,000,000 bushels to supply the deficit than in 1905."

Oat products have advanced sharply. It was anticipated and one big mill is booked ahead two months.

## MONTREAL MARKETS.

GRAIN—Oats are firmer this week, the price having been put up another

cent. Other lines are unchanged since last report.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats	0 40
No. 3 white oats	0 39
No. 4 white oats	0 38
No. 3 yellow corn	0 53
No. 2 peas, basis 78 per cent. points	0 75

FLOUR—With wheat advanced and everything pointing that way, it looks as though there was about to be an advance in flour. Millers say that they expect to put up the price at any moment, ten cents possibly, but at any rate five. Good trade is said to be passing locally, while export inquiry is very good.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	4 40	
Glenora	3 90	
Manitoba spring wheat patents	4 40	
strong bakers	3 90	
Buckwheat flour	2 00	2 10
Five Roses	4 40	

ROLLED OATS — Since last week there has been no change of note in the rolled oats market. Demand is good, but supplies are not any too large, and it is hard to obtain any stocks held owing to the scarcity of cars for transportation.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated	2 40	2 50
Rolled oats, 90-lb. bags	2 20	
80-lb. bags	1 95	
bls.	4 65	
Choice boiling neas	1 70	1 10

FEED—The feed famine continues, and with the demand large as it is the condition of the market is strained. One dealer remarked that so far as quotations went it were just as well to quote \$30, since no supplies were obtainable at any price. This may be putting it too strongly, but it illustrates the situation.

Ontario bran	18 50	19 50
Ontario shorts	21 00	22 00
Manitoba shorts	23 00	
bran	18 00	19 00
Mouillie, milled	24 00	
straight grained	25 00	28 00
Feed flour	1 25	1 30

HAY—Prices are a little higher this week, but dealers say that it is easier to buy in the country than it has been for some little time. Figures asked are too high for much export trade to be transacted, and will have to come down considerably before affairs are bettered.

In the Old Country the markets hold steady. Although high they are not advancing. Latest quotations from Liverpool are 72s. to 73s. c.i.f.

No. 1	11 00	11 50
"	19 00	10 75
Clover mixed	9 00	
Clover, pure	6 00	6 25

## TORONTO MARKETS.

GRAIN—There has been a steady advance this week. There is some export of western wheat but business is not very brisk.

(F.o.b. Georgian Bay points)		
No. 1 hard	0 80½	
Manitoba wheat, Northern No. 1	0 78½	
" " " " No. 2	0 77½	
" " " " No. 3, nominal	0 73½	
Red, new " per bushel, 78 per cent. points	0 71	0 72
White new " " " " " " " "	0 71	0 72
Mixed, new " " " " " " " "	0 71	
Spring, nominal " " " " " " " "		
Goose,	0 65	
Barley, No. 1, " " " " " " " "		
" " " " " " " " " " " "	0 48	0 50
" " " " " " " " " " " "	0 47½	
" " " " " " " " " " " "	0 45½	

Oats, mixed	0 34	0 35
" " " " " " " " " " " "	0 33	0 34

FLOUR—Prices are steady and the demand is very good.

Pure winter wheat per bbl in sacks	4 00	4 25
85 per cent. patents	3 70	3 80
Straight roller	3 65	3 70
Blended	3 80	3 90

CEREALS — Rolled oats have advanced 50 cents and oatmeal 40 cents, and demand has been very active.

Rolled wheat in boxes, 100 lbs.	nominal	2 25
" " " " " " " " " " " "		1 25
Rolled oats, carlots, per bbl, in bags	"	4 25
" " " " " " " " " " " "	"	4 50
" " " " " " " " " " " "	"	4 75
Oatmeal, standard and granulated, carlots, on track, per bbl	"	4 80

Beerbohm's estimate of the world's wheat crop returns for 1906 are 3,501,000,000 bushels, as compared with 3,366,000,000 bushels for 1905.

## GREAT BRITAIN'S FLOUR.

Mill Capacity Now Sufficient for Home Demand.

There's an interesting milling situation in Great Britain just now, is the view of D. A. Campbell, of the Campbell Milling Co., Toronto Junction. Mr. Campbell is a son of Archie Campbell, M.P., and returned Sunday from a two months' trip to Europe. After seeing something of Italy, France, Germany, and other parts of the continent, Mr. Campbell got to Great Britain and looked over the largest mills in England and Scotland.

In conversation with a representative of The Canadian Grocer who caught him very busy at the big mill, where millwrights are now at work installing a lot of new and thoroughly up-to-date plant to bring the capacity up to a thousand barrels a day, Mr. Campbell said in part:

"During the last five years milling in Great Britain has been very profitable. Capital has been attracted to it and within a year the mill capacity has been increased 3,000,000 barrels. The result is that the present mill capacity is more than equal to supplying the entire domestic consumption of flour and the big millers are now looking pretty blue. Competition has so increased that some of them are running at a loss rather than allow the plant to lie idle.

"The importing flour brokers also are feeling the stress of the situation. They fear that mill competition at home will so reduce the price of flour as to put a stop to importation altogether.

"Are the British mills up-to-date? They have some very fine mills there, but I don't think they are as up-to-date as we in America. They didn't seem to me to dress and grade their flour as well as we do. They put so much capital into buildings and plant that they can't afford to keep up with improvements. Their buildings are very substantial and their plant is proportionately heavy. I saw a mill in Glasgow that had been steadily in operation without a change for fifty years. Even the engine was the one first installed.

"The British millers draw their wheat from every exporting country. I was in a mill in London that was grinding wheat from fifteen different countries.

TR

same as pressed

TR stitute f with bu

TR house k land or ookery

TR before s Wheat shredde sent free



THI

is a tast in t reta T

PU

It Ma pro mil Bes

Wes



0 34 0 35  
0 33 0 34

steady and the de-

sacks ..... 4 00 4 25  
..... 3 70 3 80  
..... 3 65 3 70  
..... 3 80 3 90

led oats have ad-  
oatmeal 40 cents,  
n very active.

nominal 2 25  
..... 1 25  
bags..... 4 25  
..... d. " 4 50  
wood..... 4 75  
gs..... 4 50  
ated, carlots, on  
..... 4 80

ate of the world's  
for 1906 are 3,501,  
compared with 3,  
or 1905.

**IN'S FLOUR.**

Sufficient for  
demand.

sting milling situa-  
n just now, is the  
bell, of the Camp-  
onto Junction. Mr.  
f Archie Campbell,  
Sunday from a two  
ope. After seeing  
France, Germany,  
he continent, Mr.  
t Britain and look-  
mills in England

h a representative  
er who caught him  
g mill, where mill-  
work installing a  
roughly up-to-date  
capacity up to a  
ay, Mr. Campbell

ve years milling in  
en very profitable.  
tracted to it and  
mill capacity has  
,000 barrels. The  
esent mill capacity  
o supplying the en-  
ption of flour and  
ow looking pretty  
s so increased that  
running at a loss  
plant, to lie idle.

r brokers also are  
he situation. They  
ition at home will  
flour as to put a  
altogether.

mills up-to-date?  
y fine mills there,  
y are as up-to-date  
hey didn't seem to  
de their flour as  
put so much capi-  
l plant that they  
up with improve-  
s are very substan-  
is proportionately  
in Glasgow that  
operation without  
rs. Even the en-  
installed.

s draw their wheat  
country. I was in  
that was grinding  
different countries.

## TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit—except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a "breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish cookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.



**"It's All in the Shreds"**

## THE BAKER'S DELIGHT

is a Patent Flour that makes tempting, tasty wholesome Bread, with no trouble in the baking, and with good profits in retailing.

This is the standard maintained in

## PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers' and Household Use.

**Western Canada Flour Mills Co., LIMITED**



Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6060.

Phone in your Orders at our expense

## For Your Convenience, Mr. Grocer

We put up our flour in 24½-lb. and 49-lb. sacks—just the sizes for sale over the grocery counter.

Our brands are

**"Premier Hungarian"**  
**"White Rose"**  
**"Royal Patent"**

Ground in a modern mill from the best hard wheat grown in the vicinity of Manitoba's "Wheat City."

WHY NOT GIVE US A TRIAL ORDER?

**THE ALEXANDER MILLING CO.**  
**BRANDON, MAN.**

## CANADA FLAKES

THE NEW 10-CENT PACKAGE  
**"ENGLISH"**  
IS MEETING WITH SPECIAL FAVOR

A POPULAR PRICE.

THE LARGEST PACKAGE. (Larger than any competing 15c. pkg. on the market.)

THE BEST MADE FOOD  
CAREFULLY SELECTED WHEAT  
LARGE FLAKES  
TOASTED CRISPY  
MAPLE FLAVOR  
A GOOD SELLER

**\$2.85 PER CASE**  
Freight paid on 5-Case Lots

**PETERBOROUGH CEREAL CO., Limited**  
**PETERBOROUGH**

**WANTED**  
 Choice boiling Peas in two-bushel bags; also, good malting Barley. Send samples with prices delivered Montreal.  
 H. J. STEVENS,  
 126 Board of Trade, Montreal.  
 Mill Feed always wanted.

The GRAY, YOUNG & SPARLING CO., Limited  
**SALT MANUFACTURERS**  
 Granted the highest awards in competition with other makes.  
**WINGHAM ESTABLISHED 1871**

**NAP. G. KIROUAC & CO., QUEBEC**  
 Receivers and Shippers  
**FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH**  
 Willing to act as Agents for Canned Goods Manufacturers or Grocers Supplies.

Flour names to memorize:  
**McLeod's Special, Hercules, Classic, Anchor, Diadem, Juliet**  
 All first-class brands.  
**THE McLEOD MILLING CO., LIMITED**  
 Stratford, Ontario

**They Sell** Order our Pot and Pearl Barley and Feed and get the best trade.  
**JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.**

**A. A. McFALL**  
**Miller and Grain Merchant**  
 Bolton, Ontario, Canada,  
 Write for Samples and Prices

**QUANCE BROS**  
 MILLERS OF CHOICE  
**WINTER WHEAT and MANITOBA FLOUR**  
**BUCKWHEAT and RYE FLOUR**  
 WRITE FOR QUOTATIONS. **DELHI, ONT.**

**CORONET ROLLED OATS**  
 Free from Hulls  
 Bulk only  
**THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.**

**J. A. McLANDRESS,** West Lorne, Ont.  
**WM. McLANDRESS,** Dutton, Ont.  
 Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

**BETTER FLOUR**  
 means a better trade for the grocer.  
**Anchor Brand**  
 Flours are the better kind. A trial order will convince you.  
 Mixed cars if you want them.  
**LEITCH BROS.**  
 OAK LAKE, MANITOBA

But they are learning all the time that Canadian is the finest wheat in the world. That is what I heard more than once from the big millers over there."

The Campbell Milling Co. have just made a shipment of 500 barrels of flour to Egypt in 198 lb. sacks. This is the first export of flour from Canada to the land of the Pharaohs.

**QUAKER OATS BREAKS ALL RECORDS.**

The manufacturers of Quaker Oats report that during the six months ending June 30 they made and sold more Quaker Oats than ever before in any similar period. This is remarkable when it is known that the first half of the year is not considered nearly so good for oat products as the last half.

There is probably no brand of rolled oats in the world so extensively advertised as Quaker Oats, and the fact that the sales have shown great increases from year to year is conclusive proof that it is a sure repeater. Judging from reliable information from the leading jobbing centres, based on the rapidly increasing demand, the sales of this popular cereal during the last half of the year will be 30 to 50 per cent. greater than they were during the first six months.

It is now a question as to whether the Quaker Oats Company will be able to fill all orders promptly during the coming months. Notwithstanding the increased milling facilities the unusual demand is likely to require all that the mills can possibly produce. The manufacturers state that there will be many times during the next few months when they will be oversold, and in fairness to the trade have decided to fill orders in rotation—it will be a case of first come, first served.

It is desired by the manufacturers that this condition should be fully appreciated by the dealer in order that he may protect himself and his customers against disappointments in not receiving the goods when he needs them most.

**W. H. WILSON CO., Limited**  
 HIGH GRADE VINEGARS  
 CIDER AND EVAPORATED APPLES  
**TILLSONBURG, CANADA**

**LIFE CHIPS**  
 are scientifically made on "the Battle Creek Idea" from the choicest White Winter Wheat and the best quality of Malt.  
 They retail at ten cents a package.  
 A good seller.  
 Send you orders to  
**The Battle Creek Health Food Company, Limited**  
 Canadian Factory and Office, LONDON, ONT.

Woodenware of all kinds

No. Mix Spo



all the time that  
st wheat in the  
heard more than  
rs over there."  
g Co. have just  
9 barrels of flour  
cks. This is the  
m Canada to the

**REAKS ALL**

Quaker Oats re-  
x months ending  
and sold more  
before in any  
remarkable when  
first half of the  
nearly so good  
last half.

brand of rolled  
xtensively adver-  
and the fact that  
great increases  
conclusive proof  
peater. Judging  
on from the lead-  
sed on the rapid-  
the sales of this  
the last half of  
to 50 per cent.  
during the first

as to whether  
any will be able  
tly during the  
withstanding the  
ties the unusual  
quire all that the  
luce. The manu-  
re will be many  
few months when  
and in fairness to  
to fill orders in  
ase of first come,

manufacturers that  
e fully appreciat-  
der that he may  
his customers  
in not receiving  
s them most.

CO., Limited  
NEGARS  
ATED APPLES  
CANADA

**IIPS**  
ade on "the  
" from the  
nter Wheat  
y of Malt.  
ten cents a  
to  
Food Company,  
e, LONDON, ONT.



**"LION"  
BRAND**

**PUTZ TRIPLE EXTRACT  
Metal Polish  
LIQUID AND PASTE**

For polishing all kinds of metals "Lion" Brand  
Putz Triple Extract Metal Polish has no equal. Put  
in liquid and paste form. Has a ready sale

Exceptional terms to retail grocers. Send us a  
postal.

**SOMETHING THAT WILL GIVE  
YOU LARGE PROFITS**

**English Embrocation Co.  
MONTREAL, QUE**



**If you have  
Money to Burn**

Why! Go burn it. There  
is 10 times more satisfac-  
tion in burning  
money than in losing it  
in driblets, through  
carelessness of clerks-  
or disputed accounts.  
Who that has "pass-  
book" customers has  
not had accounts dis-  
puted and partially re-  
pudiated? The best  
way to avoid all com-  
plications and misun-  
derstanding is as  
follows.

**IF A MAN WANTS CREDIT**

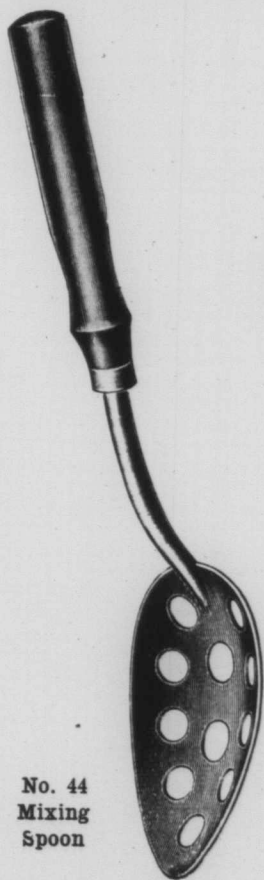
for \$10, give him a \$10 Allison Coupon Book, charge  
him with \$10, and there you are. No trouble at all.  
If he buys a plug of tobacco for ten cents, just tear  
off a ten-cent coupon—that's all. And so on for all  
his purchases up to limit of the book. **NO PASS  
BOOK. NO WRITING. NO TIME LOST.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

For Sale in Canada by

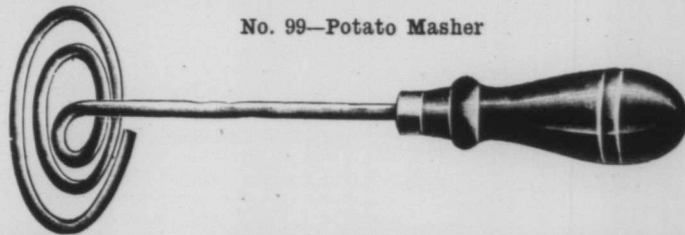
**THE EBY, BLAIN CO., Limited, TORONTO.  
C. O. BEAUCHEMIN & FILS, MONTREAL.  
WM. T. SLOANE, WINNIPEG, MAN.**

**ALLISON COUPON CO.,**  
Manufacturers  
Indianapolis, Indiana.

Persons addressing advertisers will  
kindly mention having seen their adver-  
tisement in The Canadian Grocer.



No. 44  
Mixing  
Spoon



No. 99—Potato Masher

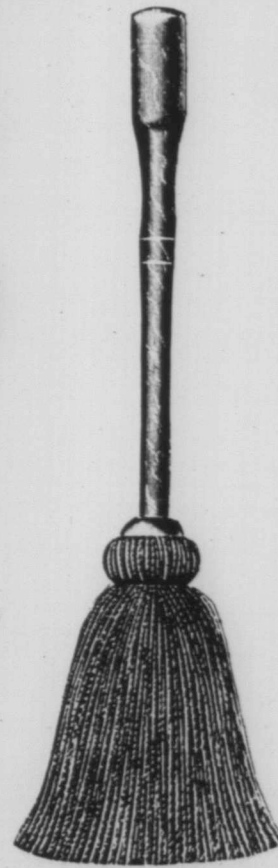
**STILL IN THE LEAD  
WE'RE HEADQUARTERS  
for these red-hot sizzling  
QUICK SELLERS**

If you want to be in the swim with the other fellows  
you'd better skiddoo to your jobber for a big supply.

MADE BY

**THE CUMMING MFG. CO., LIMITED  
RENFREW, ONT.**

Winnipeg: 608 Ashdown Bldg.



No. 50—Dish Mop

Woodenware of all kinds

"Best" Mops  
Can Openers

**CRANBERRIES**

(CAPE CODS)

**SWEET POTATOES**

(JERSEYS)

**JAMAICA ORANGES**

(NEW STOCK)

**VERDELLI LEMONS**

(LAST CAR)

These are all new arrivals and Fresh Stock.

**Valencia Onions  
Canadian Onions**

Write for our prices.



Canadian Fruits in Baskets  
**PEACHES PEARS GRAPES**

**DRIED APPLES**

BRIGHT, DRY STOCK  
WANTED

**O. E. ROBINSON & CO.**  
INGERSOLL

ESTABLISHED 1886

**BASKETS**

We make them in all shapes and sizes. We have

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

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE ...

**Oakville Basket Co.**  
Oakville, Ont.

**FRUITS, VEGETABLES AND FISH**

Peach Market on the Wane—Grapes the Imported Fruits—The Apple Feature Now and Interest Reviving in Situation —Fish Trade Quiet.

Fruit, vegetable and fish markets have not undergone this week any change not in keeping with the advance of the season. Peaches are on the wane, grapes are taking the stage. Fall apples, Alexanders, Calverts, St. Lawrence and Jenettings, continue scarce and the price remains at \$2 to \$3 a barrel, compared with last year's price of \$1.50 to \$1.75. For the next three weeks the Niagara grape crop will come upon the market in large quantities. The crop is large and prices will be moderate. Oranges will soon be a feature again. Jamaicas are beginning to arrive and Floridas will begin to move about October 1 and will arrive in Canada about October 10. The lemon market is still occupied by Verdillas, but new Messinas will be available about October 25. An important grower of California oranges was in Toronto this week and he said everything looked very favorable for a crop about the same as last year, when the output was 25,000 cars as against 28,000 cars the year before. Last year's was a good average crop. The Canadian pear crop is about over except for some later varieties. Good demand for vegetables continues. Fish are still slow but the receipts from the lakes are improving.

**MONTREAL MARKETS.**

GREEN FRUITS—Continuance of the warm weather has had the effect of keeping prices from advancing materially. Trade is about fair to good. Cranberries are quoted this week, the price asked being \$8.50 to \$9 a barrel. Bananas are in very good demand at unchanged prices. Dealers, some of them, are using their ripening rooms almost all the time. Apples are coming forward quite freely, but the recent warm weather has done a great deal of damage to stocks held. The writer was shown one barrel from a lot, and in it the apples appeared to be more rotten than good. Such apples are being sold for what they will bring.

Late Valencia oranges, per box	6 00
Dates, per lb.	0 05
Bananas, fine stalk	1 25
" Jumbos	1 75
Cocoanuts, per bag of 100	3 60
Pineapples	5 00
Apples, bbl.	2 00
New apples, baskets	0 20
Crab apples, per basket	0 35
New lemons	6 50
Limes, per hundred	1 50
Peaches, per box	1 25
Plums	2 25
Pears per box	2 25
Cantaloupes, per crate	5 00
Jamaica oranges, per bbl.	5 00
Western melons	1 25
Spanish Onions, crates	2 50
" 56 lb cases	0 75
Blueberries, 22 quart boxes	2 25
Cranberries, Cape Cod, per bbl	8 50
Jamaica grape fruit, box	6 50
Canadian plums, per basket	1 00
" pears	0 40
" peaches	0 50
" grapes, per basket	0 20
Almeira grapes, per bbl.	4 50

VEGETABLES—There has been little change in the vegetable market since last report. Business continues very good, while prices have been altered more or less, according to market conditions. Tomatoes are arriving more freely and the prices asked by dealers are considerably lower. For boxes 25c. to 40c. is obtainable. New sage and savory is now on the market, selling at 60c. a dozen bunches. Turnips and carrots in bags are offering in good quantities. Some carloads of potatoes have been sold recently, although such lots are not coming in freely yet. The price asked this week varies, being anywhere between 90c. and \$1. Lettuce is becoming scarce and the price is climbing.

Parsley, per doz. bunches	0 20
Sage, per doz.	0 80
Savory, per doz.	0 80
Green peppers, per basket	0 50
Montreal cabbage, per doz.	0 50
" tomatoes, basket	0 25
" per box	0 25
Turnips, per doz.	0 15
" bag	0 90
Water cress, per doz.	0 75
Lettuce, per doz.	0 40
Boston lettuce, per doz.	0 75
Spinach, per bbl.	2 00
Cucumbers, per doz.	0 10
Celery, per doz.	0 25
Potatoes, per bag	0 90
Jersey sweet potatoes basket	2 10
" barrel	4 50
Georgia sweet potatoes, bbl	3 00
Beets 3 doz.	0 25
Carrots, per 3 doz.	0 25
" bag	0 10
Wax beans, per bag	0 50
Green beans, per bag	0 50
Corn, per doz.	0 07

FISH—Fresh fish are probably of more interest in the fish market than any other line at present. The close season for brook trout begins Monday, so that after this week this line will be out of the market. During the week arrivals of brook trout were rather heavy and good trade was done. Whitefish, dore and pike are still very scarce, few lots coming forward. There is considerable activity in lake trout, supplies of which are sufficient to take care of orders received. Prices are firm on cod and haddock, which are also in good supply. Mackerel at ten cents is now being offered, while grass pike is again obtainable at 8c. In smoked fish, haddies and kippered herring are arriving in good quantities. Dealers expect to receive bloaters next week. New green cod in barrels is beginning to arrive.

Fresh haddock, express, per lb	0 04 1/2
Fresh steak cod	0 06
" halibut	0 09
Lake trout	0 08 1/2
Brook trout	0 12
Sea trout	0 20
Grass pike	0 08
Dore, per lb.	0 10
Mackerel, large	0 10
Small sturgeon	0 08
Fresh frozen fish—	
B.C. salmon, per lb.	0 09
Gaspé (chilled) salmon	0 16
Dore, per lb.	0 09
Smoked fish—	
New kippered herring, per box	1 25
New haddies, in 15-lb boxes, per lb	0 07 1/2
Smoked herring, in small boxes, per box	0 12
Oysters and Lobsters—	
Standards, per imp. gal	1 50
Oyster pails, pints, per 100	0 90
" quarts	1 25
Prepared fish—	
Boneless cod, "Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb.	0 05 1/2
" fish, 25-lb. boxes, per lb	0 04 1/2
Skinless cod, large, per case	5 50
Scotch cured herring, 25 lb. kits.	1 00
Salt and pickled fish—	
Labrador herring, per bbl.	6 00
" per half bbl.	3 25
" per pail.	0 80
" salmon—	
" in bbls.	13 00
" in 1/2 bbls	7 00

Mackerel, per pail...  
No. 1 green cod, in b...  
Small.

**TORONTO**

GREEN FRUITS—  
peach crop pr...  
for grapes. T...  
Lemons conti...  
are in and th...  
for Valencias...  
be lower next...  
is unchanged.  
a good avera...  
promised. A...  
this fruit. T...  
north country...  
and will be...  
Cranberries...  
good and pri...  
Idaho plums...  
have arrived...  
crop in Cana...  
be in deman...

Oranges, late Valer	Jamaicas
" "	" "
Lemons, Messina, 3	
Limes, per crate...	
Apples, Duchess ar	
" Fall, per	
" Spies XX	
" "	
" Baldwin,	
" other Win	
" farmers' J	
Bananas, per bun	
Red bananas per	
Plums, per baske	
Peaches, per bask	
Pears, per basket	
Cantaloupes, per	
" Rock	
Grapes, small bas	
" large bas	
Crabbs, per baske	
Cranberries, per t	

VEGETA...  
ware potato...  
carload and...  
They are no...  
as they wi...  
intended fi...  
They are v...  
atoes are...  
Onions are...  
by the bar...  
of shortage...  
heavy.

New potatoes, O	
Sweet potatoes,	
" "	
Onions, Spanish	
silver	
" Canadi	
Cabbage, new C	
Wax and green	
Beets, new, per	
Carrots, Canadi	
Lettuce, per doz	
Radish, per doz	
Cucumbers larg	
ge	
Mushrooms, 1-lb	
Beans, white, p	
" "	
" Lima, per	
Tomatoes, Can	
Watercress, per	
Egg plant, per l	
Peppers, per bs	
Parsley, per doz	
Turnips, per b	
Mint, per doz.	
Cauliflower, per	
Celery, per doz	
Squash, per do	
Vegetable mar	
Green corn, per	
Leeks, per doz	
Pumpkins per do	
Citrons, per d	
Spinach, per b	

FISH—  
are incre...  
weather.  
yet, howe

Fresh halibut	
Haddock, fres	
Fresh cod, per	
Fresh lobsters	
Shrimps per g	
Whitefish, per	

**FISH**

est Reviving in Quiet.

re has been little market since last week. Prices are very good, but have altered more or less in market conditions. More fish are being sold more freely and prices are considerably higher. The price of salmon is 25c. to 40c. and is expected to rise. The price of haddock is 60c. and is expected to rise. The price of cod is 50c. and is expected to rise. The price of mackerel is 1.00 and is expected to rise. The price of whitefish is 1.00 and is expected to rise. The price of trout is 1.00 and is expected to rise. The price of bass is 1.00 and is expected to rise. The price of flounder is 1.00 and is expected to rise. The price of sole is 1.00 and is expected to rise. The price of herring is 1.00 and is expected to rise. The price of sardines is 1.00 and is expected to rise. The price of anchovies is 1.00 and is expected to rise. The price of capelin is 1.00 and is expected to rise. The price of mussels is 1.00 and is expected to rise. The price of clams is 1.00 and is expected to rise. The price of scallops is 1.00 and is expected to rise. The price of oysters is 1.00 and is expected to rise. The price of lobster is 1.00 and is expected to rise. The price of shrimp is 1.00 and is expected to rise. The price of crab is 1.00 and is expected to rise. The price of fish balls is 1.00 and is expected to rise. The price of fish bones is 1.00 and is expected to rise. The price of fish heads is 1.00 and is expected to rise. The price of fish tails is 1.00 and is expected to rise. The price of fish scales is 1.00 and is expected to rise. The price of fish skin is 1.00 and is expected to rise. The price of fish bones is 1.00 and is expected to rise. The price of fish heads is 1.00 and is expected to rise. The price of fish tails is 1.00 and is expected to rise. The price of fish scales is 1.00 and is expected to rise. The price of fish skin is 1.00 and is expected to rise.

Mackerel, per pair.....	1 75
No. 1 green cod, in bbls, per 200.....	6 50
Small.....	5 00

**TORONTO MARKETS.**

**GREEN FRUIT**—This week sees the peach crop pretty well harvested. Now for grapes. The crop is a good average. Lemons continue high. Jamaica oranges are in and there is 25c. off the top price for Valencias. Jamaicas will probably be lower next week. The apple situation is unchanged. Fall apples are scarce but a good average crop of Winter apples is promised. A good business is passing in this fruit. The outlook is good, as the north country and the great west are and will be drawing large supplies. Cranberries are arriving. The crop is good and prices are moderate. A car of Idaho plums, known as Idaho prunes, have arrived and on account of the short crop in Canada it is expected they will be in demand for preserving.

Oranges, late Valencias, 96's, 112's, 288's.....	4 00	6 00
" Jamaicas, per barrel.....	6 50	7 00
" box.....	3 50	
Lemons, Messina, 300's 360's, per box.....	7 00	8 50
Limes, per crate.....	1 50	
Apples, Duchess and Astrachan, per basket.....	0 25	0 35
" Fall, per bbl.....	2 00	2 50
" Spies XXX, per bbl.....		
" XX, per bbl.....		
" Baldwins, XXX, per bbl.....		
" XX, per bbl.....		
" other Winter varieties, XXX, per bbl.....		
" XX, per bbl.....		
" farmers', per bbl.....		
Bananas, per bunch.....	1 25	2 35
Red bananas per bunch.....	2 20	2 50
Plums, per basket.....	0 75	1 00
Peaches, per basket.....	0 35	1 25
Pears, per basket.....	0 40	0 75
Cantaloupes, per case.....	1 00	
" Rockyfords, per basket.....	0 55	0 60
Grapes, small baskets.....	0 22	0 25
" large baskets.....	0 40	0 50
Crabbs, per basket.....	0 30	0 40
Cranberries, per barrel.....	8 50	9 00
" crate.....	3 00	3 25

**VEGETABLES**—New Brunswick Delaware potatoes are now arriving by the carload and are selling at 85c. to 95c. They are not, of course, as well ripened as they will be a little later, and are intended for immediate consumption. They are very fine stock. Sweet potatoes are plentiful and are cheaper. Onions are lower and cabbage is going by the barrel. There are no complaints of shortage in any line and demand is heavy.

New potatoes, Ontario, per bag.....	0 85	0 95
Sweet potatoes, per barrel.....	3 25	3 50
" per basket.....	0 60	
Onions, Spanish, per large case.....	2 75	
" silver skins, pickling, per basket.....	0 75	1 00
" Canadian, per bag.....	0 75	1 15
Cabbage, new Canadian, per bbl.....	1 00	
Wax and green beans, per basket.....	0 40	0 50
Beets, new, per bushel.....	0 30	0 40
Carrots, Canadian, per bushel.....	0 40	0 50
Lettuce, per doz. bunches.....	0 20	0 25
Radish, per doz.....	0 50	0 25
Cucumbers large, per basket.....	0 15	0 25
" gerkins, per basket.....	0 50	1 00
Mushrooms, 1-lb. boxes, per lb.....	0 75	
Beans, white, prime, bush.....	1 75	
" hand-picked, bush.....	1 90	
" Lima, per lb.....	0 07	
Tomatoes, Canadian, per basket.....	0 25	0 31
Watercress, per doz. bunches.....	0 25	
Egg plant, per basket.....	0 25	
Peppers, per basket.....	0 30	0 50
Parsley, per doz.....	0 20	0 25
Turnips, per bushel.....	0 40	
Mint, per doz.....	0 15	0 20
Cauliflower, per doz.....	1 00	1 50
Celery.....	0 40	0 50
Squash, per doz.....	1 00	1 25
Vegetable marrow, per doz.....	0 35	0 50
Green corn, per doz.....	0 10	0 12
Leeks, per doz.....	0 10	0 25
Pumpkins per doz.....	0 75	1 00
Citrons, per doz.....	1 25	
Spinach, per bushel.....	0 50	

**FISH**—Supplies from the upper lakes are increasing because of the cooler weather. The Fall trade has not set in yet, however. Quotations are unchanged.

Fresh halibut.....	0 10	0 13
Haddock, fresh caught, per lb.....	0 08	0 08
Fresh cod, per lb.....	0 07	0 08
Fresh lobsters, boiled, per lb.....	0 18	0 20
Shrimps per gal.....	1 00	1 25
Whitefish, per lb.....	0 10	

**OYSTERS AND FINNAN HADDIE**

Long Island Native Oysters are in a class by themselves. Used by all first-class restaurants and best retailers. Large, clean and solid.

Syda & Cousins' Haddie. Scotch cured. Known for years as the best on the market. Sought after by competitors.

We control the above two lines—if you want the best try them. Just as cheap as poorer quality.

**WHITE & CO., LIMITED**  
TORONTO

Branch at HAMILTON

**IT'S FEARFUL--IT'S TEARFUL**

The tales they tell the unwary about their lemons. That "just as good" story don't go, though, with the "grocer" that's handled and knows 'St. Nicholas,' 'Home-Guard,' 'Puck' and 'Kicking.'

**W. B. STRINGER & CO., Sole Agents - Toronto**

**LABRADOR HERRINGS**

We have the first choice car in half barrels, No. 1 stock, \$3.25 per half barrel.

Write us for quotations on other lines.

**THE F. T. JAMES COMPANY, Limited**

Wire, Phone, or Mail your Orders

TORONTO

76 Colborne St  
33 Church St.

**COMMUNICATE WITH US** IF YOU WANT TO BUY OR SELL **APPLES**

YOUR SHIPMENTS OF **LIVE POULTRY** SOLICITED.

**THE DAWSON COMMISSION CO., Limited, TORONTO**

Cor. West Market and Colborne Sts.

SEASONABLE GOODS

FANCY

CAPE COD CRANBERRIES  
JERSEY SWEET POTATOES  
CALIFORNIA VALENCIA ORANGES  
(The only good Orange now)  
NEW LEMONS

Also—All kinds of DOMESTIC FRUITS

Our prices always right  
**HUGH WALKER & SON GUELPH ONT.**

**DRIED FRUIT,** I HANDLE SPECIALLY FINE LINES OF

**CURRENTS,** Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—  
Halifax, N.S., E. D. Adams  
St. John, N.B., J. Funder White  
Montreal, —D. Rattray & Sons

Toronto, P. L. Mason & Co.  
Winnipeg, Jas. Carmon  
Victoria, H.C. H. Donkin  
Vancouver, C. E. Jarvis & Co.

**TH. J. PSIMENOS.**

4 Cullum St., E.C., LONDON, ENG.

Salmon trout, per lb.	0 08	0 09
Ciscoes, per basket	1 25	
Perch, per lb.	0 05	0 06
Herring, large, per lb.	0 08	
" medium, per lb.	0 04	
Brook trout, per lb.	0 25	0 06
Pike, per lb.	0 08	0 06
Blue fish, per lb.	0 10	
Fresh mackerel	0 20	0 25
Eastern salmon, per lb.	0 20	
Finnan haddie, per lb.	0 08	
Oysters, per gal	1 75	
Labrador herring, per half bbl.	3 25	

Cranberries, Cape Cod, bbl.	10 00
Cantalopes, per case	3 00
Ontario Basket Fruit.	
Grapes, blue and green, per basket	0 35
Pears, per basket	0 65
Tomatoes "	0 50
Manitoba celery, per doz.	6 40
Sweet potatoes (Bell Brand) per bbl.	7 00
Virginia, per bbl.	6 00

**THE SALMON PACK.**

**Particulars of the Pack in Different Districts.**

There was not one of the salmon districts on the Pacific Coast in which the salmon pack did not this year fall below the record of 1905. Reports to hand from districts, in which are situated the canning factories, show that this year's pack on the whole Pacific Coast is about a million and a half cases below that of 1905, which was the by-year.

In British Columbia the pack was fairly satisfactory. At Rivers Inlet, in that district, full packs were put up. On the Fraser River there was just about one run of sockeyes, while on the Skeena River the run was equally inclined to be disappointing. Packers expected that in the Puget Sound district the pack would be a good average off-year pack, but in this they were disappointed, only about 175,000 cases being obtained. A good average pack was obtained in the Columbia River, however, and the feeling in that and the Alaska district, where the pack was also fair, is that the can-

ning factories came out as well as could be expected, even though the fish secured did not come up to expectations in quantity.

There is expressed, on many sides, a fear that the sockeye salmon will become extinct if there is not enacted a law or laws to ensure the preservation of the Columbia River and Puget Sound fisheries.

Following will be found the estimate, in cases, of the 1906 pack of salmon on the entire Pacific Coast:

Soockeyes—Puget Sound	175,452
Soockeyes—Fraser River	185,500
Soockeyes—North British Col.	255,000
Red Alaska—Alaska	1,700,000
Cinooks—Columbia River	257,500
<b>Total</b>	<b>2,572,452</b>

**CAPE COD CRANBERRY CROP.**

This year the cranberry crop, Cape Cod, is reckoned to be in the neighborhood of 235,000 barrels. There are some who place the figure at 250,000 barrels, but this is thought to be over-estimating it.

An organization known as the American Cranberry Company handled the entire crop of cranberries last year, but this season the competition will be very keen, since one of the interests which was in the combine last year has broken loose and is shipping its own fruit. This concern has been offering higher prices than those who stayed in the combine, and it is said that they have, to date, shipped more cranberries than any two other shippers. As a result of the fight between the independent company and those who stuck together, there is going on a regular war of campaign literature which is having the effect of keeping the price low.

In Montreal cranberries are offering this week at \$8.50 to \$9 a barrel.

**NOTES.**

Titterington Bros., wholesale fruit merchants, at St. Catharines, Ont., have been burnt out.

Word has been received from the B. C. Packers' Association that their pack of salmon for the year exceeds the 150,000 cases formerly expected.

The Ontario Sugar Co. has commenced to harvest in its thirteen-acre plot near the factory and in another ten days the growers of this district will begin pulling. The beets tested show a percentage of sugar about equal to that of last year, though the prolonged drought has not been as conducive to sugar building as would have been warm days with cool nights and occasional rains.

**MANITOBA MARKETS.**

GREEN FRUITS—The first Tokay grapes are now on the market. We quote:

California tokay grapes, per case	3 00
Peaches (freestone), Elbertas, per case	1 15
Washington plums (Italian Blue)	1 25
" pears, per case	2 75
Ontario fall apples, per bbl.	3 50
California late Valencias, 126s, per case	5 50
" " 150s "	6 00
" " 176s to 250s "	6 25
" lemons, 300s and 250s "	10 00

Ten cents off 5 case lots.

**GOLDEN DIAMOND CANNED 1906 BLUEBERRIES**

We are now booking orders at opening prices. Please ask us for prices.

**W. S. LOGGIE CO., Ltd.**  
CHATHAM, N.B.

**J.V DE YBARRONDO & CO**  
Successors to James Violett & Co  
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS	WALNUTS IN SHELL & SHELLED
R <sup>o</sup> ROSE CHOICE	GREEN PEAS OLIVE OIL
SUPERIOR EXTRA	MUSHROOMS SARDINES &
EXCELSIOR	
EXCELSIOR FLOR	

**BORDEAUX FRANCE**

Shippers Also of

**All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.**



**PURE IN NAME AND DEED**

Canadians have never had reason to doubt the claim of E. D. Smith that

**"E. D. S." BRAND JAMS**

are the purest obtainable. Mr. Smith has not asked you to accept his word as final but he has asked you (and does so now), to go to the final authority on such matters—the Government Analyst.

Get BULLETIN 119 (June '06) from the Inland Revenue Department, Ottawa, and read the results of a recent Jam analysis.

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

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

**DRIED APPLES**

HIGHEST PRICES PAID FOR BRIGHT QUARTERS

**THE W. A. GIBB CO.**

7 and 9 Market Street, HAMILTON

t as well as could  
ugh the fish se-  
p to expectations

on many sides, a  
salmon will be-  
is not enacted a  
the preservation  
and Puget Sound

und the estimate,  
ack of salmon on  
t:

d .....	175,452
r .....	185,500
sh Col.	255,000
.....	1,700,000
er ....	257,500
.....	2,572,452

**BERRY CROP.**

erry crop, Cape  
in the neighbor-  
There are some  
t 250,000 barrels,  
be over-estimat-

wn as the Ameri-  
y handled the en-  
s last year, but  
ition will be very  
e interests which  
t year has broken  
s own fruit. This  
ing higher prices  
l in the combine,  
ey have, to date,  
ies than any two  
result of the fight  
ent company and  
er, there is going  
mpaign literature  
ect of keeping the

ries are offering  
9 a barrel.

wholesale fruit  
arines, Ont., have

d. from the B. C.  
at their pack of  
ceeds the 150,000

. has commenced  
en-acre plot near  
her ten days the  
t will begin pull-  
how a percentage  
to that of last  
ged drought has  
o sugar building  
warm days with  
nal rains.

**APPLES**

ES PAID  
UARTERS

**GIBB CO.**

ot Street,  
ON

**ORDER EARLY—PACKING NOW**

**“DUFF’S”**

**LABRADOR HERRING**

*ABSOLUTELY THE FINEST LABRADOR’S EVER SENT TO CANADIAN MARKET  
PACKED IN SPECIAL BARRELS WITH  
GALVANIZED HOOPS*

Sold in bbls., ½-bbls. and 20-lb. Pails. Sold by leading Wholesale Grocers and Fish Dealers.


PUT UP ONLY BY

**THE ATLANTIC FISH COMPANIES, Limited**

Head Office: **LUNENBURG, N.S., Can.**

*Labrador Herring Station, Bay of Islands, Nfld.*

Selling Agents—**A. H. Brittain & Co., Montreal.** **H. S. Connor, Winnipeg, Man,**



**FINNAN HADDIES**


THE FAMOUS  
**“BRUNSWICK  
BRAND”**

is now on the market. Strictly new pack.  
Every tin guaranteed. The large sales  
prove they are all right.

Send in your orders while we are packing.

**Connors Bros., Limited**  
Black’s Harbour, N. B.

**Successful Advertising**



DO YOU spend two dollars a year on publicity? Do you advertise? Do you use show-cards, hand-bills, circulars or any other method of making your business known? If you do, this book will save its cost on the next two-dollar lot of printing you get done. **Successful Advertising** is the biggest, best and most successful book on advertising ever written. It costs \$2.00 and there's \$2.00 worth of advertising information in every one of its 400 pages.

**THAT'S \$800 WORTH**

Any Advertiser who has not Read this Book is  
Wasting Money.  
Money back if you're not Satisfied.

Successful Advertising and the Busy  
Man's Magazine for a Year only **\$2.00**

**THE MACLEAN PUBLISHING CO.**  
MONTREAL TORONTO WINNIPEG Limited

## FREIGHTS AND CHARTERS

Shipping Business Continues Good and Without Special Features—Flour Moving in Larger Quantities—New Boat on the Cuba-Mexico Line.

There has been practically no change in the shipping situation since last report. Business has continued, in general lines, just about normal. There is no special activity noticeable.

Butter has not been moving out any too well recently, owing to market conditions, which have not yet changed for the better. While there is some demand from the other side, there is not much, since the figures ruling here are above an export basis. At the present moment there does not seem to be any improvement in sight.

High prices in cheese continue, and consequently the amount being exported is not as large as it would be otherwise. Still, some very good shipments have been made, even at the prices asked.

Apples continue to come forward, some very fair shipments having been made during the past couple of weeks. Other fruits are falling off in shipment, since their season does not last long.

Provisions are not moving out very fast, although some of the outgoing boats have contained packages of lard and meats. More or less through goods are carried by boats leaving the port.

Flour is livening up for Fall trade. Considerable quantities have been sent out lately. Hay shipments have been fair to medium.

Grain is not yet moving out freely, but everything points to a bumper season, once grain begins to arrive.

The Elder-Dempster people have placed their new boat, the Sokoto, on the Cuba-Mexico line to replace the Angola. The boat left on her first trip September 20, carrying a general cargo. The evening before she left port a number of prominent business men, principally those interested in the shipping trade, were entertained on the new boat by the company.

The Dominion, of the Dominion line, sailed for Liverpool September 22, carrying a general cargo.

Rates this week show no change.

### PEARS IN NORTH ENGLAND.

J. B. Jackson, Canadian commercial agent at Leeds and Hull, writes:

The full confidence in the packing and quality of Canadian apples shown by local importers should be of material advantage in assisting Canadian fruit-growers to cultivate a valuable export trade in pears, and numerous inquiries are being made in this direction by Leeds and Hull fruit merchants.

After having carefully gone into details as to the methods of packing adopted by foreign shippers, I find the best system in vogue is that used by French growers in the export of "French William pears," the main points of which are as follows:

(a) Forty-eight pears are packed in one box.

(b) These are put up in two layers with about two inches of wood shavings between the top and bottom layer.

(c) A sheet of doubled notepaper is placed at the top and bottom of each layer of fruit, prior to nailing down the box.

(d) An average size of this box is 15 inches long by 10 inches wide, and the thickness of the wood is about  $\frac{3}{8}$  inch.

(e) These forty-eight pears average about 12 pounds, in the box, and the price asked by the English wholesaler on the day of writing is from 3s. to 3s. 9d. (70c. to 90c.) per box.

The prospects for this trade are extremely bright, but to create a ready demand, Canadian growers should carefully note that the two most important points on the English market are the appearance of the fruit and also the weight. The fruit should be as uniform as possible and well colored.

Yorkshire fruit merchants declare that providing Canadian pears come up to the same standard that Canadian apples do, they could obtain higher prices than those at present asked for French and other foreign varieties. It is also suggested that in the interests of each individual packer, and in the interests of developing this branch of Canada's fruit trade, each box should be stencilled "Canadian Pears" in letters of not less than two inches in length.

I shall, on request, be pleased to refer any Canadian growers to Leeds and Hull firms who are making inquiries for this fruit at the present time.

## INCREASING BANANA FIELDS.

United Fruit Co's Agreement With Dutch Guiana.

The United Fruit Co., of Boston, who control the banana business in America, are now extending the production of the fruit to Dutch Guiana. They have contracted with the Government of the colony for the purchase and transportation of the bananas and the planters have bound themselves to start planting on 2,470 acres and to increase within three years to 7,110 acres. For a minimum of 20,000 bunches a boat will make fortnightly calls. The needed labor is to be imported from India.

The prices to be paid for bananas in American currency are fixed as follows: (a) For a bunch of nine hands, 35 cents during March, April, May, June, November and December, and 20 cents during the other months. (b) For bunches of eight hands, 23 cents during March, April, May, June, November and December, and 13 cents during other months. After the first two years, for a bunch of nine hands, 35 cents in March, April, May and June; 30 cents in November and December, and 20 cents in other months; bunch of eight hands, 23 cents in March, April, May and June; 20 cents in November and December, and 13 cents in other months; bunch of seven hands, 17 cents in March, April, May, June, November and December. In other months they are not bought at all. Thirty-six hours after arrival of steamers will be given to planters to cut and transport the bananas.

Attempts are now being made to turn the sardine, which is caught in such numbers along the coast of Japan that the surplus catch is used for manure, to some profitable use. Canning establishments have been started at various places notably Chiba and Noyago, with a view to ascertaining whether the Japanese product cannot in far eastern and American markets at least compete with the Mediterranean product. The chief drawback at present is that the olive tree is not cultivated by the Japanese and at the same time the custom levies a duty on imported oil. This could easily be overcome by the Government allowing a rebate to canning establishments. There is said not to be much to choose in the matter of taste and quality between the Japan and European product.

The Grocer at  
—Sugg

I have always  
mail ads would  
of advertising f  
Why, in the v  
Nearly every  
local paper.

A grocer who  
paper would b  
rarity, if he w

So the grocer  
newspaper sim  
does just what  
town does

For that very  
much of a noise.

Everybody exp  
in town in the l

It's nothing r  
It's a regular

If the grocer  
attention to hir  
thing different f

He might app  
his nightie.

That would ce  
tention.

But it might  
traction of the

He might put  
and go round to  
talk with every

That would al  
tion.

If he could d  
long enough, he  
patronage in six  
viding his peopl  
him a bore and

There is a  
about the same  
tating his rur  
neglecting his  
arousing the re

That way is  
tising.

Direct-by-mail  
sists of a serie  
lets, folders, po  
able pieces of a

But if the gro  
risk the expens  
like this, let hi  
form letters.

Such letters  
thousand, prin  
heads.

They are pr  
and each person  
at the top, so t  
told from a  
written letter.

The filling in  
cost \$2.50 per

I will cite tw  
such letters, w  
some idea of th

One lunch roo  
used these lett  
creased his bu  
month of May t  
ing month of M

I sent out on  
furniture trimm  
and it secured  
letters, some of  
more than \$300

These are exc  
But I can say

## HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of Fresh Frozen Smoked Salt Fish Etc.

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD- Cured Smoked Salmon and Kippered Mackerel Cannot be Equalled

Correspondence Solicited.

HALIFAX, Nova Scotia

## EFFECTIVE ADVERTISING

The Grocer and His Local Paper—Directly Mail Advertising—Its Possibilities  
—Suggestions for an Advertising Letter—The Value of Clarity.

I have always thought that a series of mail ads would prove a profitable means of advertising for the grocer.

Why, in the world, shouldn't it?

Nearly every grocer advertises in his local paper.

A grocer who failed to use his local paper would be considered a kind of rarity, if he were considered at all.

So the grocer who puts his ad in his newspaper simply "follows suit" and does just what every other grocer in his town does.

For that very reason he fails to make much of a noise.

Everybody expects to see every grocer in town in the local paper.

It's nothing remarkable.

It's a regular thing.

If the grocer wants to attract special attention to himself, he must do something different from his competitors.

He might appear in his store, wearing his nightie.

That would certainly attract extra attention.

But it might be apt to prove an attraction of the wrong sort.

He might put on his Sunday clothes and go round town and have a personal talk with every family in his town.

That would also attract special attention.

If he could do it often enough and long enough, he might get a whole lot of patronage in six months or a year, providing his people didn't get to consider him a bore and resent his calls.

There is a way to accomplish just about the same thing, without necessitating his running his legs off and neglecting his business, and without arousing the resentment of anybody.

That way is by direct-by-mail-advertising.

Direct-by-mail-advertising usually consists of a series of form letters, booklets, folders, post cards, and other mailable pieces of advertising.

But if the grocer feels that he cannot risk the expense of a complete series, like this, let him put his whole faith in form letters.

Such letters would cost about \$3 per thousand, printed on his own letter heads.

They are printed in imitation type, and each person's name can be filled in, at the top, so that the letter cannot be told from a genuine, personal type-written letter.

The filling in of these names would cost \$2.50 per thousand extra.

I will cite two cases where I sent out such letters, which will serve to give some idea of the results to be expected:

One lunch room proprietor, in Detroit, used these letters for a year, and increased his business from \$30 in the month of May to \$300 in the corresponding month of May, the year after.

I sent out only 100 such letters for a furniture trimmings house, in Detroit, and it secured 60 orders from the 100 letters, some of the orders amounting to more than \$300 each.

These are exceptional cases, I admit. But I can say that I do not know of a

case where these letters have been used properly, that didn't prove profitable.

The grocer could use them because they are something absolutely new in the grocery line.

They will gather in trade of themselves.

They will popularize the grocer's name and store.

They will attract attention to his regular newspaper advertising.

They will take the place of hand bills.

They can be used to announce timely bargains.

They are in the nature of personal so-

### Farmers

You should now be thinking about bulk grocery orders.

Fall rains will make the roads heavy and driving difficult.

To facilitate you getting in a substantial supply of every-day requisites we will quote the following prices for Saturday, October 6:

1 bbl. Gran. Sugar	---
1 bag Flour	---
1 chest Tea	---
1 bag Salt	---
25 lbs Rice	---

The quality of all our goods is the kind that gives doubt no room to exist. Pure eatables can be got and we get them.

Entrust us with your trade.

### WHITE BROS.

Centre St. Sydney, C.B.

Specimen ad. for Farmers' Trade.

licitation and appeal to folks more forcibly than any other kind of advertising the grocer could indulge in.

Why not try some of this kind of advertising?

A service consisting of 1,000 letters, sent one a month, for, say, three months would cost about \$25.

It's the surest kind of a gamble I can conceive of.

The fact is, I don't see how a grocer can afford to neglect this result-bringing, name-making, attention-compelling sort of advertising.

Isn't it worth a trial, even if you are skeptical?—Selected.

### WHAT THE FORM LETTER IS.

In the above extract the writer lays stress on the efficacy of the form letter for retail advertising.

As some grocers may not be familiar with the actual make-up of such a letter and its chief function a few particulars can be stated here.

In character the letters should be a sort of business serial.

That is, each month you should state certain facts either about new arrivals of goods or special sales, but at the same time a certain amount of news should be held back for next time.

The housewife then comes to regard the letter as a monthly guide — perhaps looks for its arrival.

A test can be made along this line by discontinuing the issue of the letters for, say, two months.

If customers ask you what happened the monthly letters, that form of advertising made some impression.

Should you think of starting the "letter" campaign, select one of your clerks to do duty and have him submit the stuff monthly.

A. A. B.

### THE BID FOR FARMERS' BULK TRADE.

Grocers who are so situated that they can do an extensive trade with farmers should now be alive to Fall opportunities.

The farmers may have been buying in drib-drabs lately, but they will about this time be giving consideration to the bulk purchase question.

While farmers are cogitating an appropriate grocery ad in the weekly paper makes an extra strong appeal.

It coincides exactly with what is in the farmers' minds, and while this fact may not be an absolute guarantee of business, it is the next thing to it.

To draw the trade your way you can quote drawing prices.

This doesn't mean cutting. You can afford to sell cheaper by the original package than when you break bulk. You should know what the difference is as nearly as possible. Always remember that to be doing good business you must sell at a profit over and above the cost of doing business.

### CLARITY.

The prime feature of good advertising is "clarity." "Clarity" is the cutting of a proposition in such a way that a reader has a full and complete comprehension of it in the shortest possible space of time and with the littlest effort.

As an example, let me lay out a scheme for advertising a new form of wafer, which, of course, would most properly take place in a grocery or a confectionery store. In the open floor, in the most conspicuous part of the store, place a small show case just large enough to hold a fasty dish, two wafer cartons and a placard. Work a good color effect in painting and decorating the case so as to attract instant attention and hold interest long enough to bring home to the mind of the interested one the message to be conveyed. On the plate put the contents of one box of wafers, lay the empty carton on one side and the full one on the other, and

## Southwell's Jams and Marmalades

are selling better than ever.

Why don't you share in the prosperity?

Why don't you please your particular customers?

Place a trial order for

## Southwell's Jams and Marmalades

and know how good these goods are.

**FRANK MAGOR & CO.**

Canadian Agents, MONTREAL

We beg to advise the Grocers of the  
Dominion that we are making  
the finest

## Milk Chocolate

produced in the world, and are using  
pure Canadian Milk.

## Cowan's Cocoa (Maple Leaf Label)

Absolutely Pure.

**THE COWAN CO., Limited**  
TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

The thought of buying

## Chocolate

brings to mind

## MOTT'S

The premier manufacturers in Canada of  
fine eating and cooking chocolate.

The brands "DIAMOND" and "ELITE" are leaders  
and sellers throughout the land — buy  
them.

Every Jobber

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

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



LAMONT, CORLISS & CO., Sole Importers  
27 COMMON ST., MONTREAL



## Shirriff's Extracts

Are the kind any grocer  
can sell with pride.  
Hadn't you better take  
a pride in your sales?

MANUFACTURED BY  
**IMPERIAL EXTRACT CO.**  
TORONTO

back of the pl  
somewhat like  
THE SWEET  
This  
Da  
the popul  
They come do  
ages. Manu  
cream  
Buy

There every  
ception of wh  
costs, how it  
concerning wh

WIT

Death of A. ( )  
at the C

During the  
portance app  
far as trade  
amount of bu  
both wholesal

Another ra  
took place on  
up the prices  
through the p  
ket, potatoes  
90c. to 95c. b  
ers can buy  
the same pri  
demand. Da  
prints, 25 1-2  
has been a l  
pickling this  
of gherkins a  
had compare  
people took  
their own go  
profitable lin  
ness is appre

At the F  
peaches and  
with a fair  
has been ext  
little higher.  
No. 2, 50c. to  
to 50c. in 6  
and Niagaras  
gages are m  
and cannot l  
\$1. Apples  
\$3 for No. 1  
Lemons are  
stock is on t  
to \$8 a box.

Still anothe  
took place  
Bond street,  
the 19th in  
death among  
month. Mr.  
lar and wel  
freres in bu  
a partner in  
noek, millers  
the grocery  
ago and ha  
in that time  
by the Gro  
he was a val



back of the plate display a card reading somewhat like this:

**THE SWEETEST OF SWEETMEATS**  
This is 5c. worth of  
Dainty Delicacies  
the popular new lunch wafer.  
They come done up in air-tight packages. Manufactured from the purest cream, flour and eggs.  
Buy a Sample Box!

There every observer has a clear conception of what he is buying, what it costs, how it looks and the quantity—concerning which particulars every buyer

seeks to satisfy himself. And if a person would buy under any circumstances he would under these.

Wafers are chosen here only to set forth how "clarity" may be recognized. That quality of advertising, however, may be magnified in innumerable ways by keeping in mind that a prospective buyer wants to know quantity, price, appearance, etc., of an article to be purchased. It may be applied to any business and any article. And when an advertiser has mastered this feature—"clarity"—he is very nearly a master advertiser.—Brains.

## WITH THE TRADE IN OTTAWA

Death of A. G. Warnock, Valued Member of the Grocers' Association—Washday at the Capital—Grocers' Association Arranging for Instructive Lectures.

Ottawa, Sept. 25, 1906.

During the past week nothing of importance appears to have developed as far as trade is concerned. A fair amount of business has been done with both wholesalers and retailers.

Another raise in the price of cheese took place on the local board following up the prices paid on some other boards through the province. On the city market, potatoes are a little higher in price, 90c. to 95c. being about as low as dealers can buy now. Butter keeps about the same price with supply equal to the demand. Dairy, 21c. to 22c.; creamery prints, 25 1-2c.; solids, 24 1-2c. There has been a large sale of vinegar for pickling this season. A plentiful supply of gherkins and small onions were to be had compared with other years. Many people took advantage of it to put up their own goods. As vinegar is a very profitable line to the grocer, this business is appreciated.

At the Fruit Exchange receipts of peaches and grapes have been steady, with a fair supply daily. The demand has been extra good and prices are a little higher. No. 1 peaches, 70c. to 80c.; No. 2, 50c. to 65c. in 11 quarts, and 45c. to 50c. in 6 quarts. Grapes, Concord and Niagaras, 22c. to 25c. Plums and gages are much higher than last week and cannot be bought less than 90c. to \$1. Apples are about the same, \$2.75 to \$3 for No. 1, and \$1.75 to \$2 for No. 2. Lemons are very high in price; new stock is on the market now and sells \$7 to \$8 a box.

Still another loss to the grocery trade took place when A. G. Warnock, of Bond street, died Wednesday morning, the 19th inst. This makes the third death amongst grocers during the last month. Mr. Warnock was very popular and well acquainted with his confreres in business. For years he was a partner in the firm of Martin & Warnock, millers, of this city. He entered the grocery business a little over a year ago and had established a nice trade in that time. He will be greatly missed by the Grocers' Association, of which he was a valued member.

The vegetable growers of this district have formed themselves into an association and at a recent meeting a committee was appointed to wait on the Grocers' Association seeking their assistance for better regulations in the management of our city market. They also have arranged for an address on the most profitable methods of handling their products by an expert from the Department of Agriculture of Ontario.

It has been decided by the Board of Health that in future all milk tests shall be made public as soon as completed.

Messrs. J. H. Grigg, the Surprise Soap man, J. H. Tuthill, of the Eclipse Soap Co., and F. H. Coekburn, Comfort Soap, were in the city at one time last week. Someone said it was washday.

The Seannell Bros. & Croser Co., Limited, grocers, of Sussex street, have gone into liquidation since meeting with considerable loss by fire recently, as this firm was the leading price cutters of the city they have not received as much sympathy as they might otherwise have had from the trade in general.

The Grocers' Association meet this week when a number of important matters will come up. The executive are arranging for a series of instruction lectures and entertainment for the coming Winter meetings.

John Everett, of Christie, Brown & Co., made his regular call last week.

A small girl recently entered a grocer's shop in the suburbs of Whitechapel and said to the shopman in a shrill, piping voice, "Please, sir, I wants 'arf a pound of butter and a penn'orth of cheese, and muvver ses she will send a shilling in when farver comes home."

"All right," replied the man.  
"But," continued the child, "muvver wants the change, 'cos she 'as got to put a penny in the gas meter."—Weekly Telegraph.

## Points to Consider

1. What the biscuits are made of.
2. How they are made.
3. How they are "packed."
4. To what extent do they preserve their crispness.

Did you consider these points before you bought your present stock?

We just wish you would start on



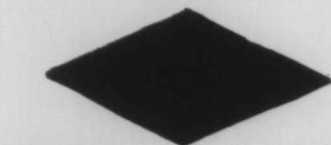
One grocer tells us that for three months he tried to find a customer who was dissatisfied with Perfection Cream Sodas, but

**Results**  
**Were**  
**Nil**

**Try Yourself**

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

**DIAMOND**  
Brand



**MAPLE SYRUP**

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

**Sugars Limited, Montreal**

# THE SAP OF THE MAPLE TREE

*Boiled Down—18 to 20 gallons into one makes our*

# PRIDE OF CANADA

# MAPLE SYRUP

Packed in the country where it is made during the maple producing season in March and April while fresh, thereby retaining that **New Delicious Taste** so peculiar to **New Maple Syrup**. Put up only in sealed tins and **New Glass Bottles**. Be sure the seals are in **Perfect Condition**.

**GUARANTEE**:—As a protection to all who buy we require a signed guarantee from every farmer who supplies us with maple syrup and sugar that it is only made from the sap of the maple tree, and we give the same guarantee to those we sell. In addition to all this we analyse every lot we buy and sell, still further guarding the purity.

Our **Pride of Canada Maple Syrup** is the choicest selections from what we buy. Pure Maple Syrup can be light, lighter grade that is made by pro- and by gathering the sap often and the fanciest quality.

The **Pride of Canada Maple** and fanciest quality that can be pro- whole truth and nothing but the



medium or dark in color, but it is the ducers who use modern evaporators boiling it down every day they make

Syrup will always be the choicest duced. Read the Label—it tells the truth.

A Trial Order will

make us friends

**DOUBLE YOUR TRADE BY SELLING ONLY THE PURE ARTICLE**

*Imitations are Dear at Any Price*

SEALED AND GUARANTEED BY THE

## Maple Tree Producers' Association

**WATERLOO, QUEBEC, CANADA** LIMITED

WHOLESALE AGENTS IN WESTERN CANADA

**FOLEY, LOCK & LARSON**, Winnipeg, Man.    **A. MACDONALD CO.**, Edmonton, Alta.  
**CODVILLE, SMITH CO.**, Calgary, Alta.    **W. H. MALKIN CO.**, Vancouver, B.C.

**WESTERN CANADA TRADE—Send Orders to above.**

WITH

Merchants  
cuit

The whole in a state o week when t city went o increased pa of the Shedo teamsters w cartage con year ago ha they consul the C.P.R., Marquette 1 go on strik asked \$45 a and extra hours was g the demands on strike. sale houses they were p ience while ately in les requests we went on.

The biscu labor, both ing Co. and tising for g busy season cuit makers ble getting work.

Coote & at the corn streets had made thing the store. Perrin & C and jumped dow of the show case. the store l being hurt. seven by t other thing finally calm of the door

The retai ion as to t for their b to some ex who do a catch trans ed richly, i tended by ever before

London n good the p and dairy supplied, b portional tel firm prices

A George E have broke

Cr  
MOLAUCH

## WITH THE TRADE IN LONDON, ONT.

Merchants Inconvenienced by the Teamsters Strike and Glad it is Over—Biscuit Makers Short of Help—Value of the Exhibition to the Retailer

London, Sept. 18, 1906.

The wholesale grocers of London were in a state of anxiety for a few days last week when the railway teamsters of this city went on strike. The agitation for increased pay began with the employes of the Shedden Co., there being about 25 teamsters working for the Grand Trunk cartage company, whose demands of a year ago had been ignored. Last week they consulted with the teamsters of the C.P.R., Michigan Central and Pere Marquette railways and the decision to go on strike was unanimous. The men asked \$45 a month for a ten-hour day and extra pay for overtime. Just 24 hours was given the railways and when the demands were not met the men went on strike. Though many of the wholesale houses sympathized with the men they were put to considerable inconvenience while the strike lasted. Fortunately in less than two days the men's requests were granted and the teaming went on.

The biscuit factories here are short of labor, both the McCormick Manufacturing Co. and D. S. Perrin & Co. advertising for girls to pack biscuits. The busy season has commenced and the biscuit makers are having their usual trouble getting sufficient hands to handle the work.

Coote & McMillan's new grocery store at the corner of Richmond and Maple streets had an experience last week that made things interesting for those inside the store. A horse attached to D. S. Perrin & Co.'s delivery wagon ran away and jumped through the plate glass window of the grocery store and over a show case. Two women who were in the store had a narrow escape from being hurt. Besides breaking a glass seven by ten feet the horse damaged other things in its mad career. It was finally calmed down and led out by way of the door.

The retail grocers are divided in opinion as to the value of the Western Fair for their business. Most of them benefit to some extent, but there are only a few who do a large hotel trade and who catch transient fruit trade. These reaped richly for the Western Fair was attended by a larger crowd this year than ever before.

London market has been exceptionally good the past week. Fruit, vegetables, and dairy produce have all been well supplied, but the demand has been proportionately large and the result is that firm prices are being obtained.

### A NEW TEA FIRM.

George E. Leger and A. H. Casavant have broken into the wholesale tea and

coffee business under the name of the Canada Direct Tea Trading Company, with offices at 11 St. Sacramento street, Montreal. Both gentlemen were formerly with Kearney Bros., St. Peter street, Mr. Leger having been with them between thirteen and fourteen years. Mr. Casavant will represent the new firm on the road, while Mr. Leger will look after the local trade.

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



### An Auto? No!

Peanut and Popcorn Seller.  
Catalog show'em \$8.50 to  
\$850.00. On easy terms.

**KINGERY MFG. CO.**  
106 E. Pearl St., Cincinnati

**45 HIGHEST AWARDS  
In Europe and America**

## Walter Baker & Co., Ltd.

The Oldest and  
Largest Manufacturers of



Registered  
U. S. Pat. Off.

**PURE, HIGH GRADE  
COCOAS**

AND

**CHOCOLATES**

No Chemicals are used in their  
manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

**Walter Baker & Co., Ltd.**

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

Cultivate your Biscuit trade by ordering

**McLAUCHLAN'S**

**Cream Soda Biscuits**

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



Why do you buy imported

**Orange  
Marmalade  
or Jams**

when you can buy

**UPTON'S**

just as good, if not better,  
than most of the imported.  
**UPTON** is the old reliable  
and the oldest established  
Marmalade maker in Canada.



Sixty  
Years of  
Popularity

**COX'S  
GELATINE**

may now be had  
in a new form as

**COX'S  
INSTANT POWDERED  
GELATINE**

It dissolves instantly in hot water.  
No trouble. Recipes in every box.

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

## I Know What Other Grocers Think of My Methods: Let Me Have Your Opinion

When I do business with grocers (and that is quite often) my methods always come in for praise. I have become known as a sort of "cigar staunch man."

The chaps behind the grocery counter look to me for advice on their cigar troubles, and when they follow my advice they have no more troubles.

Because I knew there were a number of grocers who never sold cigars and therefore could not be appealed to by an ordinary proposition I instituted my remarkable "500" offer.

**Pebble and Pharaoh Cigars are  
Included in the 500 Assortment**

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

CANADA



## Be Your Own Traveller

FOR ONE DAY

and when you come back let the clerk give a report on

# T. & B.

sales.

It will be a source of surprise to you that your store is the source of so many orders.

But the clerk will have the figures and they don't lie.

N.B.—Take some T. & B. with you for personal use.

**THE GEO. E. TUCKETT & SON CO., LIMITED**

HAMILTON, CANADA

REVOLUT  
IN

Returned Tobac  
diti

"You have n  
of F. & J. Gra  
Montreal, "of  
Cuba. In all n  
of tobacco I ne  
affairs. There  
the way busine  
interested in t  
you that I did  
year in twenty-  
some idea of t  
it takes a buye  
least, to make  
however, the m  
dition when l  
able to make  
short time. Th  
to go by at p  
In former year  
the price was  
that level. Th  
just a case of  
or leave the g  
bacco is away  
per cent. high  
crop, as you  
per cent. this  
the tobacco of  
up to the usua  
ers had to tak  
thing. You wi  
new tobacco  
used.

"If this re  
pretty soon,"  
year we will h  
the way of a  
gust is seeding  
end of the pre  
October is the  
will easily un  
tions such as  
be nobody to  
and consequen  
neglected. All  
ed in the rev  
not with the  
ernment, so t  
you will see t  
in the settle  
going on in th

A WINNI

W. H. Stone  
Aft

W. H. Stor  
the large  
metropolis. F  
ed his trade i  
thorough way  
came to Cana  
knew where  
without a  
straight for  
built up a big  
mer, feeling  
ly, decided to  
thing of East

Though stil  
can afford to  
son, and in hi  
ness, he ha  
shoulder the  
sence. His tr  
Montreal, ar  
prolonged vi  
Toronto and

**REVOLUTION IN TOBACCO INDUSTRY.**

**Returned Tobacco Buyer Tells of Conditions in Cuba.**

"You have no idea," said D. Granda, of F. & J. Granda, cigar manufacturers, Montreal, "of the present situation in Cuba. In all my experience as a buyer of tobacco I never saw such a state of affairs. There seems to be no sense in the way business is being done. I was interested in tobacco, and when I tell you that I did all my buying for next year in twenty-four hours, you will have some idea of the situation. Ordinarily it takes a buyer a week or ten days, at least, to make his purchases. This year, however, the market was in such a condition when I was there that I was able to make my purchases in a very short time. There is absolutely no price to go by at present in buying tobacco. In former years we had a standard, and the price was either above or below that level. This year, however, it is just a case of pay what is asked of you or leave the goods. Everything in tobacco is away up. Some lines are 150 per cent. higher than last year. The crop, as you may know, was only 40 per cent. this season, and I found that the tobacco obtainable was not at all up to the usual good quality. But buyers had to take what was offered or nothing. You will see the result when the new tobacco arrives and begins to be used.

"If this revolution is not settled pretty soon," said Mr. Granda, "next year we will have practically nothing in the way of a Cuban tobacco crop. August is seeding time and from about the end of the present month to the end of October is the replanting season. You will easily understand that with conditions such as they now are there will be nobody to attend to this business, and consequently the tobacco will be neglected. All the natives are interested in the revolution. Those who are not with the rebels are with the Government, so there you are. From this you will see that our only salvation lies in the settlement of the troubles now going on in this little island of Cuba."

**A WINNIPEG GROCER EAST.**

**W. H. Stone Seeing Ontario and Quebec After Twenty Years.**

W. H. Stone, of Winnipeg, is one of the large grocers of the western metropolis. He is an Englishman, learned his trade in England by the good old thorough way of apprenticeship, and came to Canada about 25 years ago. He knew where he wanted to get to and without a stop off anywhere made straight for Winnipeg. There he has built up a big business, and this Summer, feeling a little below par physically, decided to take a rest and see something of Eastern Canada.

Though still a young man Mr. Stone can afford to relax his energy for a season, and in his nephew, now in the business, he has a very capable man to shoulder the management during his absence. His trip took him as far east as Montreal, and he made more or less prolonged visits in Ottawa, Belleville, Toronto and other centres. Mrs. Stone

is with him and their traveling when possible was by water. When seen in Toronto last week, where he is visiting friends, Mr. Stone had quite recovered his wonted exuberant health.

The stranger would not guess Mr. Stone's place of residence. In his manner there is nothing of the bursting energy of the west, nor in his talk. He is a quiet man, diffident even, yet decisive, evidently self-reliant and with a strong reserve of energy and progressive force. Now, just a few hints as to business methods. His staff consists of ten or twelve clerks, men. He employs no boys. He tried them more than once. One man has special care of the windows, another of the cleanliness of the store and arrangement of the stock. One man has charge of the call order trade. In a growing city like Winnipeg there is a good deal of moving about and the call order system is one of the ways of retaining trade. This man often carries with him samples of new goods.

Mr. Stone takes stock every February. He thinks that better than the first of the year. It gives the staff a chance to get the stock into order after the disarrangement consequent upon the holiday rush. It gives the bookkeeper time to get in quite a number of accounts.

Mr. Stone was greatly pleased with Eastern Canada, but the west for him; he was glad of his approaching return to Winnipeg.

**MOVED TO LARGER QUARTERS.**

J. M. Brayley & Co., formerly occupying premises on Bonsecours street, are now located at 13, 15, 17 and 19 St. Therese street, Montreal. The old quarters were only occupied temporarily, larger space than there available being required to take care of the company's increasing business.

E. Briggs, general merchant at Gainsboro, Sask., is succeeded by Haines & Gleiser.

**SWEET CAPORAL**



**CIGARETTES**

**STANDARD OF THE WORLD**

Sold by all leading Wholesale Houses.

**CLAY PIPES**

Those made by **McDOUGALL** are peerless. Insist upon having them.

**D. McDOUGALL & CO., Glasgow, Scot.**

**IT PAYS TO INVESTIGATE**

It pays to buy Pipes, Tobaccos and Smokers' Sundries from

**JOS. COTE**

Importer of Pipes, Havana Cigars, Wholesale Tobacconist

186-188 St. Paul St. **QUEBEC**

Don't forget that this firm is the leader for Leaf Tobacco in Canada.

**All First-Class Grocers**

Handle

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**

# Business Management

By HOWARD R. WELLINGTON.

The Seventh in a Series of Articles on a Subject of Interest to Every Retailer.

## PURCHASE INVOICES.

If it is desired to keep account of goods purchased for different departments of a store, for instance a general store, a book (B) may be kept extending the amount of purchase for each department into a column for this purpose, the total of which is posted in one amount at the end of the month to the debit of merchandise account, and the party from whom the goods were purchased is credited (see Fig. A). When the

It is convenient to pay by draft, or if the retailer prefers to pay by cheque or money order, the statements may be arranged according to "due dates" and settlements made accordingly.

Having now covered the ground fairly well so far as recording the daily transactions of the merchant, it is proposed to devote the next three articles to closing the books, introducing the results of the business for a period, together with the trading account, profit and loss ac-

*B Credits*

Date	From	Name of Creditor	Entry	Dept A	Dept B	Dept C	Dept D
15/1/06	2/30	J S L	16	50 00		25 00	
		Dr Merchandise Ac		50 00		25 00	

FIG. A.

Dr		Merchandise Ac		Cr	
1906	Jan 1	By Bal	2650 00	1906	June 30
		Dr Hand		June 30	Sales to date
	June 30	Purchases to date	15000 00		
		Gross Profit to Trading Ac	4850 00		Dr Hand
1906	June 30	Inventory	4500 00		
					22500 00

FIG. B.

Dr		Expenses Ac		Cr	
1906	Jan 1	Dr Hand	115 00	1906	Jan 1
		Prepaid		Jan 1	Dr Crpd
	June 30	Expenses to date	2550 00	June 30	Dr Hand
		Dr Crpd	30 00		Paid
1906	June 30	Dr Hand Paid (Post Date)	140 00		
					Bal of Expenses to Trading Ac
					2695 00
					Dr Crpd
					20 00

FIG. C.

account is paid a notation to this effect is made in the column for the purpose, the voucher is attached to the invoices and filed for future reference.

To insure the saving of all cash discounts, if the retailer is in a position to take advantage of discounts allowed for short terms, the creditors should be notified to make drafts when the account becomes due. In this way the dealer is free from any anxiety in this regard.

count, and statement of the condition of the business at the present time.

### Results of the Business.

We will suppose that during the period merchandise has been bought to the amount of \$15,000 and goods have been sold to the amount of \$18,000, and that the value of the stock on hand at present, taken at cost price, is

\$4,500. The result is shown in Fig. B.

Rule.—In the business, transactions; debit the sales account with the stock on hand.

The difference between the debit and the credit on the business account is the profit.

We will now close the books, and transfer the balance of the debit account to the credit account.

During the period, the balance of the debit account has been added to the credit account.

No additional entries are required, as the balance of the debit account is already in the credit account.

The result is shown in Fig. B.

1906	Jan
	Feb.
	Feb.
	Mar.
	Apr.
	May
	June
	June
	June

is at present \$20; also the amount due, but not paid.

The expense account is brought to credit, which represents the amount brought down.

Referring to the chapter on stock, it is seen that the next period are credited with the next period's paid items.

as a credit account, the amount brought down is the amount brought down.

Bills are brought down to the next period.

lows:—

\$4,500. The merchandise account will then appear as in Fig. B.

Rule.—Add to the stock on hand when commencing business, the purchases for the period less any allowances; deduct the total thus obtained from the total of the sales for the period, less any allowances, plus the stock on hand at the end of the time.

The difference thus obtained will be the gross profit on the business done outside of any expenses. (The trading account will be shown later.)

We will suppose that the cash on hand, when closing the books, amounts to \$50.50, which would be the amount of the debit of "cash" accounts in the ledger.

During the period various articles, such as hammers, harness, etc., also a wagon, to the amount of \$150, have been added to the general equipment, making the total amount at the debit of this account now \$750.

No additions have been made to the real estate so that this account stands as formerly with a debit of \$3,000.

The expense for the period has been \$2,550, and there

Note—J. Simpson, due July 20, '06..... \$50.00  
 " S. Jones, due Aug. 15, '06..... 30.00  
 " J. Jenkins, due Nov. 20, '06..... 150.00  
 " S. Brown, due Sept. 5, '06..... 28.00  
 " C. Clear, due Oct. 20, '06..... 30.00

The notes on hand not due at commencing business all being paid. The account would now appear as follows:—

As the various notes are paid amounts will be posted from the cash book to the credit of bills receivable account until eventually all notes are paid, when the account will balance. At the end of the period we find that the following customers still owe the amounts set opposite their names respectively, viz:—

J. Jones ..... \$ 30.00  
 T. Brown ..... 50.00  
 S. Best ..... 100.00  
 W. West ..... 20.00

In addition new accounts have been opened with:—

S. Thomas ..... \$ 30.00  
 T. Simpson ..... 25.00

Dr.		Bills Receivable		Cr.	
1906				1906	
Jan 1	Note - J. Brown 1/6/06 -	80 00		Mar 1	Ed. & Matt - Cash Book 60 00
Feb. 10	" - S. Jones. 2/5/06. -	100 00		Apr 1	" S. Oslav - " 40 00
Feb. 5	" - S. Matt. 1/3/06. -	60 00		May 1	" S. Jones - " 100 00
Mar. 4	" - S. Oslav. 1/4/06. -	40 00		June 1	" J. Brown - " 80 00
		280 00			280 00
Apr 5	" J. Simpson 20/7/06 -	50 00			
May 5	" S. Jones. 15/8/06. -	30 00			
June 1	" J. Jenkins 20/1/06 -	150 00			
June 6	" S. Brown. 5/9/06 -	28 00			
June 1	" C. Clear. 20/10/06 -	30 00			

is at present on hand the following: Coal, \$20; wood, \$20; also insurance paid in advance, \$100. There is also due, but not yet paid, taxes amounting to \$30.

The expense account would now appear as in Fig. C.

The amount due by us on account of expenses not yet paid is brought down as a liability, and the amount which represents stock of coal, etc., or items prepaid, is brought down as an asset.

Referring to the expense account (Figure C) last chapter it will be noticed that the items prepaid, or stock on hand which has originally been charged, are credited to account and brought down as a debit in the next year's business; similarly, the due and unpaid items are debited to the account and brought down as a credit. In the first instance the amount being credited reduced the expenditure for the year and when brought down is an asset, and in the second instance the amount being debited increases the expenditure and when brought down is a liability.

Bills Receivable account has been added to as follows:—

Also, we owe the following creditors:—

T. Thomas ..... \$100.00  
 S. Reter ..... 30.00  
 R. Ramsay ..... 15.00

In addition purchases have been made from

T. Little ..... \$100.00  
 J. Jackson ..... 27.50

The amount owing the bank under discount has been reduced from \$2,000.00 to \$1,800.00.

Bills payable account shows that all notes outstanding have been provided for when due and only one acceptance has been given which is not yet due, viz:—T. B. Scott, \$200.00, due Dec. 15, '06.

The bills payable account will appear in the same manner as bills receivable account in above cut with the exception that the payments will be recorded on the debit side and the note not yet due will appear as a liability on the credit side.

When this acceptance has been paid, bills payable account will be charged in the cash book and the amount posted to the debit of bills payable account in the ledger.

# SAMPLES

Woolens, cloths, and all similar lines, are sold by samples. It would improve the appearance, utility and tonnage of your travellers to have these samples put up in a loose-leaf binder.

*WRITE US NOW*

## Universal Systems, Limited

Toronto ————— and ————— Montreal

Head Office, 8-10 Adelaide St. W., Toronto

## COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

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**

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

GRINDING CAPACITY.  
Granulating 2 lbs. per minute.  
Pulverizing  $\frac{1}{2}$  lb. per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

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

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

## A MODERN GROCERY FITTED WITH "WALKER BINS"



GEO. A. VICK & SONS, ORILLIA, ONT.

Walker Bin Fixtures Make an Old Store New

They so change its appearance and display the stock so cleanly and invitingly that everything tempts the appetite. Everything in sight, too, under glass, and protected from dust, insects and tasters. There is no way to so effectively display goods as with

**"WALKER BINS"**

Booklet for the asking. It's worth the little trouble it takes to write for it.

**THE WALKER BIN & STORE FIXTURE CO., LIMITED**  
BERLIN, ONTARIO

Representatives

Manitoba:—Stuart Watson, Winnipeg. Saskatchewan and  
Alberta:—The H. W. Laird Co., Limited, Regina, Sask.

### TOL

Autom  
The "t  
tively stops  
A time  
A labor  
poises to slic  
A trade  
n plain fig  
buying.  
It is hor  
The To  
paid for with  
For Cat

### THE

### Espec

### SPEC Coun

Altern  
Sec

### The Ca TOR

### Genuine

Sold i

### THE Q

### One

S. F. Bow  
GENT  
faction. S  
before. T  
one of you  
for handli  
have boug  
We ca

Stenog

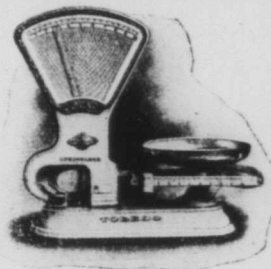
### Can

FOR INFO



## TOLEDO COMPUTING SCALES

Automatic but Springless.  
 The "Toledo" is a money saver because it positively stops the giving of overweight.  
 A time saver because it is Automatic.  
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.  
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.  
 It is honest both to the merchant and customer.  
 The Toledo system costs you nothing because it is paid for with the money you are now losing.  
 For Catalogue and information apply,



**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**

## Oakey's 'WELLINGTON' KNIFE POLISH

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

**JOHN OAKEY & SONS, Limited**  
 Manufacturers of  
 Emery, Black Lead, Emery, Glass and  
 Flint Cloths and Papers, etc.

Wellington Mills, London, England

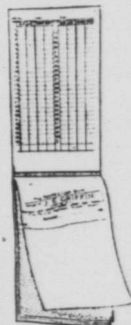
Agent:  
**JOHN FORMAN, - 644 Craig Street  
 MONTREAL.**

### Especially Made For Grocers

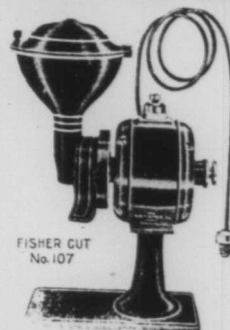
#### SPECIAL DUPLICATING Counter Check Book

Alternate white and Pink sheets.  
 Secure a sample—Free.

**The Carter-Crume Company, LIMITED**  
 TORONTO and MONTREAL



### ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with 1/4-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes 1/2 pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

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

## Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

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

### 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.

## One grocer says :

S. F. BOWSER & Co., Fort Wayne, Ind.

COLUMBIA, ILL., NOV. 13, 1905.

GENTLEMEN :—We are highly pleased with your tank, and it gives us entire satisfaction. Since we are using your tank we have less waste in oil than we have had before. The loss on oil by measuring with the gallon measure will more than pay for one of your tanks in one year. Besides this, they provide a clean and rapid manner for handling the oil. We would not be without one of these tanks to-day, and would have bought one before had we known where to get them.

We can highly recommend your tanks to anyone wishing to have a good one.

Yours respectfully,

Stenog. No. 1.

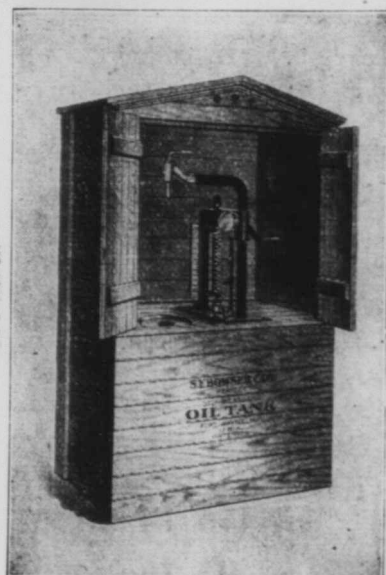
PFEFFER MERC. CO.

## Can you say as much about your tank ?

### S. F. BOWSER & CO.

Manufacturers of Kerosene and Gasolene Tanks  
**530 Front Street West, Toronto, Ont.**

FOR INFORMATION SEND FOR CATALOGUE



OUTDOOR CABINET ESPECIALLY FOR GASOLENE. CUT No. 10.

## GROCERY



IA, ONT.  
 and Store New  
 the stock so cleanly and  
 Everything in sight.  
 cts and tasters.  
 goods as with  
**BINS"**  
 little trouble it takes to

XTURE CO., LIMITED  
 IO

Saskatchewan and  
 ted, Regina, Sask.

# THE PICKLE HABIT

is a good habit, if the pickle is a good pickle. Maconochie's pickles are good pickles—none better. Pickles are not a necessity of life, but in the 20th century we live beyond the bare necessities and to be up-to-date the grocer caters more to the jaded, than the robust, appetite, must supply the "appetiser" as well as the filler.

The successful grocer is selling Maconochie's pickles not only because they are good, but also because they are profitable, show the surest profit because they never show a loss. Quality and profit should be inseparable to the grocer seeking success, and once he begins to sell Maconochie's pickles, success soon knocks at his door.

Vegetables gathered in the sunny gardens of Kent, selected for crispness and freshness; Vinegar as pure as the dew on the daisy at dawn, delicious enough to fool Bacchus himself—these combined and scrupulous care and cleanliness in preparation, all go to make Maconochie's pickles what they are—could you have better?

No matter how good a fellow he is, listen not to the plausible argument of the traveller who wants to substitute a "just as good." Business is business, just insist and you can get Maconochie's Pickles or Marmalade, Vinegar, Herrings, Sauces or any of our lines, all of which are strictly as good as can be produced, moderate priced and profitable.

## Maconochie Bros. Ltd.

### LONDON, ENGLAND

**MacLaren Imperial Cheese Co., Ltd., Head Office Toronto**

*Agents for Ontario, Quebec, N.W.T. and United States*

**SEETON & MITCHELL, HALIFAX,**  
**J. HUNTER WHITE, ST. JOHN,**  
**MARTIN & ROBERTSON, Vancouver,**

**Agents for Nova Scotia**  
**" New Brunswick**  
**" British Columbia**

**QU**  
 Quotations  
 The follow  
 responsible for t  
 Grocer, at our

**Baking**

**Cook's Friend—**  
 Size 1, in 2 and 4 doz.  
 " 10, in 4 doz. boxes.  
 " 3, in 6 " "  
 " 12, in 6 " "  
 " 3, in 4 " "  
 Pound tins, 2 doz. in c  
 12-oz. tins, " "  
 5-lb. " 1 " "

**W. H. GILL**

**Diamond—**  
 1-lb. tins, 2 doz. in case  
 1-lb. tins, 3 " "  
 1-lb. tins, 4 " "

**IMPERIAL BA**

Cases.	Sl
4 doz. ....	10
3 doz. ....	6
1 doz. ....	12
3 doz. ....	12
1 doz. ....	2
1 doz. ....	5

**OCEAN**

Ocean Baking Powder  
 " " "  
 " " "  
 Borax, 1/2 lb. per  
 Cornstarch, 40  
 Freight paid 5

**MAGI**

Case	Sl
6 doz	4
4 "	4
4 "	4
4 "	4
2 "	2
4 "	4
2 "	2
1 "	1
1 "	1
2 "	2
1 "	1
1 "	1

**ROYAL BAN**

**Sizes.**  
 Royal-Dime .....  
 " 1 lb. ....  
 " 8 oz. ....  
 " 1 lb. ....  
 " 12 oz. ....  
 " 1 lb. ....  
 " 3 lb. ....  
 " 5 lb. ....

Barrels—When pack  
 cent. discount wil

**CLEVELAND'S**

**Sizes.**  
 Cleveland's—Dime...  
 " 1 lb. ...  
 " 8 oz. ...  
 " 1 lb. ...  
 " 12 oz. ...  
 " 1 lb. ...  
 " 3 lb. ...  
 " 5 lb. ...

Barrels—When pack  
 cent. discount wi

**T. KINNE**

**Crown Brand—**  
 1-lb. tins, 2 doz. in ca  
 1-lb. " 2 " "  
 1-lb. " 4 " "

Keen's Oxford, per lb  
 In 10-box lots or  
 Rokitt's Square Blu  
 Rokitt's Square Blu  
 Gillett's Mammoth, i  
 Nixey's "Cervus," in  
 " " " in  
 " " " in  
 " according to siz





## Always as Good as New

RISING SUN Stove Polish is a good thing for the dealer to push to the front; first, because it gives the most durable lustre of any Stove Polish

ever made and pleases the customer, and second, because it does not deteriorate with heat or cold, age or climate, and is always as good as the day it was made. You are justified in pushing it, as thousands of store-keepers are doing all over the world.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**



"EAGLE"  
Condensed Milk

Growing in demand with discriminating consumers.

## BORDEN'S BRANDS

What the consumer appreciates pays you to handle.  
The Best are always **BORDEN'S** brands.



"PEERLESS"  
Evaporated Cream  
(UNSWEETENED)

**WILLIAM H. DUNN, Montreal and Toronto,**  
Scott, Bathgate & Co., Winnipeg, Man.  
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

For Sale by  
all jobbers

## EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

**THOS. BOYD & CO.,**  
23 KING ST., - LIVERPOOL.  
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed. Western Union and Lieber's Codes. T. A. "Boyd."

This space \$15.00 per year.

**HENRY COLBECK**  
NEWCASTLE-UPON-TYNE.  
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 2½-mile radius.

**A. C. DOUGHTY & CO.**  
Head Office, 39 Eastcheap, LONDON.  
PROVISION IMPORTERS  
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching. LONDON. Codes: A. B. C. 4th and 5th editions. A1. Western Union. Highest References.

**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.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.  
**JAMES EVERETT & CO.,** Grocers Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

**J. H. GAITSKELL & CO.**  
PROVISION MERCHANTS, LIVERPOOL,  
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space \$15.00 per year.

**W. C. GREGSON & CO.,**  
PROVISIONS CEREALS POULTRY  
LIVERPOOL, Produce Exchange Bldg.

**GEORGE LITTLE LIMITED**  
Canadian Produce Importers,  
MANCHESTER.  
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

**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.

**OSWALD MURRAY & CO.**  
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England  
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"  
**HERMAN RAPP & CO.**  
Provision Merchants.  
19 MATHEW STREET, LIVERPOOL.  
Liberal advances on consignments.

**P. & F. Vincentelli**  
Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs  
Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes.  
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.  
Best attendance on consignments. HIGHEST BANK REFERENCES

**DAVID SCOTT & CO.**  
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS.  
T. A.—Scottish, Liverpool.

This space \$15.00 per year.

**GEO. RAISAY WARD,**  
58 Limes Grove, Lewisham, England,  
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

**HAMILTON WICKES & CO.,**  
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL.  
Reports and valuations made in Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

## WE WANT YOUR WINDOW

If you have a well dressed window, one you are proud to send us a photo for or window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO



**Coupon Book**  
For sale in Canada 1 Limited, Toronto. File, Montreal. \$1, \$2, \$3, \$5, \$10 a

In lots of less than books, 1 kind assort 100 to 500 books ..... 100 to 1,000 books .....

**Allison's Coups**  
\$1.00 to \$3.00 books .....  
5.00 books .....  
10.00 " .....  
15.00 " .....  
20.00 " .....  
25.00 " .....  
50.00 " .....



The Davidson & E

Wilson's  
50 10c. pa  
three box

Bode's Brands o  
RETAIL P

Bode's Mental "F  
cent 1 kg. to the b  
Bode's Crushed Fruit  
pkgs. to the box...  
Bode's Pepsin Gum, 2  
the box.....  
Bode's Chulets in 3-lb  
feed 200 to the poun  
Bode's Chulets, 60 5-c  
cartoon.....

d as New

Polish is a good  
to push to the  
gives the most  
Stove Polish  
h heat or cold,  
pushing it, as

U.S.A.



ERLESS"  
Sterilized Cream  
(UNSWEETENED)  
by  
Borden's

**WM. BRAID & CO.,** Importers of **TEAS,**  
**COFFEES** and **SPICES**



**BRAID'S BEST COFFEE**

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

**ONCE USED ALWAYS USED**

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

**WM. BRAID & CO., Vancouver, B.C.** BRAID'S BEST COFFEE  
and CHALLENGE CUP  
TEA ARE THE BEST.

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted	Un-bered.	Covers and num Coupons numbered
100 to 500 books	4c.	4c.
100 to 1,000 books	3c.	4c.
100 to 1,000 books	3c.	3c.

**Allison's Coupon Pass Book.**

\$1.00 to \$3.00 books	3 cents each
5.00 books	4 "
10.00 "	5 "
15.00 "	6 "
20.00 "	7 "
25.00 "	8 "
30.00 "	12 "



Per doz.	Per doz.
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

**Fly Pads.**

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

**Bode's Brands of Chewing Gum.**

RETAIL PRICE LIST.

Per Box	Per Box
Bode's Menthal "Pepsin" Gum, 40 5-cent pkgs. to the box	\$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the carton	1 00

**Infants' Food.**

Robinson's patent barley 1-lb. tins	\$1 25
" " 1-lb. tins	2 25
" " groats 1-lb. tins	1 25
" " 1-lb. tins	2 25

**Jams and Jellies.**

SOUTHWELL'S GOODS. Per doz.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

**Frank Magor & Co., Agents.**

**T. UPTON & CO.**

<b>Compound Fruit Jams—</b>	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 07
7 and 14-lb. wood pails	0 07
30-lb. wood pails	0 06 1/2
<b>Compound Fruit Jellies—</b>	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07 1/2
7 and 14-lb. wood pails, 6 pails in crate	0 07
30-lb. wood pails	0 06 1/2
<b>Home Made Jams—absolutely pure—</b>	
1-lb. glass jars (16-oz. gem) 2 doz. in case	\$1 80
5, 7, 14 and 30-lb. pails, per lb.	0 09

**Lard.**

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 08 1/2
1-bbls.	0 29 1/2
Tubs	0 09 1/2
Cases, 3-lb. tins	0 09 1/2
" 5-lb. "	0 09 1/2
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73
Wood net, tin gross weight.	

**Licorice.**

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 30 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

**Lye (Concentrated).**

GILLET'S PERFUMED.	Per case.
1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

**Mince Meat.**

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

**Mustard.**

**COLMAN'S OR KEEN'S.**

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

**E. D. MARCEAU, Montreal.**

<b>"Ondor," 12-lb. boxes—</b>	
1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 35 1/2
4-lb. jars	per jar 1 25
1-lb. jars	0 35
<b>Old Crow," 12-lb. boxes—</b>	
1-lb. tins	per lb. 25
1-lb. tins	0 23
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

**Orange Marmalade.**

<b>T. UPTON &amp; CO.</b>	
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

**Saratoga Chips.**

**MRS. RORER'S SARATOGA CHIPS.**

36 large size pkgs., per case	\$5 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" 1/2 bbls., 25-lb.	0 25
Terms 30 days net, or 1 per cent. 10 days.	

**Sauces.**

Worcestershire, Holbrook's, small, per doz.	\$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

**Soda.**

**COW BRAND.**



Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 1/2-lb. (containing 120 pkgs. per box, \$3 00).  
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.  
Case of 5c. pkgs. containing 96 pkgs. per box, \$3 00.

**MAGIC BRAND**

Per case.	Per case.
No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1/2-lb. "	2 75
No. 3, " {30 1-lb. " } 2 75	
" {60 1/2-lb. " }	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	

**Soap and Washing Powders**

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" black	15 30
Oriole soap	" 10 20
Gloriola soap	" 12 00
Straw hat polish	" 10 20

# High Quality—Perfect Uniformity

Quality, insured by expert knowledge of the raw material and development of it to its highest worth.

Uniformity, reached by a perfection of factory methods and a vigilant personal care.

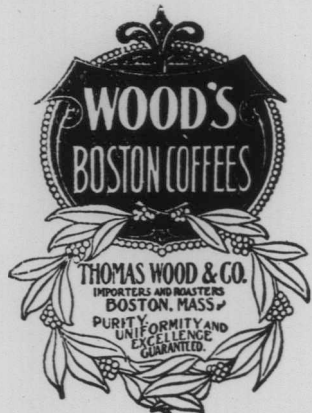
These are some of the sufficient reasons for the growing use of

## WOOD'S COFFEES

If you are not already sharing in the benefits of the use of this line communicate with our

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL,



**Starch**

**EDWARDSBURG STARCH CO., LIMITED**

**Laundry Starches—** per lb

No. 1 White or blue, 4-lb. cartons.	0 60
No. 1 " " 3-lb. "	0 60
Canada laundry, 4-lb. cartons.	0 60
Silver gloss, 6-lb. draw-lid boxes.	0 07 1/2
Silver gloss, 6-lb. tin canisters.	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kega silver gloss, large crystal.	0 07 1/2
Benson's satin, 1-lb. cartons.	0 07 1/2
No. 1 white, bbla. and kegs.	0 07 1/2
Canada White Gloss, 1-lb. pkgs.	0 07 1/2
Benson's enamel, per box 1 25 to 3 50	

**Culinary Starch—**

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06 1/2

**Rice Starch—**

Edwardsburg No. 1 white, 1-lb. car.	0 10
-------------------------------------	------

**AMERICAN PURE FOOD COMPANY.**

**Japanese Starch.** Case

1 case, 5 doz.	\$5 00
5 " " "	4 85

Lot 5 cases, freight paid.

**CORN STARCH "ROYALTY."**

12-oz. case, 4 doz.	0 50
---------------------	------

Lot 10 cases, freight paid.

**BRANTFORD STARCH WORKS, LIMITED**  
Ontario and Quebec

**Laundry Starches—**

Canada Laundry, boxes of 40-lb.	\$0 05 1/2
Ame Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06 1/2
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06 1/2
Barrels, 200 lb.	0 0 1/2
Kega, 100 lb.	0 0 1/2

**Lily White Gloss—**

1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 3 in case.	0 07 1/2
6-lb. enameled tin canisters, 3 in case.	0 07 1/2
Kega, ex. crystals, 100 lb.	0 06 1/2

**Brantford Gloss—**

1-lb. fancy boxes, cases 36 lb.	\$0 07 1/2
---------------------------------	------------

**Canadian Electric Starch—**

Boxes of 40 fancy pkgs., per case	2 50
-----------------------------------	------

**Celluloid Starch—**

Boxes of 45 cartons, per case.	3 50
--------------------------------	------

**Culinary Starches—**

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

**SAN TOY STARCH.**

pkgs., cases 5 doz., per case.	4 75
--------------------------------	------

**ST. LAWRENCE STARCH CO., LIMITED.**  
Ontario and Quebec.

**Culinary Starches—**

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05

**Laundry Starches—**

No. 1 White, 4-lb. cartons, 48 lb.	0 05 1/2
3-lb. cartons, 36 lb.	0 05 1/2
" " 200-lb. bbl.	0 05
" " 100-lb. kegs.	0 05
Canada Laundry, 40 to 48 lb.	0 05
Ivory Gloss, 3-5 family pkgs., 48 lb	0 07 1/2
1-lb. fancy, 30 lb.	0 07 1/2
large lumps, 100-lb kegs	0 06 1/2
Patent starch, 1-lb. fancy, 38 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb	0 06 1/2



**OCEAN MILLS.**  
Chinese starch, per case of 4 doz., \$4, less 5 per cent.

**J. & J. COLMAN'S, LIMITED.**

**Rice Starch—**

Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	8 1/2c.
Blue, white or assorted.	8 1/2c.

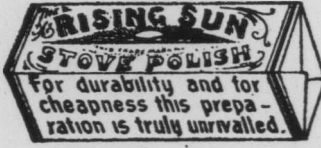
**In Pictorial Cardboard Boxes—**

4 lbs. net weight.	8 1/2c.
1 lb. gross weight	8 1/2c.
1 lb. gross weight	9c.
1 lb. gross weight	10c.

**Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.**

1 lb. gross weight	9 1/2c.
--------------------	---------

**Stove Polish.**



**Rising Sun, 6-oz. cakes, 1-gross boxes** \$8 50  
**Rising Sun, 3-oz. cakes, gross boxes** 4 50  
**Sun Paste, 10c. size, 1-gross boxes** 10 00  
**Sun Paste, 5c. size, 1-gross boxes** 5 00

**Syrup.**

**"CROWN" BRAND PERFECTION SYRUP.**

**Plain tins, with label—**

2 lb. tins, 2 doz. in case.	1 15
5 " " " " " " " "	2 4
10 " " " " " " " "	3 7
20 " " " " " " " "	3 25

(10 and 20 lb. tins have wire handles.)

**SMALL'S BRAND—Standard.**

5 gal. tins, per can.	4 40
1 " " " " " " " "	4 90
" " " " " " " "	5 45
" " " " " " " "	5 70



**Teas.**  
**SALADA CEYLON.**

**Wholesale. Retail**

Brown Label, 1's.	\$0 20	\$0 25
" " 1/2's.	0 21	0 26
Green Label, 1's and 1/2's.	0 23	0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's	0 30	0 40
Red Label, 1's and 1/2's.	0 36	0 50
Gold Label, 1's and 1/2's.	0 44	0 60



**LUDELLA CEYLON, 1's AND 1/2'S PKGS.**

Blue Label, 1's.	\$0 18 1/2	\$0 25
Blue Label, 1/2's.	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's.	0 40	0 60



**MOTHER'S FAVORITE MELAGAMA TEA.**

put up in 30, 60 and 100 lb. boxes.

Black, green, mixed, 1 lb.	0 18	0 25
" " 1/2 lbs.	0 19	0 25
" " 1 lbs. & 1/2's.	0 20	0 30
" " 1 lbs., 1/2's & 1/4's.	0 28	0 40
" " 1 lbs. & 1/2's.	0 35	0 50
" " 1 lbs. & 1/4's.	0 40	0 60

3 p.c. off 30 days or 3 months.



**Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.**

Blue Label, 1-lb., retail at 25c.	\$0 19
1-lb.	0 20
Blue Label, retail at 30c.	0 23
Green Label.	0 28
Red Label.	0 35
Orange Label.	0 42
Gold Label.	0 55



**Head Office, St. John, N.B. Toronto Office, 3 Wellington E.**

**Wholesale. Retail.**

Brown Label, 1's and 1/2's.	0 20	0 25
Crimson " 1's and 1/2's.	0 22	0 30
Green " 1's and 1/2's.	0 25	0 35
Blue " 1's, 1/2's, 1/4's	0 30	0 40
Bronze " 1's, 1/2's, 1/4's.	0 36	0 50
Gold " 1's, 1/2's, 1/4's.	0 44	0 60

All grades, either black, green or mixed.



**BLUE RIBBON TEA CO., TORONTO**

**Wholesale. Retail.**

Yellow Label, 1's and 1/2's.	0 20	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, 1/2's, 1/4's and 1/8's.	0 30	0 40
White Label, 1's, 1/2's and 1/4'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



**Cases, each 60 1-lb.** \$0 35  
 " " " " " " " " } \$0 35  
 " " " " " " " " } 0 35

**"CROWN" BRAND**

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 35
Japan, 1's.	0 19	0 35

**E. D. MARCEAU, Montreal.**

**Japan Teas—**

"Condor" I 40-lb. boxes.	\$...
" " II 40-lb. boxes.	...
" " III 80-lb. boxes.	...
EMD AAA Japan, 40 lb. "	...
" " AA 40 "	...
Blue Jay, basket fired Japan, 70 lbs.	...
"Condor" IV 80-lb. "	...
" " V 80-lb. "	...
" " XXXX 80-lb. boxes.	...
" " XXX 80-lb. "	...
" " XXX 30-lb. "	...
" " XX 80-lb. "	...
" " XX 30-lb. "	...
" " LX 60-lb. per case, lead 0 27 1/2 packets (25 1's and 70 1/2's)	...

**"Condor" Ceylon black tea in lead packets**

Green Label, 1/2's and 1's.	retail 0 27 1/2 at 0
60-lb. cases	retail 0 30 at 0 23
Grey Label, 1/2's and 1's.	retail 0 35 at 0 26
60-lb. cases	retail 0 40 at 0 30
Red Label, 1/2's and 1's.	retail 0 50 at 0 34
60-lb. cases	retail at 0 40

**Black Teas—"Old Crow" blend—**

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17 1/2

**Tobacco.**

**THE EMPIRE TOBACCO CO., LIMITED.**

Smoking—Empire, 4s, 6s and 12s.	\$0 46
" " Amber, 8s. and 3s.	0 60
" " Ivy, 7s.	0 50
" " Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6s.	0 46
" " Old Fox, 12s.	0 48
" " Snowshoe, 6s.	0 51
" " Fay Roll, 7s.	0 56
" " Stag, 10 oz.	0 45
" " Bob's, 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 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20	53 00
J. C. Cl, Havana P. Finos, 1-20	75 00

**Cut tobacco.**

Petit Havana, 1-3, 1-13-1-6.	0 48
Quennel, 1-4, 1-2	0 60
" " 1-9	0 65
Cote's Choice Mixture, 1-lb tins.	0 75
" " 1-lb	0 70
" " 1-lb	0 75

**Vinegars.**

**E. D. MARCEAU, Montreal.**

EMD, pure distilled, highest quality.	\$0 29
Condor, pure distilled.	0 27 1/2
Old Crow.	0 24

Special prices to buyers of large quantities.

**Yeast.**

Royal yeast, 3 doz. 5c. pkgs.	\$1 10
Gillet's cream yeast, 3 doz. in case.	1 10

When Baking safe you t

CHU

TEA FOR

YOU should

How to WHERE BULK v. How to TEA BU

Price.

THE 10 Front

Is Hon just the to Mak Busine



## You Appreciated

our little lots of odd lamps so much that we feel you would like to know about the "SNAPS" in

## Glassware Tail Ends

Bad things around a wholesale house but just all right for the retailer. We've made up two lots, and they are both good value.

**Lot No. 1G for \$10.00**

**Lot No. 2G for \$12.00**

Write for a lot or get a list first if you like.

**GOWANS, KENT & CO.**

LIMITED

TORONTO

Montreal

Winnipeg

We want you to sell

## WETHEY'S Condensed Mince Meat

It has been tried in every particular for twenty years and NEVER FOUND WANTING

**3 doz. in a case. Sold by Every Jobber**

**J. H. WETHEY,**

LIMITED

ST. CATHARINES, - - CANADA

# C. & B.

## Crosse & Blackwell's Marmalade

*1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.*

## Crosse & Blackwell's Fresh Fruit Jams

*1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.*

Agents :

**C. E. COLSON & SON**

10 St. John St., MONTREAL

VOL. XX.

Fran

Co  
fo

2-lb. ti  
5 " "  
10 " "  
20 " "

Freigh  
stations

E

53 Front 8  
TORONTO