

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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


VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, NOVEMBER 24, 1905.

NO. 47.

The Trade are all handling

## COLMAN'S No. 1 White RICE STARCH

Attractively put up in 

Pounds, Halves and Quarters

to sell at convenient and profitable figures

**COLMAN'S STARCH** is all Starch, no admixtures  
all crystals, no dust or powder.

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

Just about the best selling line this weather

## "Crown" Brand Table Syrup

**PUT UP IN TINS—**

2 1/2 lbs. Fine—cases 2 doz.	Also in Bels., 1/2 Bria.
5 " " " 1 "	Eggs and Pails.
10 " " " 1/2 "	
20 " " " 1/4 "	

Freight paid on 4 cases and over to all railway  
stations West of North Bay.

You cannot sell your customers anything more  
seasonable, more healthy, nourishing and satisfactory  
than the "Crown" brand Table Syrup at this season  
of the year. Besides being a ready seller it is a profit-  
able line to handle. **For Sale by all Jobbers.**

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1889

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

**"JELLIES"**

**THAT**

PERFECT JELLIES  
DAINTY JELLIES

**"JELL"**

IN FACT

**"K KOVAH" JELLIES**

Flavored with Real Fruit Juices Only.

**SUTCLIFFE & BINGHAM, Limited**  
17 St. John Street,  
**MONTREAL.**

**Business is Saved**

Customers increase and your banking  
mounts up by the reputation which

**Mathieu's Syrup**

of Tar and Cod Liver Oil

enjoys throughout Canada. A scientific  
combination of Tar and Cod Liver Oil  
having extraordinary curative proper-  
ties which are kept continually before  
the public by judicious advertising.

*Mathieu's Nervine Powders are always selling. Each  
packet contains 18 Powders. Sold either loose or in the package  
they have a profit of their own.*

**J. L. Mathieu Co.,** Proprietors  
SHERBROOKE - - - P. Q.

**National  
Licorice Co.**



Y. & S., SCUDDER and M. & R. Brands of  
PURE STICK LICORICE, Acme Licorice Pel-  
lets, M. & R. Wafers in bags, Licorice Lozenges,  
and a full line of Licorice Specialties, includ-  
ing the celebrated soft licorice lines sold under  
the Company's brands as follows: THE  
FLEXIBLE LICORICE, THE PLIABLE LIC-  
ORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.  
Illustrated Catalogue on request

**Molasses**

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

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

**Dominion Molasses Co.,**  
LIMITED

Halifax, - Nova Scotia

Agents

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



**CODOU'S**

**MACARONI**

**(Genuine French)**

Made in a Model Factory, absolutely new  
and up to date. Made only from the  
finest Taganrog Russian Wheat—  
the only wheat from which the  
finest quality of Macaroni  
can be made. Nothing  
better can be  
produced.

**ORDER NOW**

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

**8 Place Royale,  
MONTREAL.**

**20½ Front Street E.,  
TORONTO.**

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited  
Brandon, Man.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE  
HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers.

WAREHOUSEMEN

Domestic and Foreign Agencies solicited.  
Highest references.

HAMILTON, ONT.

Long Distance Phones  
OFFICE 715 HOUSE No. 1556

Norman D. McPhie

BROKER and  
Commission Merchant

OFFICE: 58 KING ST. E. HAMILTON, ONT.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber.

1483 Notre Dame Street  
MONTREAL.

Open for few more foreign and domestic agencies.  
Correspondence Solicited. Highest References.

H. J. STEVENS

126 BOARD OF TRADE, MONTREAL

Wholesale Brokerage

Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

OWEN SOUND.

J. K. McLAUGHLAN

COMMISSION MERCHANT

Warehouseman, Shipper and Steamship Agent

Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

C. E. KYLE

WHOLESALE GROCERY BROKER  
and MANUFACTURERS' AGENT

27 FRONT ST. E., TORONTO

Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents

and

Importers.

29 Melinda St., TORONTO

A. F. 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

25,000 cases

canned goods to offer

TOMATOES  
CORN

PEAS  
CATSUP

Finest Goods Packed

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

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



The Spices in

Nicholson's Mince Meat

are of first-rate quality. Result, the very best goods.  
Send in an order, and also get a supply of:

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.

WINNIPEG.

CALGARY STORAGE

In a new brick block centrally located.

Dingle & Stewart

Winnipeg, Man. Calgary, Alb  
COMMISSION BROKERS.

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers' Agent  
Member Western Wholesale Brokers' Association

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Canned Goods Agency Correspondence Solicited

Stuart Watson

Manufacturers' Agent and Wholesale Commission Broker.

WINNIPEG, MAN.

Highest References. Correspondence Solicited.

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

G. B. THOMPSON

Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

VANCOUVER.

J. McA. CAMERON

Manufacturers and Wholesale Commission Agent

Correspondence Solicited

Vancouver, B.C. P.O. Box 912

Reference—Bank of Hamilton

ST. JOHN'S, N.F.

THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public  
Commercial Chambers, Water St.

ST. JOHN'S, N.F.

A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

# Quaker Canned Goods

---

We have finished packing Corn and Tomatoes for this year. Taking the season altogether it has been the most favorable for quality we have ever experienced, the weather being about perfect all through the season for maturing vegetables in splendid condition. This applies to all lines, commencing with Peas and running right along into Beans, Corn and Tomatoes. With the fine quality of canned goods this season and the moderate prices there should be an enormous increase in the sales over previous years. While the pack has been large it does not exceed in our estimation the pack of two years ago in any line. Of course, we cannot speak for the whole country, but we know this applies to our pack. Judging from this we believe every case of Corn, Tomatoes, Peas and Beans packed will go into consumption before new goods come on the market next year. The fine quality of the goods alone this year over previous years should make an enormous increase in consumption, to say nothing of the much lower price the consumer can buy goods compared to the last two years. We packed thirteen thousand cases of Sugar and Cream Corn. This is a new line for us and is as fine in quality as the name denotes. We expect with this 13,000 cases sprinkled between the two oceans to lay the foundation for a trade in this line that will take the entire capacity of one of our factories next year to cater to.

---

**THE PACKERS OF QUAKER CANNED GOODS**

## "GINGER BREAD" MOLASSES

It's so much nicer and handier to sell molasses in small tins rather than in bulk—it's a cleaner way and more economical. There's no time wasted in filling. You know for sure what your profit is. "Ginger Bread" Molasses retails at ten cents. It's a better grade than what is usually sold in barrels, and you can show the stock on your shelves. It's up-to-date in every way. Can't do better than try a case for a start. Remember "GINGER BREAD."

**JOHN SLOAN & CO. - TORONTO and BELLEVILLE**

### ARE YOU LOOKING FOR QUALITY?

If so you will not pass by the opportunity of adding to your stock of reliables such well-known goods as

### **Southwell's** **Jams and Marmalades**

They have a delicacy of flavor known to no other Jams and Marmalades.

There is a large demand for **Southwell's Jams and Marmalades.**

**FRANK MAGOR & CO.**

Canadian Agents

**MONTREAL**

### STARCH. SALEABILITY

Estimating sales brings up the question of Dollars and Cents—"How much have I cleared?" "How much stock is over?" It may seem a singular thing, but, nevertheless, it is true that

### **IVORINE STARCH**

(A Cold-Water Starch)

yields 60 per cent. profit, or, in other words, gives you an immense margin. If **Ivorine Starch** didn't sell, however, "profit on paper" would be no inducement to you. The fact is, every year a greater number of people use cold-water starch, and, of course, **Ivorine** is the cold-water starch.

See your jobber at once.

**ST. LAWRENCE STARCH CO.**

LIMITED

PORT CREDIT, Ontario.

*Have you ordered your season's supply of*  
**CANNED FRUITS?**

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit**, packed by

THE  
**CANADIAN CANNERS, LIMITED**

It is just a question if the supply will equal the demand, therefore,

**BUY NOW**

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best homemade fruits.

**INSIST** upon getting the following brands:

**"Canada First" (Aylmer)**  
**"Lynnvalley" (Simcoe)**  
**"Auto" (Canadian Cannery)**  
**"Log Cabin" (Trenton)**  
**"Lion" (Boulter)**  
**"Grand River" (Lalor)**

**"Horseshoe" (Bowlby)**  
**"Maple Leaf" (Delhi)**  
**"Little Chief" (Picton)**  
**"Kent" (Chatham)**  
**"Thistle" (Brighton)**  
**Etc.**

**Every can guaranteed.**

The richness of the soil of Japan, its health-  
ful climate, its cleanly people and their  
attention to the closest details in the grow-  
ing, firing and preparing of tea—All these are  
an argument why every grocer  
should sell

# JAPAN TEAS

Once you make a customer a user of these  
delicious, fragrant and healthful teas you  
make him a good friend and a profitable  
account.



## Your Customers

say that it is a fact that

## Paterson's Camp Coffee Essence

is the acme of Coffee perfection.  
This means sales.

ROSE & LAFLAMME,  
AGENTS,  
MONTREAL

## All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

find that they are working up a  
profitable branch of their business.

Public taste has decided that "Klaus" Cho-  
colate is a delicious confection and a good  
food. It is a line that is asked for all the  
year round. If you are not already  
amongst those grocers who are selling  
Klaus, START NOW. Get your share of the  
Fall and Winter trade. There are too  
many varieties to tell you about them  
here, but write us for particulars.

Canadian Agents:  
ROSE & LAFLAMME,  
Montreal and Toronto



## Mechanics Buy

the "Albert" Master Mechanics' Tar Soap. They find it is the best for cleansing the skin from all grease and oil stains.

This trade is very profitable. Why not supply the demand which already exists? Other good and profitable lines which are in daily use are:—**Oatmeal Skin, Rosebath** and our old reliable **Queen's Laundry Bar**.

They are good soaps to sell.

**ALBERT SOAPS, LIMITED**  
MONTREAL

Another reminder of

# Mince Meats

It's a case of having stocks in season. Nothing is more seasonable now than Mince Meats. Each week from now until New Years will show an increased call from customers.

—None better than  
—ours. In large  
—and small packages.

**The T. A. LYTLE CO., Limited**  
124-128 RICHMOND ST. WEST  
TORONTO, Can.

## APPLES ARE SCARCE!

We will only have a limited quantity of "gallons" to offer and canners generally will hardly fill the orders this year.

This means a large demand for **Pumpkin "threes,"** in which we can offer the trade a sample of the **pure thing** that is bound to give satisfaction to the consumer.

**Order Now**—Do not leave till too late.

Yours truly,

**THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED**

Factories at Essex, Ont.

8 WELLINGTON ST. EAST, TORONTO - CANADA

# Autumn Leaf Brand Canned Goods

**W**E have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc., and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

**THE FRANKFORD CANNING AND PACKING CO.,**

Independent Packers

FRANKFORD, ONT.

LIMITED  
A. H. ALLEN,  
Manager

**CHASER SOAP**  
Does the Work

**Do You Know?**  
that with every 100-bar case of

**CHASER SOAP**

You receive a coupon worth 25 cents.

**The Duncan Company of Montreal**  
P.O. Box 292. 1974 Notre Dame St.

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

**'WELLINGTON' KNIFE POLISH**

**JOHN OAKEY & SONS, Limited**  
Manufacturers of  
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**  
Agent:  
**JOHN FORMAN, - 644 Craig Street MONTREAL.**

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

**KINGSTON "GLENER"** might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax.**

**COX'S GELATINE**  
Known and Loved for SIXTY YEARS

needs no introduction.  
It is one of the old institutions of all English-speaking lands.  
**PURITY and STRENGTH** are the watch-words of the makers.

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

**THE LIFE OF GASOLINE**

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

**THE REMEDY**

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the



**BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT**

It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the insurance companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss through evaporation and spilling.

Full information free.

ASK FOR CATALOG "B"

PUMP IN STORE—TANK BURIED.

**S. F. BOWSER & CO., 530 FRONT ST., WEST, TORONTO.**

**BOOKS FOR BUSINESS MEN**

**Business Short Cuts**

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

Contains much valuable information on:

Labor Saving Methods, Advertising, Loose-Leaf Ledger Devices, Checking Systems, Mathematical Short Cuts, Correspondence Helps, Card Systems, etc.  
\$1.00 Post Paid

**Manufacturing Cost**

By H. L. G. Hall

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

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

Price, \$3.00 Post Paid

**Thorne's Twentieth Century Book-keeping and Business Practice**

By W. W. Thorne

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

The Index

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

**Some Subjects Treated**

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

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

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

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

**The MacLean Publishing Co. Limited**  
Toronto, Montreal, Winnipeg

Ceylon was once the Granary of India.  
It is now the Tea-ary of the world.

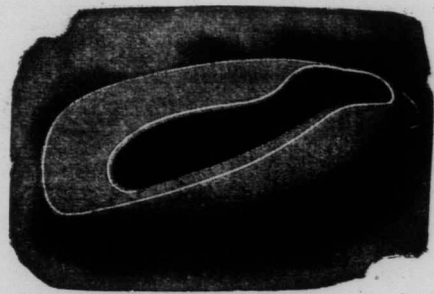
**Ceylon Tea—green and black**—holds the “Supreme Place” with all “Connoisseurs” of the “Fragrant Leaf.”

It owes its present place of favour to its high quality alone. Soil, Climate, and Manufacture all combine to place it easily ahead of all others.

## Ceylon Tea Outdistancing all Rivals



# The Comfort



## Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

**The most Comfortable and  
Sanitary Bed Pan ever made**

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

### R. Campbell's Sons

HAMILTON POTTERY

HAMILTON, ONT.

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

Manufactured by

THE

### CANADA SUGAR REFINING CO.

LIMITED

Montreal

## Valencia Raisins

## Tarragona Almonds

## Sicily Filberts

## Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

# D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC

Montreal

OTTAWA

# "ENTERPRISE" PAYS

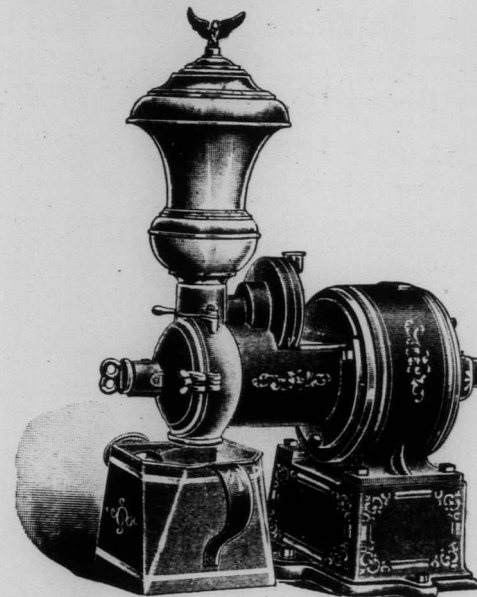
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: ::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

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

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

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

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

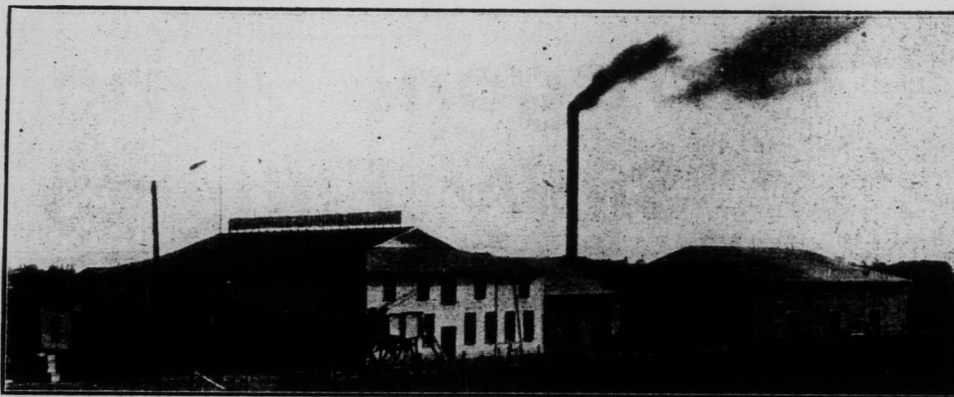


## It is to Your Interest to Criticise ??

Your reputation depends upon the quality you sell.

### CORN and TOMATOES

are not over abundant. More need, therefore, for carefully selecting your stock.



**CANADA'S PRIDE BRAND CORN AND TOMATOES WILL STAND THE SEVEREST CRITICISM.**

Growth, Quality and Manufacture combine to give supreme results.

**The Napanee Canning Co., Limited, - Napanee, Ont.**

W. A. CARSON, MANAGER.

BUY

## Star Brand

**COTTON  
CLOTHES  
LINES**

— AND —

**COTTON  
TWINE**

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

For sale by all Wholesale Dealers

See that you get them.

### TRADE WITH ENGLAND

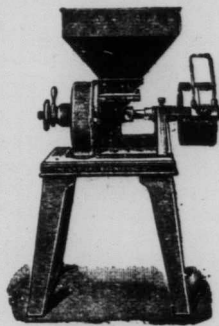
Every Canadian who wishes to trade successfully with the Old Country should read

**"Commercial Intelligence"**

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

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

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



**"RAPID"  
CHICORY NIBBER**  
Used by all the principal firms in the trade.

Machinery for the preparation of

**TEA, COFFEE, COCOA, CHICORY,  
PATENT FOODS, FRUIT, ETC.**

**PATENT GAS-HEATED ROASTERS**, INTERNAL OR EXTERNAL FLAME. **IMPROVED ROASTER**. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. **COOLERS. FANS.**

**PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.**

**QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. FRUIT CLEANING AND DRESSING MACHINERY.**

## THE GROCERS' ENGINEERING CO.

Cole Street, Swan Street (Late WAYGOOD-TUPHOLME LTD.)

LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

## Keep Posted on Sugar

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

**SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.**

## QUEEN'S BLEND COFFEE

is now acknowledged by the trade to be the best coffee retailed in Canada—at 40 cents—and is equal, if not superior, to coffees sold at 32 cents wholesale—our price is 28 cents. Join our Coffee Club—ask our travellers what this means. We may quietly hint that it means money in your pocket, better trade, better satisfaction. For further information inquire of our salesman.

Are you pushing the sale of **Jersey Cream Yeast Cakes** and saving the certificates? It means gold dollars to you. Do you not appreciate this way of advertising, giving it to the most deserving man that lives—the grocer?

# LUMSDEN BROS.

HAMILTON, - ONTARIO

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

Advice regarding processes of manufacture and technical applications of chemistry.

**The Nibble of a Mouse**

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System**.



**IF A MAN WANTS CREDIT**

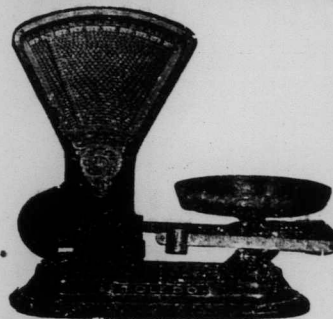
for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.**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

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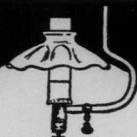
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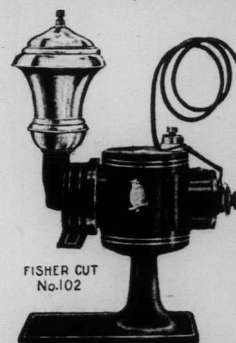
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Granulates 1-lb. of Coffee a minute.

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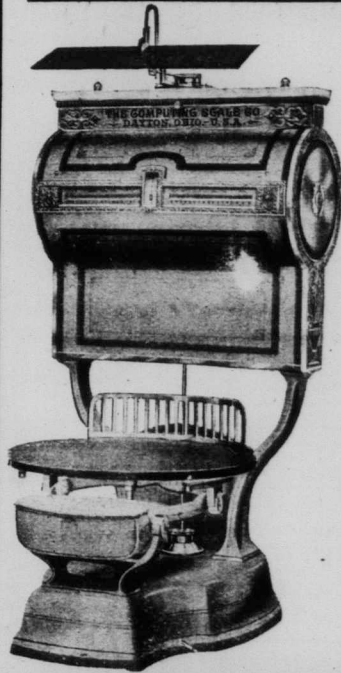
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OUR AUTOMATIC BUTCHER COMPUTING SCALE was an **OVERWHELMING TRIUMPH**, and we have adopted the same principle of construction in a Computing Scale for grocers' use which is bound to give the same degree of satisfaction to the grocer.

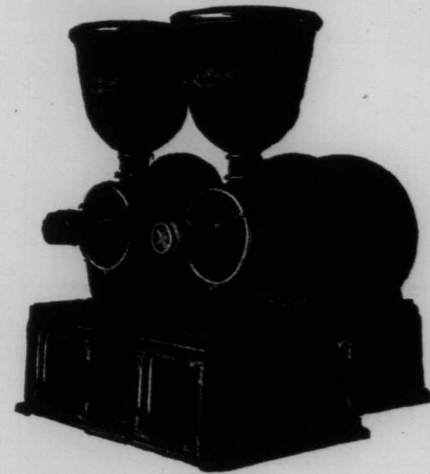
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Single and Double Grinders  
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### Store System

Published in the interest of Storekeepers everywhere. It's good for a little store like the one at Coalton Ohio and for others

Vol 1 NOVEMBER 1905 No 1

#### In This Number

Store Arrangement  
Practical Bookkeeping  
Not More Help, but System  
System in Jewelry Stores  
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Focus Your Ability  
Etc.

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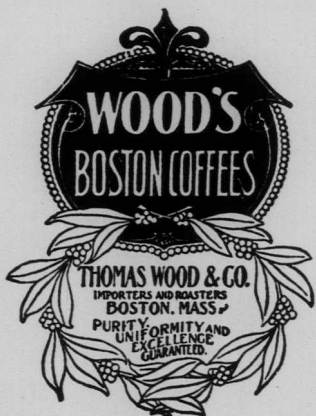
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in trade is as praiseworthy as in any feature of life.

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We have a large assortment of

**PRUNES** AND

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Selected New Goods

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## ONTARIO HORTICULTURAL EXHIBITION

THE annual Ontario Horticultural Exhibition and Honey Show was held in Massey Hall, Toronto, November 14th to 18th inclusive, and was certainly a great improvement on last year's display and one which was worth seeing for the beautiful display alone.

It is doubtful if such a fine lot of chrysanthemums have ever before been seen in Toronto. The orchid display, which was situated in the orchestra, was unique for the number of varieties and colors. In close proximity were some lovely lilies, primroses, begonias and roses.

### The Fruit Display.

An excellent view of the fruit display was obtained from the orchestra, and was most complete, the patriotic steeple of apples in the centre of the hall was an exceedingly fine display of apples,

A. E. Sherrington, experimental station, Walkerton, had an excellent collection of bottled fruits, preserved for purposes of comparison.

W. H. Demsey, experimental station, Trenton, was showing many varieties of apples, for comparing desirable with undesirable varieties.

H. Jones, St. Lawrence station, Maitland, had a good exhibit of many varieties, the principal being Scarlet Pips, MacIntosh Reds and Fameuse.

A. W. Peart, of Burlington station, had a good display among which were some fine specimens of preserved currants, plums, etc., for growing comparisons.

Next in order came the very useful and excellent display of the Provincial Woman's Institute, showing the most approved methods of canning and preserving, which in the very able hands of

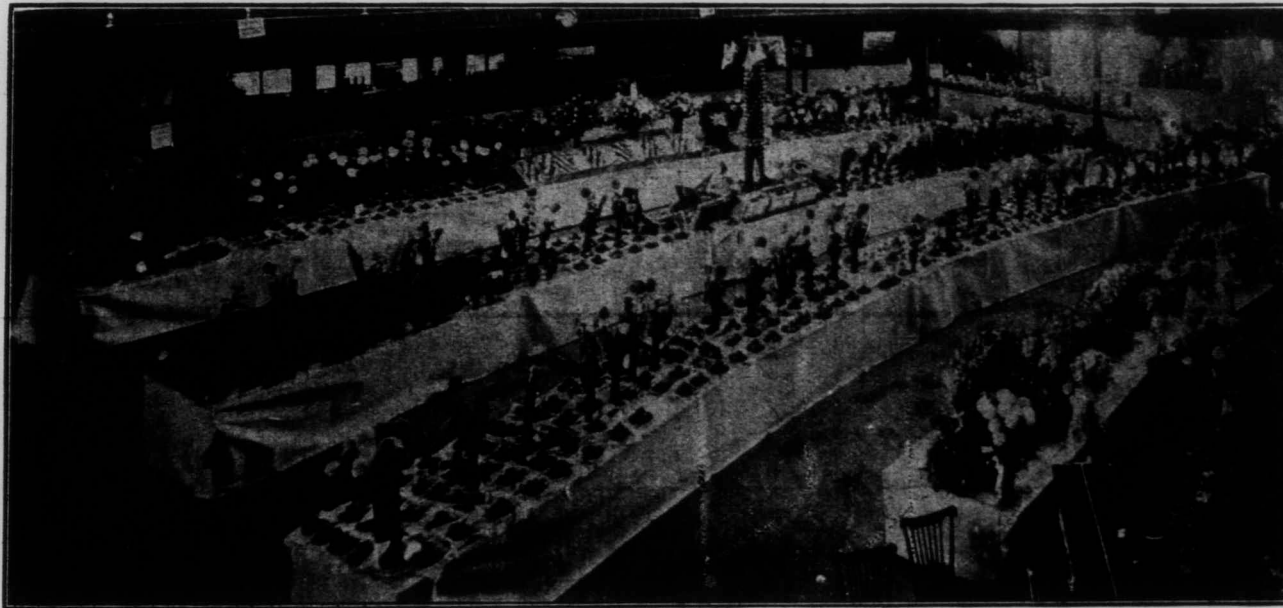
### Problem of Packing.

There are a good many problems before the fruit grower, and not the least is the finding of a suitable package.

The box is now the coming favorite, and the problem is to pack apples of varying sizes, from the small Snow apple up to the bulky Wolf River, into a box of unvarying size, without leaving any blank spaces.

The demonstrations show there are no less than sixty-four different ways of packing a box. The apples may be laid flat or on the edge or alternating in diagonal patterns. This is in itself an important art, which the Dominion Fruit Department, under the direction of Mr. A. McNeill, the chief of staff, and his assistants, are spreading through the country.

The exhibit of properly packed apples and pears was one of the most educa-



The Ontario Horticultural Exhibition—The Main Floor Display of Fruit.

mainly Baldwin and Pippins, the work of the Chatham Fruit Growers' Association, who also displayed two fine stars made of different varieties of apples, the whole surmounted by the national flags.

The St. Catharines Cold Storage Fruit Growers' Association had also an almost faultless pack of fruit, neatly wrapped and displayed.

The experimental stations made good showings. From Ottawa there were upwards of two hundred varieties of fruit almost all seedlings, the object being to show the desirable as opposed to the undesirable varieties.

C. S. Castor, of the experimental station, Craighurst, had on exhibit two pyramids of Wolf River apples measuring 15 to 16 inches in circumference, which attracted a good deal of attention.

Miss Gray and Miss Shuttleworth came as near a demonstration as possible. Many were the inquiries into the means employed to obtain the very excellent results which were in evidence in the samples exhibited, the inquirers going away better instructed on the points in question.

### The Fruit Packing Exhibit.

At previous exhibits of this order it has been considered a good showing if five per cent. of the entries were up to the standard. This year, however, all previous records have been surpassed, 78 per cent. of the entries being pronounced as very good.

The number of entries have trebled previous years, and the advancement in packing is most marked. Especially is this the case in box packing.

tive of the whole show, and neither growers nor customers will be satisfied with the slovenly packing that has prevailed in the past. This care goes into the detail of the kind of paper in which the apples are wrapped and to the waxed nails with which the boxes are put together to secure the maximum of strength with the minimum of weight.

### A Few Typical Exhibits.

Among the exhibits there were some which attracted special attention by reason of their very excellent packing.

Chas. W. Challant, Marburg, Ont., had an exceedingly good collection of Spies and Baldwins.

The Chatham Fruit Growers' Association also had a most creditable lot of fruit.

Beggs & Son, Burlington, were also in prehensive showing of very fine fruit.

Elma Lick, Oshawa, had a most comprehensive showing of very fine fruit.

The Forest Fruit Growers' Association were exhibitors of some good growings.

A fine display of pears was shown by the St. Catharines Fruit Growers' Association.

A. H. Harkness; and C. L. Stevens, Orillia, both had very creditable shows, the latter showing some well grown Baxters.

#### The Judging.

The judging proper was done by Mr. Carey, Dominion Fruit Inspector, in conjunction with Mr. H. W. Dawson of the Dawson Commission Co.

The lines upon which judging was carried out were purely and simply those of commercial perfection, three great essentials being necessary: First, the package, which must be neat, clean, strong and well put up; second, the packing, or manner in which the fruit

was considered excellent. Practical demonstrations were constantly given by Mr. A. McNeill, the chief of the Fruit Department, and his two assistants, Mr. Carey and Mr. A. Gifford, who never tired of their work of instruction and explanation.

#### The Vegetable Exhibit.

There were numerous entries in this class, and much that was commendable was in evidence, especially considering that the season is now late for such exhibits.

#### The Honey Exhibit.

The honey display had space allotted around the sides of the Main Hall, under the conditions probably the best space which could be arranged, but not by any means an ideal place. The exhibits were in consequence much scattered, and gave little or no prestige to the very admirable exhibits. The exhibitors were to be much commended on the excellent quality of the goods shown.

He explained the relation of the Fruit Division to the other branches of work in the Department of Agriculture at Ottawa, and informed the fruit growers that their interests were not being slighted, as some had supposed.

The Provincial authorities were responsible for the education of the people, while the Federal authorities gave their chief attention to matters of trade and commerce.

When experimental work was carried on by the officers of the Dominion Department of Agriculture they, of course, published the results for the information of the whole people, but did not concern themselves with purely local conditions and local interests.

In speaking more especially of Ontario fruit, he thought that it was highly important for the people of the Province to profit by the examples of California and British Columbia. Ontario farmers and fruit growers must adopt co-operative methods and give more attention to the selection, grading, packing and marketing of their fruit if they



Ontario Horticultural Exhibition—Corner Showing Packing and Grading.

was packed; third, quality of the fruit, correct quality and uniformity.

In some entries there was great difficulty in deciding, so many showing signs of every possible care, a clear evidence of the results of the demonstrations of the Government inspectors. It was plain from the appearance of the fruit submitted that fruit growers are making efforts to market not only good fruit, but fruit packed in satisfactory and up-to-date styles. Some exhibitors, however, may be disappointed in not obtaining a prize, thinking their fruit the best, but if other points are considered it will be seen that their package was either faulty from a commercial standpoint or that they had not given the necessary care to the packing of the fruit itself.

#### Samples of Packing.

The Fruit Division of Ottawa had on show a collection of packages, in use all over Canada, both for apples and small fruits. Those from British Columbia, for apples, pears and plums, were con-

#### Hon. Sydney Fisher.

Hon. Sydney Fisher, Dominion Minister of Agriculture, speaking at the annual meeting of the Fruit Growers' Association, said that he was highly pleased with the manner in which the farmers of Ontario had taken advantage of their opportunities to acquire the ability to speak in public. The farmers' institutes and the various association conventions had been training schools in this respect.

He was proud of the manner in which the delegation of farmers had presented their views to the Tariff Commission.

Mr. Fisher thought the danger of the further spreading of the San Jose scale in Canada was not now serious. The Dominion Government had taken steps to prevent its importation into the country through nursery stock, and the Ontario Government had been able to keep its ravages restricted to limited areas. If the farmers would co-operate with the authorities it was probable the pest would soon be stamped out.

hoped to extend their markets or even hold their own.

Fruit growers were too careless in grading their products and did not put them up in attractive packages. The markets of Great Britain and Western Canada were inviting, but their special needs must be studied and the fruit shipped to them in an attractive form.

He promised that the Dominion Department of Agriculture would do everything possible by means of demonstrations or in gathering information that would facilitate the development of the markets for Canadian products.

#### THE PRESIDENT'S ADDRESS.

##### A. McNeill, Esq.

The president's address contained many useful and instructive features, which should be of great value to the fruit industries. The following remarks are produced for the interest of our readers:

### The Peach Crop.

"The peach growers have had a somewhat remarkable experience that illustrates well the value of fruit stations. It is a matter of record that there has been a most serious loss in peach-growing districts from Winter-killing, dating from the memorable season of 1899. The new plantings have not kept pace with these losses and the increased consumption. This year the owners of good healthy trees have had a full crop, in many cases much above the average, and so reported. Had the general public taken the fruit crop reports both of the Provincial and Dominion Departments of Agriculture, they would have been prepared to pay an increased but not exorbitant price for peaches, and would have taken all the Canadian crop and probably have imported an appreciable quantity. Unfortunately just at a critical time when the market was depressed with the remnants of the comparatively worthless early varieties, a report appeared in one or more of the Toronto papers that was very widely copied, to the effect that peaches were very plentiful and would be cheaper than apples. For want of proper denial and a true statement of the facts, which should perhaps have been made by our association, the public continued to expect cheap peaches, and refused to buy in full quantities when the fruit could have been obtained. This unfortunate report, whether it emanated from designing wholesale buyers or from the pen of a poorly qualified newspaper reporter, is responsible for the fact that many Canadian housewives will not serve peaches this winter on the regular bill of fare, as well as for the fact that peach growers have suffered from a depression of prices much below what was legitimate.

### Ontario Fruit Trade.

"The fruit trade of the Province was never in a more healthy condition. Having said so much, I feel it my duty to add that, though the outlook on the whole is excellent, there are very grave problems looming up for solution—problems arising, perhaps for the most part from the very prosperity for which we are thankful. Speaking for a normal condition of things, the local markets are not well supplied. In a few cases it is safe to say that they are frequently much over-supplied, though a partial explanation of this may be in the inefficient methods of marketing.

### Improvement of Packing.

"In packages, too, and methods of packing, a radical change must be made. The basket type, the very best for the local market, must give place to the bow type of packages when the fruit is intended for distant markets. This difference in varieties, in the strictness of the grade, in packages, will also correspond to a difference in methods of doing business. A local market, such for instance as that of the city of London, can very properly draw upon small growers, entirely independent of each other, located on all sides of the city and long distances apart, but if Ontario wishes to ship to Manitoba, Saskatchewan, Alberta or even Montreal, Quebec, or the Maritime Provinces, it will not do to take the product of all these small and isolated growers. It will be positively necessary to encourage the growing of these products in large plantations and of concentrating the business

at a few points where the growers will undertake to make a specialty of the long distance shipments. It appears to be an almost hopeless task to attempt to assemble the small lots of many different growers who have the local market for their chief outlet.

### Long Distance Markets.

"There is no reasonable doubt that with the splendid steamship facilities that are now at the disposal of the fruit grower, we can land peaches in England in the best of condition, if we only have them. It is needless to say that we have not got them this year and may not have them next year, but five or ten years from now there is no reason why the export trade should not form a large proportion of the output of our peach orchards at least. The outlook is not quite so hopeful for plums, but even here fruit growers will have to look at the question in a broad light, and appreciate the fact that the ramification of the trade in canned

fessor Craig, Mr. W. W. Hilborn and myself were appointed a committee to draft an experimental station scheme for the Province. We worked earnestly together with the present secretary of the experiment stations for many months, and the result appears in our report, which is the basis of the present scheme. Since this time I have been a director of the present association, and therefore, of necessity, have had my attention directed officially to the working of these experiment stations. I have also served a term upon the Board of Control, and therefore feel that I am justified in taking my full share of the responsibility for the successes and failures which have attended this scheme. On the whole, I feel that the association may be very strongly congratulated upon the success which has attended the work of these experiment stations. At the same time I should be sorry to assume that they had reached the climax of growth. It was never intended and never thought at any particular stage

### THREE DOMINION FRUIT INSPECTORS.



P. I. Carey. A. McNeill (chief). A. Gifford.  
Three experts at the Ontario Horticultural Exhibition—"A ticklish proposition."

fruits, jams, and jellies is one in which they, in the interests of their particular business, will have to take a lively interest.

### The Need of an Expert.

"Those of you who have intelligently followed the fruit trade will have noticed that in the change which must now take place from the local markets to the long distance markets, there comes a distinct question of the matter of varieties. This is so intertwined with the question of soil, climate and modes of handling, that we have reached the point, I think, when we can fairly ask the Government to bring to our aid an expert who can give us his whole time to the development of the fruit industry of the Province.

"It is a source of gratification to me to remember that 12 years ago Pro-

that the history of these experiment stations would be fixed, but time has very properly been given for the normal development, and we now appear to have reached the point where an onward step must be taken. Up to date the work of these stations has practically been in the hands of private growers who have had business of their own to attend to, who have had little or no training for work of this kind, and who, therefore, claim no special fitness for anything but elementary work. This is the time when professional skill is needed.

### Records and Memorials.

"It is still possible to mark the location of fruit trees that have a history not less interesting than that of individuals. The original MacIntosh red apple tree is still standing, and its site

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH

**IN**  
**CAKES**  
WELL KNOWN AND RELIABLE.

**IN**  
**TINS**  
GUARANTEED TO THE TRADE

**DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY

**DUSTLESS, LABOR SAVING,**  
**BEST IN THE WORLD.**

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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

should certainly not be left without a memorial. The possibilities of the Baxter are too great not to be worthy of attention, and the Ontario is a most creditable contribution by this Province. I am among the few who can claim to have sat under the original Windsor cherry tree, and can yet locate, I think, within a foot of the exact spot where this tree grew. Many other names and fruits will suggest themselves to the older members of the association. Enough has been said, I think, to indicate the work that can be done, and I commend to you the appointment of a standing committee whose duty it will be from year to year to make compilations, recommend memorials and provide for the care of suitable records in Provincial horticulture."

#### WESTERN PORK INDUSTRY EXTENDING.

IN the course of an interview last June with The Canadian Grocer, J. Y. Griffin, of Winnipeg, stated emphatically that the principal obstacle retarding the development of the pork packing industry of the west was the lack of hogs, the necessary raw material. Could J. Y. Griffin & Co., Limited, be assured of the necessary supply of hogs they would immediately undertake to double the capacity of their already large plant.

Realizing the necessity of interesting the farmers in hog raising J. Y. Griffin & Co. have been devoting considerable attention to educational work along these lines. During the Winnipeg Exhibition last Summer they distributed thousands of pamphlets among the farmers at the Fair pointing out the profits to be made in raising hogs. They also threw their plant open for inspection at certain hours of the day and thousands of visitors saw for themselves the modern quick and scientific methods of converting the hog into bacon with no loss of by-products. These educational campaigns, continued for several years, are having their effect in the largely increased number of hogs grown by western farmers.

"Hundreds of farmers are now realizing envious profits from pork raising," said Mr. Griffin in a recent interview, "but it is a wonder to me that more are not at it in view of the opportunity for raising pork of the most excellent quality.

"The wheat crop" continued Mr. Griffin, "is an uncertainty till it's in the

barn and the door locked, but wind, hail, lightning or rust will not damage the robust porker. He is an unvariable and ready money getter every year and a goodly number of his kind will not only add handsomely to the wheat grower's bank account in the year of a 'bumper crop,' but will tide him over at a profit when Winter finds his granaries not so generously burdened with No. 1 hard. If every farmer would raise a few hogs it would mean a steady sure profit for all, and would establish a means of making profitable use of much under grade grain which is now going to waste."

Large additions are now to be made to the Griffin plant in Winnipeg, additions involving an expenditure of about \$150,000. In order to finance these additions and improvements a large block of stock has recently been sold, part of it in the United States, but Mr. Griffin asserts that this will in no wise affect the name, policy or present management of the company.

The additions contemplated will largely increase the capacity of the Griffin plant. The equipment will be the most modern that money and experience can procure, and the object of the entire movement will be to facilitate the handling of live stock in unlimited quantities and to do so at a minimum cost.

Large ice storage houses for the refrigeration of cars loaded with dressed beef will be built. Extensive sheep sheds will be added. In the latter will be installed self-feeding bins and other modern devices which will not only minimize the cost of caring for large numbers, but add greatly to the comfort of the animals.

Large new power houses will be erected, in which will be placed a seventy-five ton refrigerating machine. The other new machinery which will occupy space in these additions will easily treble the present capacity of the company.

Cold storage warehouses and freezers will be put up, the capacity of the cooling and hanging rooms for dressed beef greatly enlarged upon, and separate, excellently appointed apartments will be arranged for their increasing butter, eggs and cheese business.

A trolley system will be installed in the smoke houses at the Louise Bridge plant. By this means the meats are conveyed from the washing rooms to the smoke houses, hanging rooms or packing floors without being taken from the hook on which they are placed after being prepared for smoking.

Immediately after this work is completed, new beef killing and rendering houses will be added, also new hog houses for hogs and the manufacture of commercial fertilizers will be erected.

The increase of business in Winnipeg has not caused the J. Y. Griffin Company, Limited, to overlook the importance of the western market; an artificial refrigerator plant, storage facilities, smoke houses and greater power equipment are being added to their branch at Calgary, so that general manufacturing and distribution can be carried on direct from the western centre, and immense supplies of fresh products kept at any temperature desired from zero up.

Believing that even more ground room will be required before many years, the company is taking no chances with rapidly increasing land values, and has secured additional property which will be used as yards at present, but broken and built upon as growth of business demands.

#### QUEBEC RETAIL MERCHANTS.

The recently organized Retail Merchants' Association, Quebec, at its last meeting admitted eighteen new applicants in addition to the 113 inscribed since the previous meeting. Two trade branches of the society elected their officers as follows:

SHOE DEALERS—President, L. F. Falardeau; 1st Vice-President, B. J. Leonard; 2nd Vice-President, L. Deschenes; Secretary, J. A. Mercier; Treasurer, O. N. Shink; Delegate, A. J. Jacques; Auditors, L. Beaubien, J. A. Voyer.

GROCERS—President, J. A. Chabot; Vice-President, L. P. Turgeon; Secretary, Elz. Paquet; Treasurer, S. Martel; Directors, A. Grenier, A. Delisle, M. Thibaudeau, F. Delisle, J. Picard, J. A. Moisan, S. Hamel, N. Rheaume, J. B. Cote.

#### COL. DAVIDSON A DIRECTOR.

At a meeting of the directors of the Home Bank of Canada Lt.-Col. John I. Davidson, president of the Davidson & Hay Company, Limited, and the Western Brokerage Company, Limited, was elected a director to fill the vacancy on the board caused by the death of the late Mr. Thos. R. Wood.

# Xmas Decorations

Get in orders now for Holly, Mistletoe, and Wreathing, for delivery early in December.

**LUCAS, STEELE & BRISTOL, - Hamilton**

## FANCY GROCERIES

We all know there is no money in Staple Groceries, so all are looking out for fancy lines of groceries.

If you want something bright, attractive and a money-maker, try our

**Smyrna Figs in Glass Jars**

**Smyrna Figs filled with Glace Cherries,** in glass jars

**Smyrna Figs filled with Halved Walnuts,** in glass jars

**Stuffed Dates in Glass Jars**

Our travellers have samples and prices.

**JAS. TURNER & CO., HAMILTON**

**OLIVE OIL**

**SUAUT & CO.**

You cannot be too careful in the selection of your *Oil*

**First** Consider **PURITY**

**Second** Decide for **PURITY**

**Third** Order **SUAUT & Co.'s** and you will get **PURE OLIVE OIL**

**Suaut & Co.** grow their own Olives at **Barri, Lucca** and **Nice.** Agencies in 150 of the largest cities in the world.

Write for prices to **J. RUSSELL MURRAY,** 6 St. Sacramento St., Montreal, exclusive agent for Canada.

# NEW DATES

'Hallowees'

"Sairs"

Extra Fine Stock

Prices Right

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

## MAPLE SYRUP

### Imperial Brand.

#### Packed Wine Measure—Square Tins.

Tins, 6 gallons to case, per case	\$5 10
" 12 1/2 " " "	5 60
" 24 1/4 " " "	6 00

#### Packed Wine Measure—Round Tins.

Tins, 6 gallons to case, per case	\$4 80
" 12 1/2 " " "	5 10
" 24 1/4 " " "	5 40
" 24 pints " " "	3 00

#### Imperial Measure.

5 gallon tins, 1 to case	4 50
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### Beauce Brand.

#### Packed Wine Measure—Round Tins.

Tins, 6 gallons to case, per case	\$4 50
" 12 1/2 " " "	4 80
" 24 1/4 " " "	4 80
" 24 pints " " "	2 50
Bottles, quarts, 12 to case	2 40

#### Imperial Measure.

5 gallon tins, 1 to case	3 90
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### Semper Idem Brand.

#### Packed Wine Measure—Round Tins.

Tins, 6 gallons to case, per case	\$4 50
" 12 1/2 " " "	4 80
" 24 1/4 " " "	4 80
" 24 pints " " "	2 50
Bottles, quarts 12 to case	2 40

#### Imperial Measure.

5 gallon tins, 1 to case	3 90
--------------------------	------

Write us for discounts and terms on Syrups and Molasses. As we are headquarters for Maple Products it will pay you.

A. F. MacLAREN IMPERIAL CHEESE CO. Limited  
TORONTO, ONTARIO.

### NEW COMPANIES INCORPORATED.

PROVINCIAL charter has been granted to London Stock Yards and Abattoir Company, Limited, to construct and operate a live stock market, yards, exhibition, and sale stables for thoroughbred and other stock; to deal in live stock, dressed meats, poultry, game, fish, fruit and produce, etc.; to construct, equip and operate abattoirs, cold storage plants and meat-curing establishments. The share capital of the company to be three hundred thousand dollars divided into three thousand shares of one hundred dollars each, the head office of the company to be at the city of London, and the provisional directors to be John Dolway Wilson, George Francis Morris, Thomas E. Robson, Graham Walker, Finley Marshall, Frederick Phineas Drake and Malcolm Lachlan Leitch.

License has been granted to Gowans, Kent & Company, Limited, Toronto, to carry out and transact all matters and things comprised within the powers of the said company granted by its letters patent of incorporation, dated the 31st day of October, 1905, and issued under the provisions of the Companies Act (Canada), 1902, and that the company has appointed James Gowans Kent, of 14 and 16 Front street east, in the city of Toronto, in the County of York, and Province of Ontario, merchant, to be its attorney.

Provincial charter has been granted to the A. Meyer Company, Limited, St. Catharines, to manufacture and sell bread, biscuits, and confectionery, etc., the share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the city of St. Catharines, the provisional directors of the company to be Anthony Meyer, Francis Theophilus Garner and George Harker Garner.

Provincial charter has been granted to the H. T. Murray Company, Limited, Brockville, to buy, sell and otherwise deal in general groceries and provisions, etc., the share capital of the company to be forty thousand dollars divided into eight hundred shares of fifty dollars each, the head office of the company to be at the town of Brockville. The provisional directors of the company are Charles Henry Macdonald, Charles Edward Boyd, James Boyd, James Russell Lovett Starr, James Adelbert Pratt and Walter Charles Robert Harris.



## UPTON'S

Jams,

Jellies

and

## Orange Marmalade

are the best.



IN STOCK

NEW CROP

Almonds, Filberts, Brazils, Pecans

ARRIVING IN A FEW DAYS

NEW CROP

WALNUTS

THE DAVIDSON &amp; HAY, LIMITED

WHOLESALE GROCERS, TORONTO

## NOTES WORTH NOTING.

A. W. DONLY, commercial agent for Canada in Mexico, writes to the Government that the Mexicans are beginning to produce raw sugar. Cheapness of labor and land in Mexico will offset the preference enjoyed by the West Indian producers.

A barrel of apples shipped from St. Catharines to Winnipeg recently is on exhibition at the storehouse, brought back from Winnipeg for the sole reason of contradicting the story that apples shipped from Niagara district were inferior. These apples are of splendid quality and when exhibited sufficiently will be sold here.

Receipts of wheat at Port Arthur and Fort William elevators for October total eleven and a half million bushels, compared with six and three-quarter million in the corresponding month last year. Shipments east were ten and a half million against three and three-quarter million last year. The movement of wheat east, therefore, from Port Arthur and Fort William is nearly three times what it was last Fall.

W. D. Stephens, proprietor of the City Grocery, Port Hope, Ont., has added to his up-to-date store a new coffee mill. The machine is run by electric power and coffee is ground "while you wait." It travels at the rate of about fifteen hundred revolutions a minute and will grind sixty pounds of coffee per hour.

Owing to the growth in the coffee trade Mr. Stephens found the "Armstrong power" too burdensome and consequently had the machine installed. It has been pronounced a great success by all who have seen it in operation.

The Bode Gum Company has purchased property on Dowd street, off Bleury street, Montreal, and intend to put up one of the most up-to-date chewing gum plants on the continent, plans for which are now being prepared. The building will be five stories high. The business of the company has met with such success in Canada that the present premises on St. George street have been found inadequate to meet the demands of the trade. Mr. Bodenweiser, the proprietor, leaves for New York to purchase the plant, which will be all that is modern and up-to-date in the gum-making line.

The apple shipments from Halifax for London so far this season amount to 126,966 barrels. This is 20,000 barrels less than last year at the corresponding date, and 50,000 less than the year before. The average shipment during the past eleven years has been 233,664 barrels, and the outlook is that this season there will be a considerable falling off. Baldwins, which come along later, are reported a particularly poor crop. Prices in London are reported equal to any realized during the past ten years. By far the greater part of Nova Scotia apple crop for export goes to London. Cable advices to-day report Kings as

high as 26 shillings and very few varieties under 20 shillings per barrel.

## GOOD CHEESE REPORT.

Estimates to hand place the total make of cheese during the past season of Kingston district at 60,000 boxes, or about 5,100,000 pounds, valued at \$530,400.

Napanee district, 65,000 boxes, or 5,525,000 pounds, valued at \$580,125.

The farmers in the two districts thus got over \$1,110,000 for their products of the dairy.

Some 27,921 boxes of cheese were registered at Kingston Board, and the average price was 10.42c.

The boardings at Napanee were 40,871 and average price 10.48c. The quality of the make during the season was never better.

## BUSINESS NOTES.

W. Bailey, baker, Wolseley, Assa., has sustained loss by fire.

Bertha Haase, general merchant, Bancroft, Ont., has been burnt out.

A. M. Anderson, general merchant, Franklin, Man., has been burnt out.

The Bank of British North America has opened a branch in Davidson, Assa.

Finkleman & Shapiro, general merchants, Hartney, Man., have been burnt out.

The Wolseley Trading Co., Limited, general merchants, Wolseley, Assa., have sustained loss by fire.

**Tartan**  
**BRAND**

To tone up your trade for the holidays, order some **Tartan Brand** canned goods and groceries. It will make your store attractive and bring you lots of trade.

Also order a pail of Wagstaff's Old English Mince Meat.

BALFOUR &amp; CO.,

Wholesale  
Grocers,

HAMILTON, Ont.

# MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages : 65-lb. Tubs  
25-lb. Pails  
12½-lb. Pails

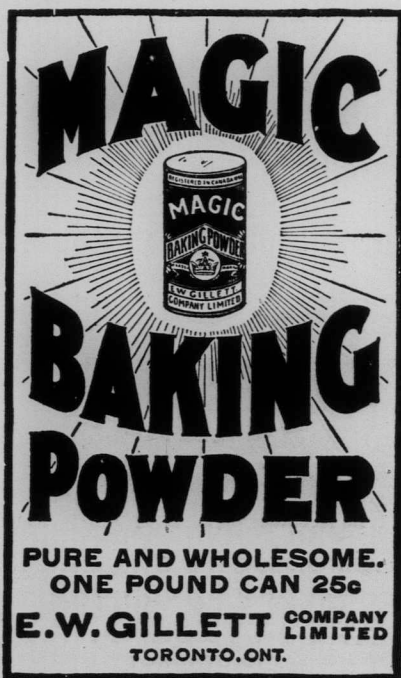
**THE PARK, BLACKWELL CO.**  
PORK AND BEEF PACKERS LIMITED  
**TORONTO**

TELEPHONE M 3960

# Fresh Pork Sausage

You cannot talk too much about a good thing. That is why we talk so much about Sausage. It is good. We say so, our customers say so and you will say so. If you would like a sample shipment, say so. We will be only too pleased to send it.

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



**MAGIC**  
BAKING POWDER  
**BAKING POWDER**

PURE AND WHOLESOME.  
ONE POUND CAN 25c  
**E.W. GILLETT COMPANY LIMITED**  
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

# ALWAYS PREPARED

to furnish prices on car lots or less in

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

OUR MOTTO :

Prompt shipment and one quality, namely, the best

**The J. A. McLean Produce Co., Limited**  
EXPORTERS and WHOLESALE DEALERS

73-75-77 Colborne Street

Toronto.

# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN

Montreal, Nov. 22, 1905.

**T**HE cheese situation remains practically unchanged. Apparently our recent country markets report lower prices. While this is so, it must be taken into consideration that present offerings of cheese are November made goods of more or less faulty quality, and prices realized for these goods are really unusually high. The earlier made September and October cheese, which are of very fine quality, are firmly held at higher prices, but meanwhile the demand for finest cheese is not brisk and the market must be quoted quiet but firm.

At the close of navigation, which also marks the close of the cheese season, the question of stocks is an all-important one to every member of the trade on both sides of the Atlantic.

We have no reliable figures to guide us and the whole is more or less guesswork, but we know that while the make of cheese in Ontario may show an increase over last year, the make in Quebec is decidedly lighter on account of the largely increased production of butter in this Province. On the whole the entire make of cheese will probably show a decrease as compared with last year.

The total exports of cheese from Canada from May 1st, 1904, to May 1st, 1905, were 2,605,844 boxes. Since May 1st, 1905, to date our exports are about 2,100,000 boxes. Taking the above statement of a decreased make into consideration, it would leave us with barely 500,000 boxes cheese in stock, which is very light indeed to start the Winter on. Now, supposing that by extra feeding, induced by the ruling high prices, another 100,000 boxes will be produced from now on, and this is a very full estimate, we would still have only 600,000 boxes in all Canada, about one-half of which are held here for account of houses in the United Kingdom.

The United States have no cheese to spare for export this year, and as the stocks in the various British markets are less than last year, when there was an actual shortage at the beginning of the new season, it is difficult to see that prices should not go higher before the opening of the new season next year.

Prices are higher than last year and this is said to be sure to lead to a decreased consumption, but we have seen higher prices than at present in former years and still people would have some cheese. There is considerably more cheese produced in the United Kingdom than what is imported from Canada and yet our friends across the Atlantic manage to dispose of their goods at a higher price than what they are willing to pay us for our finest goods.

There is still another strong and favorable feature for the future of the cheese market, viz., owing to the high prices prevailing during the entire season, the retailers in Great Britain have lacked confidence to lay in larger supplies and to-day their stocks are merely

nominal, so that they will be obliged to draw more heavily on present stocks in importers' hands and this will keep the trade going probably all Winter.

Butter as an article of export is now a thing of the past. Winter-made butter while it is fresh is palatable, but it is not fit for export or holding purposes.

There are sections especially in the Province of Quebec, where fine butter is produced and these sections will probably more and more get to making butter instead of cheese. The farmers are doing well and there are still great chances for them if they will increase their stock.

### LONDON PRODUCE LETTER.

By Our London, Eng., Correspondent.

Nov. 11, 1905.

**T**HERE is no great change in the butter market to be reported this week. During the past few days there has been a fairly active demand for Canadian butter, but prices have remained unchanged. For choicest parcels 106 and 108 shillings are being asked, while finest brands are fetching six shillings less. Stocks of salted Canadian butter on the spot are being rapidly cleared out, but there is no inclination on the part of buyers to make higher bids. In fact, they are showing a tendency to purchase secondary grades of Australian butter in preference to the equal-priced and even lower-priced Canadian, so that holders are glad to dispose of their Canadian stocks for what they can get. There certainly has not been much money for them in Canadian butter this season, for in spite of general good quality (to which, of course, there have been exceptions) high prices and the peculiarities of the retail demand have shaved their profits almost to vanishing point.

Latest cables from Australia report that as a result of the drought which has prevailed in Queensland and New South Wales, the output of butter from the quarters affected will be somewhat shorter than expected. One has to be very careful how one takes information of this sort, however, and the truth of the statement remains to be seen. It is quite certain that there has been a falling off in the supplies of Australian butter received here as compared with last year, and at the moment of writing the demand for Australian is very active.

Even less is being received from New Zealand this year than last, for the returns show that during October, 1904, this country sent over to us 1,742 cwts. of butter, whereas only 58 cwts. were received during the October just expired and only 54 cwts. during September, 1905.

Siberian supplies are short also. As might be expected, the turmoil and unsettled state of affairs which are disturbing the Russian Empire have had a

disastrous effect upon the commercial transactions of that country, and the butter market is feeling the effects in no small degree. There has been a consequent rise of 3 kroner in the Danish official quotation. As far as can be seen at the moment, if the approach of Christmas brings increased activity to the butter market, the demand will have to be met with shorter supplies than last year. However, there are no signs of Christmas activity in this direction yet, and the butter market has been so uncertain and full of surprises lately that it would not be astonishing to find that even Christmas passed without any hustle at all.

Cheese. Advices here this week are to the effect that there has been a most welcome improvement in the demand, and at time of writing general activity prevails. There has been a consequent advance of 1 shilling per cwt. on spot prices, and cables from Montreal state that some further advance must be looked for on c.i.f. quotations. Choicest white Canadian is now realizing 58s, and colored Canadian 59s and even 60s.

The total supplies of cheese received from Canada during the past ten months have been 1,522,968 cwts. From New Zealand during the same period have come 75,855 cwts.; from the Netherlands, 173,104 cwts.; from the United States, 137,713 cwts. The grand total of cheese receipts for this period is 2,004,454 cwts.

Bacon. There is not much change to report for bacon this week. The demand and supply are very evenly balanced, and all arrivals are going steadily into consumption. According to reports on this side, Canadian killings are steadily increasing, and as the future of the market depends very largely upon the supplies coming to hand, it will be for the packers to protect their own interests by seeing that the price of hogs is reduced. The consumptive demand here is not expansive at this time of the year, except at lower prices.

### CANADIAN CONSUMPTION OF BUTTER.

Canada's total exports of butter amounted to 16,656,279 pounds in 1901, to 27,889,907 pounds in 1902, and to 34,146,917 pounds in 1903. But Canada produced 141,026,229 pounds of butter in 1901 according to the Dominion census. That is, the quantity of butter consumed in the home market was more than eight times as great as the quantity exported in 1901.

The quantity of butter made in the different Provinces was as follows:

	Pounds.
Ontario .....	62,938,110
Quebec .....	42,982,188
Manitoba .....	10,183,343
Nova Scotia .....	9,331,142
New Brunswick .....	8,130,347
Northwest Territories .....	4,012,751
Prince Edward Island .....	1,960,332
British Columbia .....	1,488,016

Total for the Dominion ....141,026,299

**Butchers, Merchants and Hide Buyers**

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

**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**

**BUTTER**

When you have one or 100 tubs  
write us for price.

**The WM. RYAN CO., Limited**

70 and 72 Front St. E., Toronto.

**BUTTER and EGGS**

— WE ARE —

**BUYERS and SELLERS**

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

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants.  
**TORONTO.**

See our Bamboo handle

**BROOMS**

**25 Cent Line**

Splendid value

**WALTER WOODS & CO.**

Hamilton and Winnipeg.

**PROVISION AND DAIRY MARKETS.**

**TORONTO.**

**Provisions**—Reports to hand denote a marked improvement in arrivals, with no material increase in demand, prices have in consequence eased somewhat, generally to the extent of 1-4 to 3-4c. Dressed hogs in ear lots are coming in in better condition and command a little better price.

**Meat**—We quote:

Long clear bacon, per lb.....	0 11
Smoked breakfast bacon, per lb.....	0 14 1/2 0 15
Roll bacon, per lb.....	0 11
Small hams per lb.....	0 13
Medium hams, per lb.....	0 13
Large hams per lb.....	0 12
Shoulder hams, per lb.....	0 10 1/2
Backs, per lb.....	0 14 1/2
Heavy mess pork, per bbl.....	18 00
Short cut, per bbl.....	22 00
Shoulder mess pork, per bbl.....	4 50 15 00
Lard, tierces, per lb.....	0 10 1/2
" tube.....	0 10 1/2
" pails.....	0 10 1/2
" compounds, per lb.....	0 07 1/2 0 07 1/2
Plate beef, per 200-lb. bbl.....	12 00 12 50
Beef, hind quarters.....	6 00 7 00
" front quarters.....	4 50 5 00
" choice carcasses.....	5 50 6 50
" common.....	3 50 4 50
Mutton.....	0 08
Spring lamb.....	0 09 0 10
Veal.....	0 07 0 10
Hogs, street lots.....	7 75 8 25
" dressed, ear lots.....	7 25 7 35

**Butter**—The market has not been over brisk. Arrivals are slow coming to hand with demand continuing about normal. Large dairy rolls are coming in and creamery prints have advanced 1 to 2 points. We quote:

Creamery prints.....	Per lb.	0 24	0 25
" solids, fresh.....		0 23 1/2	0 24
Dairy prints.....		0 21	0 22
" in tubs.....		0 18	0 21
" large rolls.....			0 20

**Eggs**—The market in eggs continues featureless. Arrivals are slow, and prices continue firm. We quote:

New laid eggs, per doz.....	0 25
Fresh.....	0 23
Pickled.....	0 21

**Cheese**—The domestic market has been moving more freely. The boards are fast closing up and prices are being well maintained. The general indications are that prices will continue firm for the remainder of the season. We quote:

Cheese, large.....	Per lb.	0 12 1/2
" twins.....		0 13 0 13 1/2

**Cheese Board Report.**

(For week ending Nov. 18.)

Board.	Boxes.	Price.
Kingston.....	679	0 11 1/2
Madoc.....	500	0 11 1/2
Brockville.....	3,677	0 11 1/2
Belleville.....	1,697	0 11 11-16
London.....	1,710	
Iroquois.....	697	
Cornwall.....	1,172	0 11 1/2 0 12 3-16

**MONTREAL.**

**Provisions**—The provision market shows no change.

Supply of hogs is good with prices a shade firmer.

Bacon is in good demand at unchanged prices, while hams, which are in poor demand, are easy.

No change in lard.

Dressed hogs are quoted at \$8.25 to \$8.50 for fresh abattoir killed and country dressed at \$7.50 to \$8.00.

Lard, pure tierces.....	0 10 1/2
".....	56-lb. tubs..... 0 11
".....	20-lb. pails, wood (10 1/2)..... 0 11 1/2
".....	cases, 10-lb. tins, 60 lbs. in case..... 0 11 1/2
".....	5-lb. "..... 0 11 1/2
".....	3-lb. "..... 0 11 1/2
Lard, Boar's Head brand, tierces, per lb.....	0 06 1/2
".....	1-tierces, per lb..... 0 07 1/2
".....	60-lb. fancy tubs..... 0 07 1/2
Cases, 20 3-lb. tins, per lb.....	0 07 1/2
".....	12 5-lb. tins "..... 0 07 1/2
".....	8 10-lb. tins "..... 0 07 1/2
20-lb. wood pails, each.....	1 47 1/2
20-lb. tin pails, each.....	1 37 1/2
Wood net, tin gross weight.....	\$19 00 \$20 00
Canadian short cut mess pork.....	19 00 20 00
American fat back.....	19 00 21 00
Breakfast bacon, per lb.....	0 14
Hams.....	0 12 1/2 0 13 1/2
Extra plate beef, per bbl.....	11 50 12 00

**Poultry**—The firmer weather that has prevailed has made an improvement in the poultry market though it is not exceptionally active as yet. The absence of snow and settled hard weather is a drawback to good business.

Turkeys are selling well at 14c.; geese, 9c. to 10c.; ducks, 12c. to 13c.; chickens, 10 1-2c. to 11c. and fowls, 8c.

**Butter**—The butter market is very firm and the local demand good. Fancy fresh Townships is not obtainable at less than 24c., with choice creamery bringing 23 3-4c. and fine 23 1-2c. Export trade has dropped off, but the local demand is so strong that prices are well maintained. We quote:

Fancy Townships.....	0 22 1/2	0 22 1/2
Finest creamery.....	0 22 1/2	0 22 1/2
Fine.....	0 21	0 21 1/2
Medium.....	0 20	0 21 1/2
Fresh dairy tubs.....	0 18 1/2	0 19

**Eggs**—The egg market is steady and supplies only equal to the demand. Export business has practically ceased. Selects are quoted at 24c. to 25c. and No. 1 candled at 20c. with Montreal limited, 20 1-2c. to 21c.

Straight receipts.....	0 18 1/2	0 19
Selected stocks.....	0 22 1/2	0 23

**Cheese**—The cheese market holds extremely steady and prices are remarkably high, although there is practically no business passing between here and the U. K. Quebec Octobers are quoted 12c. to 12 1-8c.; Townships, 12 1-8c. to 12 1-4c. and Ontarios 12 1-4c. to 12 3-8c. November cheese are ruling about a quarter of a cent less. We quote:

Finest Quebecs.....	0 11 1/2	0 11 1/2
Townships.....	0 11 1/2	0 11 1/2
Ontarios.....	0 11 1/2	0 11 1/2

**WINNIPEG.**

**Creamery Butter**—Prices to the retail trade are quoted as follows:

Finest fresh creamery, in 56-lb. boxes.....	0 25
".....	in 28-lb. boxes..... 0 25
".....	in 14-lb. boxes..... 0 25
".....	in 1-lb. bricks..... 0 26

**Dairy Butter**—There has been a sharp advance in the price of dairy butter and local produce houses are now quoting as high as 20c. per lb. for No. 1 dairy delivered in Winnipeg.

**Lard**—Prices are still quoted as follows:

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

**Cheese—We quote:**

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

**Cured Meats—**Prices are quoted as follows:

**SMOKED MEATS.**

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

**DRY SALT MEATS.**

Bacon, dry salt long clear	0 10
" " smoked	0 11
" " boneless backs	0 11
Shoulders	0 08

**BARREL PORK.**

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

**PICKLED GOODS (COOKED).**

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 50	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.				0 04
" hocks				0 04

**Eggs—**Supplies are not very liberal. Produce houses are paying 23c. per doz. for eggs delivered in Winnipeg.

**VANCOUVER, B. C.**

**Produce—**Hams are now quoted half a cent lower, at 15 to 15 1-2c. Ontario cheese has advanced until it is quoted at 15c. and 15 1-4c., which is an increase of fully 1-2c. over recent rates.

Butter, local, is quoted at 30c. for creamery and 26c. to 28c. for local fresh dairy. Eastern creamery, 26c.; eastern dairy, 19c. to 21c.

Eggs still remain scarce; that is the strictly fresh article. They are quoted as high as 65c. with few offering. This price may remain some time as the production is very small now. The situation, however, may be relieved by importations of case eggs from Washington and Oregon. Eastern case eggs are quoted at 25c. to 26c.

**ST. JOHN, N.B.**

**Provisions—**In pork prices are higher, particularly American mess. Domestic mess is still in light supply. There has been fair business.

Pure lard still high. Quite large stocks of American held. Price is rather below Canadian. In refined lard price continues low and demand good.

Smoked meats firm. In fresh beef market continues dull. Lamb brings full prices. Mutton, owing to the demand from the steamers, is firmer.

Veal little seen. Poultry, as for some years, are higher. We quote:

Mess pork, per bbl	\$19 00	\$21 00
Clear pork, " "	18 00	21 00
Plate beef, " "	13 00	15 00
Domestic beef, per lb.	0 05	0 07
Western " "	0 08	0 09
Mutton " "	0 05	0 06
Veal " "	0 06	0 07
Lamb	0 09	0 10
Pork, per lb.	0 07 1/2	0 08 1/2
Hams, " "	0 13	0 14 1/2
Rolls, " "	0 10	0 13
Lard, pure, tubs, per lb.	0 11 1/2	0 11 1/2
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**N. B. Markets.**

St. John, N.B., Nov. 21, 1905.

**T**HE Winter Port business has begun. The outlook is bright. It is expected this will be the most successful season we have had yet.

The Canadian Pacific Railway had a very large quantity of grain in the elevator awaiting the first steamer. In business the big-rush is over for the wholesaler.

It is expected the St. John River will be closed this week. The Fall has been unusually mild. The retailers at this season make their stores particularly attractive.

In markets there is little of interest that is out of the ordinary. Prices are generally firm. One thing has been particularly noticed this Fall, the extremely low price of Yellow Eye beans, the lowest figure perhaps ever quoted. They have been below white beans. Fish continues a luxury.

**Oil**—In burning oil business is rather

more quiet though the quantity moving is still large. Prices are held firmly at the advance.

In lubricating oil demand is quiet, even for this, the quiet season.

Paint oils are dull. Market is quite firm, though linseed are still low.

Turpentine continues extreme in price. Cod oil is quite high. There is now a fair supply. There has been quite an export demand.

**Salt**—The first of the regular Liverpool liners arriving this week brought some salt, both coarse and fine. The steamers coming regularly during the winter makes it easy to have regular supply. There is just fair demand. The heavy business is over for the year. A cargo of Turks Island salt was received this week. In fine salt sales are light at this season.

**Canned Goods**—Sales are now rather quiet.

In vegetables the cut prices are not so regularly quoted.

In tomatoes the outside situation is firm. There will be no cheap American tomatoes to help out the short pack.

In fruits just a fair business. Prices unchanged.

In fish there is some demand for cheap salmon. General demand not large.

Meats have little sale at even figures. Oysters are unchanged.

Lobsters very high.

In sardines, imported goods are having better sale than usual the demand being for the higher priced goods. In domestic, a steady sale.

In kippers and haddies just a fair supply.

**Dried Fruit**—New dates via New York have been received. These cost higher than the direct goods.

In raisins, the very small quantity of seeded which have been bought and the high price is the feature of the market. Malaga loose and Valencia layers are plenty and reasonable. There is practically no sale here for off stalk or selected Valencias.

Prunes are in light supply and firmly held.

A fair stock of apricots and peaches, but this is small business here.

Peels are freely offered.

Figs sell freely and are quite cheap.

Evaporated apples are high. Spot stock small, but quite a few bought to arrive.

Onions are higher.

Currants are slightly higher.

**Sugar**—The market is weak and stocks are kept as light as possible. Prices are low.

**Molasses**—There is just a fair business. Prices are quite low. A full stock of Porto Rico is held, but supply of Barbadoes is light.

**Fish**—Prices are still extreme.

There has been a fair supply of dry cod, but no change in price.

Pickled herring are higher and supply is light. The season of best sale is over.

Smoked herring, which for so long were very low, continue to gain strength and are already higher.

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#### THE ONTARIO HORTICULTURAL EXHIBITION.

**T**HERE probably has never been an Exhibition which attracted more interest proportionately than the one which opened in Toronto on the 14th inst., the Ontario Fruit, Flower and Honey Show.

Canadians have probably not fully realized the important place which these Exhibitions are destined to play in the education of Canadian commercial life.

An Exhibition is not merely a place for the display of merchandise, with a certain accompaniment of entertainment. If it is to be an unqualified success, it must carry with it every feature which will educate and interest the public in general on the points of the subscribing exhibits.

There is no interest or benefit to be gained by ignorance. Let the public have the full light of day on every industry. Let them KNOW what they are buying, and a degree of healthy trade will be stimulated, of untold value to the commercial community.

These points were well maintained in the Fruit and Vegetable Show. Anyone who cared to investigate was made ac-

quainted with all the points which went to make perfect fruit, and the result was an immense amount of interest from all visitors alike.

Nothing could have been more gratifying to Chief Inspector McNeill and his assistants than the interest and inquiry which came not only from the growers themselves but from the general public.

It is, however, a thousand pities that a more suitable building was not forthcoming for so important an Exhibition. Had it been possible to concentrate the whole show on one extended floor space the impressiveness of the show would have been materially added to and its vastness manifest.

The fruit submitted for competition revealed a great deal of care in growth, selection, and packing, and was a speaking tribute to the energies the Government have put forth in the way of educating the fruit growers to the need of care in this regard. It was gathered that seventy-five per cent. of the exhibits passed the standard of "good," as against five per cent. of a year ago.

Ontario has an excellent opportunity to distinguish itself in its fruit production, it can produce fruit suitable for many markets, and it must see to it that its grading, packing and marketing are thoroughly up-to-date and on commercial basis.

#### LAKE NAVIGATION EXTENDED.

**A**N unprecedented extension of rates for navigation on the upper lakes has been decided upon by the marine underwriters. The customary date of closing is December 5th, but this year, owing to the extraordinarily large crop of wheat produced in the Northwest, which must be moved to the east, insurance rates have been extended seven days, to December 12th.

The thousands of bushels of grain which are still being delivered daily to the elevators at Fort William and Port Arthur total up a quantity which cannot possibly be handled in the customary time.

Were the insurance rates to close December 5th as usual a very serious state of affairs would result, for most of the grain would in that case have to be hauled by the railways all the way from Fort William. But with the extension of rates the steamers will be able to take the wheat to such points as Depot Harbor, Kingston and Buffalo for distribution.

As is to be expected the rates will increase during the extended period per ratio of the regular increase, December 1st to 5th. Only once in the past (four years ago) have the underwriters granted a similar extension, and at that time the period covered was much shorter than it will be this Fall.

#### CLOSING OF THE CHEESE SEASON.

**T**HE Canadian cheese market is drawing to a close. Many factories have already shut down for cheese and are now turning their attention to butter.

Probably never before has the market closed in such a satisfactory position as regards the factories. Prices have not only maintained a firm standard but have steadily and persistently advanced, until at the moment of finish cheese is fetching the highest standard reached.

The present season has undoubtedly been a favored one; it opened on a well-nigh depleted market, consequent upon the fact that the standard of cheese-making had generally improved until not only had it SATISFIED the European market, but had CAPTURED it, the demand being increased so enormously that it had drawn on our stocks right up to the supply. An idea of the place which Canadian cheese has secured in the British market will be obtained by noting that for the calendar year of 1904 the total cheese imports of the United Kingdom were 286,081,376 pounds, and of this total Canada supplied 212,862,272 pounds.

The season's trade, however, has not been without its drawbacks. The export demand being good and active at an early stage had the unfortunate effect of hastening sellers, with the certain result that much cheese was sent forward far too quickly, and as the active demand was a genuine one these goods had to be at once used up, creating much dissatisfaction abroad.

Generally speaking, however, quality has been maintained, which accounts for the fact that prices have steadily advanced. It was thought by some dealers that prices would have to drop materially to stimulate export trade. Seeing, however, that the present prices have been reached through an improved estimation of Canadian cheese, combined with a firm and honest demand, it appears scarcely probable that any serious change will occur.

An additional and important feature of strength being that final offerings of cheese on Quebec and Ontario boards have changed hands at one and two points in advance of previous sales. One large buyer of cheese was heard to remark that he would take 1,000 cheese at present board prices if they could be secured.

It is an accepted fact that after the September make prices on the board usually show a slight decline. This year, however, things have reversed themselves, October cheese fetching easily the same standard as September make, whilst that made toward the end of the month and early November have really advanced on September prices.

## GROCER INTERESTS AND TARIFF COMMISSION.

THE Tariff Commission, sitting in Toronto, since our going to press last week had under consideration the petition presented by the spice milling industry in Canada. All the spice dealers in Canada were represented by the deputation, headed by Robert Greig. The latter said that the fifty spice milling concerns which employed 1,500 persons found the existing tariff unsatisfactory, as it permitted the importation of many adulterated condiments.

The reading of petition called forth a good deal of discussion, remarks were passed referring to the recent discovery of adulterations, and it was stated that the Government was fully determined to put an end to the objectionable practice. The text of the petition runs as follows:

To the Members of the Tariff Commission, 1905.

Gentlemen,—The undersigned manufacturers beg to submit a statement of the conditions of the spice milling industry in Canada at the present time.

(A) Extent of the Spice Milling Industry—There are about fifty establishments engaged in this business in Canada, employing about 1,500 persons, and representing the investment of a large amount of capital.

(B) General Conditions—Owing largely to the operation of the prevailing Customs Tariff the trade conditions are not as satisfactory as could be desired. Large quantities of very low grade and impure spices are being shipped into Canada by United States manufacturers, who are not subject to the food inspection regulations of the Inland Revenue Department of Canada, and Canadian manufacturers are placed at a distinct disadvantage owing to the tariff, in being unable to offer pure spices at prices that will compete with these low-grade goods. To overcome this it is suggested that (a) a rigorous inspection on all spices be made at the port of entry, or (b) preferably that the duty be readjusted so as to preclude the entry of such goods into Canada.

(C) Raw Materials Used—The raw materials used are imported principally from the West Indies, East Indies, China, Japan, and Zanzibar, and consist largely of:

Pepper, ginger, allspice, cloves, cassia, cinnamon, and chillies, on which the duty is at present 12½ per cent. on whole goods, and 25 per cent. on ground goods.

Nutmegs and mace, the duty on which is 25 per cent. on both whole and ground goods.

Cocoanuts, on which the duty is 50c. per 100 when imported direct to a Can-

adian port, or \$1 per 100 if otherwise shipped. (This represents about 25 per cent. ad valorem at the 50c. rate, or 50 per cent. at the \$1 rate.)

Thyme, savory, sage, mint and herbs, the duty on which is 20 per cent. on both whole and ground goods.

(D) Rearrangement of Tariff Desired—It is respectfully represented that a re-adjustment in the tariff made as follows would be of inestimable value to those engaged in the business in Canada, as well as to the Canadian public generally, as affording a protection against the entry of impure goods:

1. All whole spices, including pepper, ginger, allspice, cloves, cassia, cinnamon and chillies, to remain at 12½ per cent. ad valorem, as at present.

2. That whole nutmegs, mace, and all edible herbs, including thyme, sage, savory and mint, be placed on a uniform basis with other whole spices, viz., 12½ per cent. ad valorem.

3. A re-arrangement in the duty on all ground spices, including nutmegs and mace, now 25 per cent., and herbs, now 20 per cent., ad valorem, to a mixed rate of 12½ per cent. and 3c. per pound, the weight of the package, when one pound or less, to be included in the weight for duty. This will not increase the general tariff in any way, but will operate entirely to the exclusion of the low-grade goods above referred to.

4. A reduction in the rate on cocoanuts from the present specific duty of 50c. per 100, to an ad valorem rate of 12½ per cent. when imported direct to a Canadian port; when not imported direct the duty to remain as at present, namely, \$1 per 100.

(E) Preferential Tariff—The spice manufacturers of Canada desire to express their approval of the provisions and operation of the British Preferential Tariff, in so far as it concerns this particular industry.

Respectfully submitted.

The brush manufacturers of Canada, represented by Mr. Emil C. Boeckh, president of the United Factories, Limited, asked that, instead of 25 per cent. ad valorem, the duty should be 25 cents per dozen on brushes, except those fastened in quills. He complained of the flooding of the Canadian market by American goods and by prison-made goods from various countries. He assured the Commission that there is no combination, association or agreement, and that the change in duty would keep out the cheaper classes of goods. He read a letter from a firm offering to supply prison-made goods.

"You don't need any amendment of the tariff for that," replied Mr. Field-

ing. "We have a law now against dumping and against importation of prison-made goods, and that firm could be convicted on their own letter."

The letter was handed in for the information of the Customs Department.

The first branch of the Retail Merchants' Association to be heard was the wholesale fruit and vegetable importers. Mr. Fred. C. Higgins pointed out that there were large trade interests involved. There were climatic reasons why Canada could not grow certain fruits, and others could only be grown in a restricted season. He saw no reason why, for instance, there should be any duty on bananas and oranges, on which, he understood, a duty was asked. Mr. Higgins presented a memorandum, asking the following changes in duty:

Cranberries—That the present duty of 25 per cent., amounting at present prices to \$3 a barrel, be reduced to \$1 per barrel, as the existing duty is prohibitive, and the production in Canada is small.

Grapes—That the present duty of 2 cents per pound be reduced to 1 cent per pound, as there was a great demand for them, and we have to depend on imported goods for a Winter supply. The present duty amounts to \$400 per car.

Strawberries—That the present duty of 2 cents a pound is excessive; the importation begins in February and ceases in the latter part of May, and in no sense compete with the home-grown article.

Peaches—That the present duty of one per cent. per pound or \$220 per car be reduced to half a cent from December 1 to August 15, and for the balance of the year the duty be unchanged.

Mr. Fisher pointed out that the fruit growers complained that the early imported fruits spoiled the taste of the consumers before the home product came in.

"From my experience as a retailer," Mr. Higgins replied, "I do not think the growers have any reason to complain of the prices received. There is a natural protection in the perishable nature of the commodity, and the expense of bringing it here. The imported fruit is not sold here at very low prices."

For the vegetable dealers, Mr. Frank Simpson presented the following views:

Potatoes—Duty should be reduced from 15 to 10 cents per bushel, as until July there is not sufficient to supply the home market.

Tomatoes—Duty of 25 per cent. is ample. Increase asked by growers to \$1.20 per bushel would destroy the trade.

Onions—Duty should be reduced from 25 per cent. to 10 cents a bushel.

Cucumbers—Duty of 25 per cent. should be retained.

## WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER,  
511 Union Bank Building, Winnipeg, Man.

### OFFICERS OF THE ASSOCIATION.

President, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president J. D. Baine, Boissevain, Man.; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue, Winnipeg.

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**S**ECRETARY COULSON writes The Canadian Grocer from Edmonton that organization work in the new Province of Alberta has been proceeding satisfactorily, and that many new members have been added to the association list. Probably in next issue this paper will be able to publish the list of new members secured in Saskatchewan and Alberta.

In response to a letter of inquiry regarding the progress of the association in the Arnaud district, Wilfrid Ledoux writes The Canadian Grocer as follows:  
Arnaud, Man.,  
Nov. 14, 1905.

Editor Canadian Grocer,  
Winnipeg, Man.:

Dear Sir,—I am in receipt of your letter of recent date and beg to reply as follows to your questions regarding the association:

You ask how many dealers in this section have adopted the cash programme of the association. In reply I beg to state that out of 28 general merchants in this part of the country 22 have adopted a strictly cash business for the Winter months, and the other six will enforce the same system on December 1st. This delay was caused by the car shortage at some points hindering the marketing of the crops. Money will not be plentiful much before December 1st.

You ask whether in our section we are allowing 30-day accounts to be treated as cash. We do if we are satisfied that the customer will pay promptly, but if a customer is slow in paying, or if we are a little doubtful as to his financial condition, or if he is doubtful himself as to when he will be able to pay, we insist on strictly cash transactions. We are afraid of our customers abusing this privilege. My experience with 30-day accounts is that in many cases they are allowed to stand for several months.

You also ask whether we are meeting with much opposition from our customers in introducing the cash system. No, we are not. On the contrary, we are meeting with much encouragement from the best class of our customers, those who have the money. They are willing to pay cash for everything they buy, as they clearly understand that they are saving money by doing so, and recognize that the cash system is to their benefit.

We are meeting with strong opposition from a small percentage of our

customers, those who have always bought their goods on credit and who are not very desirable as customers. Some of them are trying to break what they call the "Combine" by treating, others see a very short life for the "cash store," and still others are talking of the farmers clubbing together and going to Winnipeg to buy their goods direct from the wholesale jobbers; but, of course, this is only talk, which

In this part of the country every merchant seems to have realized that the association is an absolute necessity to protect not only ourselves but the trade generally, and all merchants in this section are anxious to follow the programme adopted by the association.

Thanking you, Mr. Editor, for the space in The Canadian Grocer, I am,  
Yours truly,  
W. LEDOUX.

This letter indicates a very satisfactory state of affairs in Arnaud, and it is only an example of several such letters received at this office during the last fortnight. While advices received by The Canadian Grocer show that in a few sections the trade are not as enthusiastic as might be desired, the vast majority of the communications received (and this office has been in communication with the trade in almost every district where the association has been organized) show that the association is accomplishing effective work in this vexed question of long credits.

Mr. Ledoux is not the only dealer to mention that a few dealers are delaying the inauguration of their cash programme until Dec. 1st, owing to the fact that there have been serious car shortages in a few districts, thus delaying the marketing of the crop. It can readily be understood that in sections where the crop has not yet been marketed it is difficult to enforce the strictly cash system. November 1st was the date selected at the conventions because it was thought that by that date the crops would be pretty well marketed in all sections. But of course the association in convention assembled could not reckon with car shortages, and it may be necessary in some sections to delay the inauguration of the cash system until December 1st.

### THE TRADING STAMP ACT.

**T**HE following letter has been received by the editor of The Grocer from the National Cash Register Co., Limited, and has reference to the above Act and their coupon system, which it is claimed by a slight modification is unaffected by the new Act. The two letters speak for themselves:

Editor Canadian Grocer:—Our atten-

tion has been called to page 32 of the November 17th issue of The Canadian Grocer, commenting on the question of the Trading Stamp Act. I am forced to bring to your attention where you are in error in some of your statements in this article. You state to all your readers that they should drop at once with the whole business of giving receipts, coupons, premium tickets or any such device, which are redeemable, because you deem the giving of any such discounts as coming under the new Trading Stamp Act. I beg to attach you a copy of a letter that has been given to each of our representatives. Please note the one signed by our solicitor.

This makes it clear that any merchant can still give the discount or rebate if on his discount checks they show their face value and they show that they are redeemable at any time and redeemable only at his store where the check was issued, and we are so advising by letter the thousands of merchants in this country who are using our National Cash Registers in connection with their business that issue a printed receipt to each customer for the amount of his purchase that on this receipt he can have his register print something like the following: "This check is good for 5 per cent. of face value in cash or goods, redeemable at any time in my store. \$10 worth would entitle you to 50c."

Of course, whether the merchant wants to give 3, 5 or 10 per cent., that comes under his own jurisdiction.

I think by carefully reading the Act you will find that the above comes strictly within same, and I feel that you should certainly correct the impression given, as we have a great many merchants adopting our check printing registers every month, to say nothing of the thousands already using them.

I enclose you a sample check as issued by the register mentioned.

F. E. MUTTON,  
Canadian Manager,  
National Cash Register Co.

The attached letter to which Mr. Mutton refers is as follows:

National Cash Register Co.: I beg to advise you that the recent amendment to the Criminal Code, being Bill 196 of the last session of Parliament, known as the Trading Stamp Act, does not in any way affect or render liable in the slightest degree any user of your check device cash register.

The Bill was aimed at what are properly known as trading stamps and applies where the premium is redeemable other than by some person other than the vendor of the goods or by the vendor in goods not his property or exclusive property or by the vendor elsewhere than in the premises where he sells the goods.

Therefore the giver of a check under your check register system, where this check shows that it is given in the giver's place of business and redeemable there and shows its value on its face and is redeemed only by the giver at his own place of business, is outside of the operation of this Bill. In other words, the single giver of premiums with purchases, which premiums are given at his own store, is not within the operation of the Act.

(Sgd.) GEO. ROSS.

# CULTIVATE YOUR TEA TRADE

by selling

Highest  
Award



St. Louis  
1904

The Favorite of the Public

Sells Readily

No Dead Stock

No Cutting in Prices

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Prices and Terms from

"SALADA," Toronto or Montreal

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A GOOD PROFIT AND  
A GOOD ARTICLE

## Lily White Gloss Starch

is that kind of a combination for the dealer.

When a stock of this well-known brand of Laundry Starch is put in the grocer feels that he is not taking any long chances. It is distinctly a case of "backing the favorite." He knows it will "move," and quickly; no bargain sales from tubs at the season's end, of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the "real thing."

Attractive packages, heavy advertising, everything in fact that could be done to help the grocer has been and will be done continuously.

BRANTFORD STARCH WORKS, LIMITED  
BRANTFORD, CANADA

# MARKETS AND MARKET NOTES

## Ontario Markets.

### GROCERIES.

Toronto, Nov. 22, 1905.

**B**USINESS reports show considerable improvement since our last issue. Orders from outside points have been freely coming to hand and denote a disposition on the part of buyers to lay in good stocks before the ruing of the coming Christmas season.

In canned goods there is no new feature to mention. Orders have been plentiful and with the exception of strawberries, which are practically off the market, there is nothing of interest.

The sugar market has shown considerable strength on the New York and European markets which has had the effect of giving strength to the domestic trade during the current week. Acadian and Berlin sugars have advanced five cents, which now places them within 10 cents of other quotations.

Molasses shows no feature of interest. Syrups have been fairly active with prices continuing firm.

The coffee trade still continues to show moderate activity and a much better discernment is manifested by buyers, clearly showing that coffee is inclined to make headway in public favor.

The local tea trade has been fairly active and is more inclined to move in sympathy with the London reports. Teas which have been offered showing cup qualities have fetched firm prices and have been more easily placed.

Foreign dried fruits continue to show considerable strength, the demand for prunes has had the effect of still further strengthening the market and our prices are revised accordingly. Other lines of Mediterranean and Californian goods are developing interesting features as will be seen from our detailed report.

Rice and tapioca, whilst showing no special feature of development are continuing active in demand with quotations very firm.

Spice is occupying its usual interest at the present season with no distinctive feature of note.

Honey continues to attract a good deal of attention and samples are reported as showing excellent quality.

Beans are reported as difficult to get, it being believed that farmers are holding back supplies in view of probable strengthening markets.

Fish, both dried and fresh, are showing very active trade. Reports of quality are very encouraging and prices are considered to be moderate at present quotations which are ruling extremely firm.

The hide market is settling down to more normal conditions as will be seen by our detailed report.

**Canned Goods**—The market has continued a steady active demand, with no special feature of interest since our last report. Strawberries are withdrawn from quotation on account of short pack.

Group No. 1 comprises—“Canada First,” “Little Chief,” “Log Cabin,” “Horse-shoe” and “Auto” brands, also all private brands.

Group No. 2 comprises—“Lynnvalley,” “Maple Leaf,” “Kent,” “Lion,” “Thistle,” and “Grand River” brands.

Group No. 3 comprises—“Globe,” “Jubilee,” “White Rose,” and “Deer” brands.

	Group No. 1	Groups 2 and 3
Apples, standard, 3s.	0 90	
“preserved, 3s.	1 25	
“standard, gal.	2 00	

Blueberries—		
2s, standard.	0 92½	0 90
2s, preserved.	1 42½	1 40
Gals., standard.	4 52½	4 50

Cherries—		
2s, red, pitted.	2 02½	2 00
2s, “not pitted.	1 57½	1 55
2s, black, pitted.	2 02½	2 00
2s, “not pitted.	1 57½	1 55
2s, white, pitted.	2 22½	2 20
2s, “not pitted.	1 82½	1 80
Gallons, standard, not pitted.	7 02½	7 00
“pitted.	8 52½	8 50

Currants—		
2s, red, H.S.	1 60	1 57½
2s, red, preserved.	1 80	1 77½
Gals., red, standard.	4 77½	4 75
“solid pack.	7 02½	7 00
2s, black, H.S.	1 77½	1 75
2s, “preserved.	2 07½	2 05
Gals., black, standard.	5 02½	5 00
“solid pack.	8 02½	8 00

Gooseberries—		
2s, H.S.	1 90	1 87½
2s, preserved.	2 12½	2 10
Gals., standard.	6 02½	6 00
“solid pack.	8 02½	8 00

Lawsonberries—		
2s, H.S.	1 77½	1 75
2s, preserved.	1 95	1 92½
Gals., standard.	5 52½	5 50

Red Raspberries—		
2s, L. S. (Shafferberries).	1 42½	1 40
2s, H. S.	1 67½	1 65
2s, preserved.	1 87½	1 85
Gals., standard.	5 27½	5 25
“solid pack.	8 27½	8 25

Black Raspberries—		
2s, black, H. S.	1 62½	1 60
2s, preserved.	1 77½	1 75
Gals., standard.	5 02½	5 00
“solid pack.	8 72½	8 70

Peas—		
Extra fine sifted, 2s.	1 22½	1 20
Sweet wrinkle.	0 82½	0 80
Early June.	0 70	0 67½
2s, standard.	0 62½	0 60

Spinach—		
2s.	1 42½	1 40
3s.	1 82½	1 80
Gals.	5 02½	5 00

Asparagus—		
2s, tips.	2 52½	2 50

Rhubarb—		
2s, preserved.	1 17½	1 15
3s.	1 92½	1 90
Gal, standard.	2 65	2 62½

Grapes—		
2s, white Niagara.	1 42½	1 40
2½s, white Niagara.	1 77½	1 75
3s, white Niagara.	1 97½	1 95
Gal, white Niagara.	3 52½	3 50

Peaches—		
1½s, yellow (flats).	1 70	1 67½
2s, yellow.	1 90	1 87½
2½s, yellow.	2 60	2 57½
3s, yellow.	2 85	2 82½
3s, yellow (whole).	2 37½	2 35
2½s, white.	2 50	2 47½
3s, white.	2 70	2 67½
3s, pie.	1 27½	1 25
Gal, pie, peeled.	4 52½	4 50
Gal, pie, not peeled.	3 77½	3 75

Pears—		
2s, Flemish Beauty.	1 65	1 62½
2½s, Flemish Beauty.	1 97½	1 95
3s, Flemish Beauty.	2 12½	2 10
2s, Bartlett.	1 80	1 77½
2½s, Bartlett.	2 17½	2 15
3s, Bartlett.	2 37½	2 30
3s, pie.	1 27½	1 25
Gal, pie, peeled.	3 80	3 77½
Gal, pie, not peeled.	3 27½	3 25

Pineapple—		
2s, sliced.	2 32½	2 30
2s, grated.	2 57½	2 55
3s, whole.	2 72½	2 70

Plums, Damson—		
2s, light syrup.	0 92½	0 90
2s, heavy syrup.	1 17½	1 15
2½s, heavy syrup.	1 47½	1 45
3s, heavy syrup.	1 77½	1 75
Gal, standard.	2 97½	2 95

Plums, Lombard—		
2s, light syrup.	0 97½	0 95
2s, heavy syrup.	1 22½	1 20
2½s, heavy syrup.	1 52½	1 50
3s, heavy syrup.	1 77½	1 75
Gal, standard.	3 17½	3 15

Plums, greengage—		
2s, light syrup.	1 02½	1 00
2s, heavy syrup.	1 27½	1 25
2½s, heavy syrup.	1 52½	1 50
3s, heavy syrup.	1 82½	1 80
Gal, standard.	3 17½	3 15

Plums, egg—		
2s, heavy syrup.	1 55	1 52½
2½s, heavy syrup.	1 82½	1 80
3s, heavy syrup.	2 12½	2 10

Beets—		
2s, sliced, sugar and blood red.	0 87½	0 85
2s, whole.	0 87½	0 85
3s, sliced.	0 97½	0 95
3s, whole.	0 97½	0 95

Beans—		
2s, golden wax.	0 82½	0 80
2s, refugee.	0 85	0 82½
3s.	1 27½	1 25
Gals.	3 77½	3 75
2s, crystal wax.	0 95	0 92½
2s, red kidney.	1 02½	1 00
2s, Lima.	1 12½	1 10
Gals, standard.	4 52½	4 50

Corn—		
2s.	0 85	0 82½
Gal, on cob.	4 52½	4 50

Carrots—		
2s.	0 92½	0 90
3s.	1 02½	1 00

Cabbage—		
3s.	0 87½	0 85

Cauliflower—		
2s.	1 42½	
3s.	1 82½	

Parsnips—		
2s.	0 92½	90
3s.	0 92½	1 00

Pumpkin—		
Gal.	0 80	0 77½
“	2 52½	2 50

Squash—		
3s.	1 02½	1 00

Tomatoes—		
3s.	0 95	0 92½
Gal.	3 02½	3 00

Turnips—		
3s.	1 02½	1 00

Succotash—		
2s.	1 17½	1 15

Tomato sauce, 1s.		0 50
“ 2s.		0 78
“ 3s.		1 00

Chili sauce same as tomato sauce.		
Catsups, tins, 2s.	0 55	0 50
“ gal.		4 50
“ jugs.	7 70	12 00

### FISH.

Lobster, tails.		3 50
“ 1-lb. flats.		3 85
“ 1-lb. flats.		2 00
Mackerel.	1 00	1 25

Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Tails, 5 cases and over, per doz.		1 55
1-lb. “ less than 5 cases.		1 57½
1-lb. Flat, 5 cases and over.		1 67½
1-lb. “ less than 5 cases.		1 70
1-lb. “ 5 cases and over.		1 00
1-lb. “ less than 5 cases.		1 02½

Low Inlet.		
1-lb. Flat, 5 cases and over.		95
1-lb. “ less than 5 cases.		9½

Sardines, French 1½s.		0 13
“ “ “ 1s.		0 23
“ Portuguese 1½s.		0 08
“ “ 1s.		0 25
“ P. & C., 1½s.		0 35
“ P. & C., 1s.		0 38
“ Domestic, 1½s.		0 03
“ “ 1s.		0 04
Mustard, ½ size, cases 50 tins, per 100.		3 75
Haddies, per doz.		1 05
Haddies, per case.		4 00
Kippered herrings, domestic.		1 00
“ imported.		1 45
Herrings in tomato sauce, domestic.		1 00
“ imported.		1 40

### MEATS.

Corned beef, 1s, per doz.		1 40
“ 2s, “		2 50
“ 6s, “		7 50
“ 14s, “		17 50
Lunch tongues, per doz.		2 75
Potted meats, 1s, “		0 47
“ ½s, “		0 85

**Sugar**—The domestic market has been slow and uninteresting. The season for



GAZELLE



RETURNED

JAN 4 1906

*To Montreal  
cut Book H 5  
page 22*

BRAND

We are now prepared to receive orders for above brand which covers all our canned goods and a few other lines of exceptional quality.

There are on the market a great variety of **good** brands, of **best** brands, but we wanted something different for our customers who appreciate unique goods, who realize that next to quality, looks also help the selling — and we have evolved the **GAZELLE** brand.

We have had our labels made in the highest type of lithographer's art—each can is wrapped in colored tissue paper—and our embossed label at once stamps the goods as **unique** both in quality and in looks.

**Quality**, above praise.

**Price**, no higher than the best quality sells for.

---

**HUDON, HEBERT & CIE.**  
**MONTREAL**

—THE MOST LIBERALLY MANAGED FIRM IN CANADA—

tations continue to rule on a very firm basis. We quote:

Beans, handpicked, per bush.....	1 85
" prime, No. 1.....	1 75
" ungraded.....	1 25 1 50
" Lima, per lb.....	0 07 0 07½

**Fish**—The fish market reports very good business in all lines. The season has opened with great activity and shows every indication of being an excellent one. We have added to our list frozen sea herring at 4 1-2c., the first car of which has been received by F. T. James Co., Limited. The cargo is made up of 50 lb. boxes and are opening up in splendid condition.

Frozen halibut, per lb.....	0 10
Fresh haddock.....	0 07
Frozen trout.....	0 09
Fresh cod steak, per lb.....	0 08
" lobsters, boiled, per lb.....	0 25
Frozen B.C. salmon, per lb.....	0 10
Shrimps, per gal.....	1 25
Whitefish, per lb.....	0 09
Herring.....	0 06 0 07
Pickrel.....	0 07 0 07½
Oysters, standard, small pail.....	4 00 4 20
" selects, pail.....	0 07
Finnan haddies.....	1 25
Onions.....	1 25
Kippers, 80 to box.....	1 25
Bloaters, 80 to box.....	1 15
Mackerel, per lb.....	0 10
Labrador herring, salt, No. 1, half bbl.....	3 00
Frozen sea herring, per lb.....	0 04½

**Dried and Cured Fish—We quote:**

Boneless fish, per lb.....	0 05
Cod fish, 1-lb. bricks.....	0 07½
Quail-on-toast, per lb.....	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb.....	0 06½

**Hides**—The local market for hides is settling to more normal conditions and it is generally believed that the winter season, whilst expected to maintain somewhat of a higher character, will be more on a natural basis.

Reports from Chicago still denote great eccentricity in that market. Prices are still maintained on a high parity, but have developed a weaker character since our last report, but there is no new feature which is expected to influence the Canadian market. It will be seen that our prices are revised on a basis more according to that ruling, previous to the late fluctuations of the domestic trade.

Hides, inspected, steers, No. 1.....	0 12
" No. 2.....	0 11
" cows, No. 1.....	0 11½
" No. 2.....	0 10½
Country hides, flat, per lb.....	0 10 0 11½
Calf skins, No. 1, selected.....	0 13
" No. 2.....	0 11
Lamb skins, best city slaughter.....	1 05
Deer skins, green.....	0 12
" dry.....	0 22
Moose hides, green.....	0 07
Horse hides, No. 1.....	3 00 3 25
Rendered tallow, per lb.....	0 04 0 04½
Unwashed wool, per lb.....	0 16½ 0 17
Wool-washed fleece.....	0 26 0 27
Rejections.....	0 20 0 22
Pulled wools, super, per lb.....	0 22 0 24
" extra.....	0 24 0 25

**Quebec Markets.**

**GROCERIES.**

Montreal, Nov. 23, 1905.

**T**HE general condition of the grocery jobbing trade is reported very satisfactory, business in all lines being good. Travelers' orders are also showing up better in volume and the feeling prevails that until the usual stoppage of heavy buying before the Christmas holidays sets in a good business will continue.

The tea trade is particularly good and sales are numerous and heavy, all lines

receiving good attention, with Japans probably showing more inquiry in the past few days than other grades. China greens, both Young Hysons and Gun-powders, are much inquired for. Ceylon blacks and greens are firm and a fair business reported.

The advance of 10 points in sugar on the New York market, as well as the advance in raws abroad, has set the trade thinking that the turn towards higher prices is reached, and it is not unlikely that Canadian refiners will in sympathy with the New York and foreign markets have to advance.

Canned goods are steady and no new features to report, with the exception that some shading under the Canadian canners' prices, equal to 5 per cent. was noted the early part of the week.

Coffees and spices are steady and featureless.

Foreign dried fruits are interesting and special reference is made in the department devoted to Mediterranean fruits.

The fish business is good and improving and dealers are very well satisfied with their turnover.

The provision market is easy and with the exception of the weakness in hams, which set in about a week ago, there is nothing new to report.

Butter is holding very high under strong local demand, while cheese, which has been soaring up since the early part of September, is firm. Export in both these lines is practically concluded.

Flour is in good demand at unchanged prices.

**Canned Goods**—There are no new features to note in the canned goods situation this week. Business by jobbers is reported to be satisfactory, and deliveries are being made. Some inquiries for tomatoes are already going around, which would indicate that stocks for requirements are light. Some of the independent canners appear to be getting in here at somewhat less prices than quoted by the Canadian Canners, Limited. The Grocer's attention was called to a sale made the early part of the week, at a reduction of 5 per cent. under Canners, Ltd. prices. Canned fish fish, such as salmon, haddies and lobsters are meeting with fair business. We quote:

	Group No. 1.	Group No. 2.
<b>Beans</b> —		
2s, wax.....	\$0 82½	\$0 80
2s, refugee.....	0 85	0 82½
<b>Currants</b> —		
Red, heavy syrup.....	1 60	1 57½
Red, preserved.....	1 20	1 77½
Black, heavy syrup.....	1 77½	1 75
Black, preserved.....	2 07½	2 05
<b>Gooseberries</b> —		
Heavy syrup.....	1 90	1 87½
Preserved.....	2 12½	2 10
<b>Lawtonberries</b> —		
Heavy syrup.....	1 77½	1 75
Preserved.....	1 95	1 92½
<b>Raspberries</b> —		
Red, light syrup.....	1 42½	1 40
Red, heavy syrup.....	1 67½	1 65
Red, preserved.....	1 87½	1 85
Black, heavy syrup.....	1 62½	1 60
Black, preserved.....	1 77½	1 75
<b>Sugar beets</b> .....	0 85	0 95
<b>Corn</b> —		
2-lb. tins, per doz.....	0 85	
Gallon, per doz.....	5 00	
<b>Tomatoes</b> —		
3-lb. tins, per doz.....	0 95	
Gallon tins, per doz.....	0 92½	

<b>Strawberries</b> —		
2s, heavy syrup.....	1 52½	1 50
2s, preserved.....	1 67½	1 65
Gallons, standard.....	5 27½	5 25
<b>Cherries</b> —		
2s, red, pitted.....	2 12½	2 09
2s, red, not pitted.....	1 57½	1 55
2s, black, pitted.....	2 02½	2 00
2s, black, not pitted.....	1 57½	1 55
2s, white, pitted.....	2 22½	2 20
2s, white, not pitted.....	1 82½	1 80
<b>Rhubarb</b> —		
2s, preserved.....	1 17½	1 15
3s, preserved.....	1 92	1 90
Gallons, standard.....	2 65	2 62
<b>Asparagus</b> —		
2s, tips.....	2 52½	2 50
<b>Peas</b> —		
2s, standard (No. 4).....	0 62½	0 60
2s, early June (No. 3).....	0 70	0 67½
2s, sweet wrinkled (No. 2).....	0 82½	0 80
2s, extra fine sifted (No. 1).....	1 22½	1 20
<b>Spinach</b> —		
2s, table.....	1 42½	1 40
3s, table.....	1 82½	1 80
Gallons, table.....	5 02	5 00
<b>Peaches</b> —		
Yellow, flats, 1½.....	1 70	1 67½
" 2.....	1 90	1 87½
" 2½.....	2 60	2 57½
" 3.....	2 85	2 82½
" whole 2.....	3 37½	3 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.....	2 57½	2 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
" 2.....	2 17½	2 15
" 3.....	3 32½	3 30
Pie.....	1 27½	1 25
Pie, not peeled, 3.....	3 81	3 77½
Pie, not peeled, gal.....	3 27½	3 25
" gal.....	2 50	2 50
<b>Pumpkins</b> —		
3-lb. tins.....		0 72½
<b>Squash</b> —		
3-lb.....		1 00
<b>Pineapple</b> —		
2s, sliced.....		2 25
2s " grated.....		2 35
3s " whole.....		2 50
<b>Plums</b> —		
2s, Damson, light syrup.....		1 00
2s " " heavy syrup.....		1 20
2½s " " ".....		1 57½
3s " " ".....		1 85
Gals. " " standard.....		2 95
2s " Lombard, light syrup.....		1 05
2s " " heavy syrup.....		1 35
2½s " " ".....		1 62½
3s " " ".....		1 90
Gals. " " standard.....		3 15
2s " Green Gage, light syrup.....		1 15
2s " " heavy syrup.....		1 47½
2½s " " ".....		1 72½
3s " " ".....		2 00
Gals. " " standard.....		3 45
2s " Egg, heavy syrup.....		1 52½
2½s " " ".....		1 80
3s " " ".....		2 10
<b>Raspberries</b> —		
2s, black, heavy syrup.....		1 35
2s " " preserved.....		1 50
Gals. " " standard.....		4 75

**Specifications of Groups.**

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

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

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

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

Horseshoe, 1 to 4 cases—Talls.....	\$1.57½
Horseshoe, 5 cases and over—Talls.....	1.55
Horseshoe, 1 to 4 cases—Flats.....	1.70
Horseshoe, 5 cases and over—Flats.....	1.67½
Maple Leaf, 1 to 4 cases—Talls.....	1.57½
Maple Leaf, 5 cases & over—Talls.....	1.55
Maple Leaf, 1 to 4 cases—Flats.....	1.70
Maple Leaf, 5 cases & over—Flats.....	1.67½
Clover Leaf, 1 to 4 cases—Talls.....	1.57½
Clover Leaf, 5 cases & over—Talls.....	1.55
Clover Leaf, 1 to 4 cases—Flats.....	1.70
Clover Leaf, 5 cases & over—Flats.....	1.67½
Arrow, 1 to 4 cases—Talls.....	1.50
Arrow, 5 cases and over—Talls.....	1.47½
Arrow, 1 to 4 cases—Flats.....	1.62½
Arrow, 5 cases and over—Flats.....	1.60

**Sugar**—The sugar market shows signs of recovering New York advices on Monday indicate an advance of 10 points, while foreign raws are quoted 6d. high.



er. In some quarters it is thought that the turn has set in and that prices are bound to advance. They certainly have been low enough. Inquiry by The Grocer to-day shows a general feeling in the trade of a recovery towards better tone in the sugar market. It is not unlikely that before the week is out an advance will be noted. There has not been as yet, however, any very extensive buying on the part of the trade, but a further advance of 10 to 15 points in the New York market will no doubt see better business here. We quote:

Granulated, bbls.	31 30
" 1/2-bbls.	4 45
" bags.	4 25
Paris lump, barrels	4 75
" " half-barrels	4 95
" " boxes, 100 lbs.	4 85
" " boxes, 50 lbs.	4 95
Extra ground, bbls.	3 80
" " 50-lb. boxes	4 50
" " 25-lb. boxes	5 00
Powdered, bbls.	4 50
" " 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee.	4 15
" yellow	4 10
No. 3 yellow	4 05
No. 2	3 90
No. 1	3 80
No. 1 " bbls.	3 80
No. 1 " bags.	3 75

**Syrups and Molasses**—Molasses is very quiet and practically nothing doing. Any business going is of a hand to mouth character. The season for shipments by boat is practically closed. There is no change to note in prices, which are as below. Corn syrups are in fair demand. We quote:

Barbadoes, in puncheons	0 35
" " in barrels	0 37 1/2
" " in half-barrels	0 38 1/2
New Orleans	0 22 1/2
Antigua	0 35
Porto Rico	0 33
Corn syrups, bbls.	0 45
" " 1-bbls.	0 02 1/2
" " 1/2-bbls.	0 03
" " 3/4-lb. pails	1 30
" " 25-lb. pails	0 90
Cases, 2-lb. tins, 1 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " 1 doz. "	2 25
" 20-lb. " 1 doz. "	2 10

**Coffee**—There are no changes to report in the coffee situation this week. Local business is fair, with prices unchanged. Messrs. Watt, Scott & Goodacre, in their weekly report, under date of 20th, on Brazil coffees, say:

We have buyers who wait for the market to become strong and advancing. Frequently they have to come in at, or near the top, and complain that they do not find their coffee department as profitable as it should be. Our friends who buy freely after a substantial decline, on the other hand, have a smile that wont come off. Such a market is before you to-day.

Santos and Rios are 15 points below even date last year and 115 points below the high point for this crop.

Brazil remains firm and as has been pointed out frequently in these circulars, is receiving 25 per cent. less in their money than even date last year. Stocks in Rio and Santos are 1,868,000 bags against 2,408,000 even date last year and receipts must decrease rapidly from now until end of season.

The much feared liquidation of December contracts is now "a tale that was told," and the fact that prices remain unchanged indicates the natural strength of the article.

Jamaica	0 10 1/2	0 11
Java	0 18	0 22
Mocha	0 16	0 19

Rio, No. 7	0 09	0 10 1/2
Santos	0 10 1/2	0 11 1/2
Maracaibo	0 11	0 13 1/2

**Tea**—The tea market is in a very satisfactory state. Dealers are receiving good supply of orders and the feeling that prices are likely to go higher is bringing in inquiries from country buyers more freely. There has been quite a noticeable activity in Japans and this is no doubt due to the very great shortage and the fact that the trade is realizing inability to secure at less figures. Japan siftings and fannings are scarce and considerable inquiry for same prevails. Stocks are very light and those who have any are high in prices. China teas of all kinds are firm and good business going. China blacks are also in fair demand. Ceylon blacks as well as greens are also being turned over in fair sized quantities. Taking it all round the trade in teas is good. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoe	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14 1/2	0 15
Gunpowders	0 13 1/2	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows	0 12	0 12
Packing boxes	0 12	0 14

**Foreign Dried Fruits**—Valencia raisins

—There is practically nothing new since our last report, but considerable distribution has taken place since the arrival of the Jacona, which leaves this market not too much stock. Sultanas have gone into consumption freely, the advanced prices not having in any way checked the demand.

**Currants**—A cable from Patras on Tuesday, advises a further advance of 9d. with a strong market, and higher prices are confidently looked forward to in the near future.

**Nuts**—New Mayette Grenobles have arrived and quality showing very satisfactory, and although the price is higher than it has been for some years past, the early arrivals have been promptly absorbed. Marbots and Bordeaux walnuts have not yet arrived, but are understood to be close at hand.

The imports of Tarragona almonds have practically ceased and the Jacona shipments have been fairly well distributed leaving stocks in first hands within reasonable comfort. The market abroad has shown an advance since the direct steamer sailed and new imports are bound to cost somewhat higher than direct importation. Shelled almonds have recovered their position, which they temporarily lost a week or two ago, and good brands are held on even higher quotations than those of last month.

**Dates**—The shipments via New York have reached Canada and have largely been taken up at exceptionally low prices. The quality of the fruit opens up satisfactorily. The first tide shipments via London are not due here until probably the middle of December, but even then a reduction in prices is not looked for, as latest cables advise market very firm, in fact, it would not come as a surprise to see the London fruit fetch

even better prices than the early arrivals by New York.

**Figs**—Smyrna figs have sold very low and there is very little stock remaining in the importers' hands. The quality varies somewhat, some shipments showing excellent value, while others are reported to be somewhat inferior.

California prunes are in very strong position. Stocks have been taken up not only by the home market, but large exports have been made to Europe. Advices from the Coast estimate stocks on hand to exceed four hundred cars. The syndicate last week decided to advance their prices 1-4c., which they thought the position of the small stocks remaining in their hands justified them in doing.

Latest advice says peanuts are likely to turn out as good a grade as in former years and as for prices, it is thought that the opening prices will be the lowest. We quote: Bon ton, 5 1-2c.; Suns. 4c.; Diamond G, 3c.; Coons, 2 1-2c.; No. 1 Spanish shelled, 5 1-2c.; No. 2, 3 1-2c.; No. 1 Virginia shelled, 4 1-2c.; No. 2 Virginia 2 1-4c. Orders have already been booked for January shippings at these prices, which are f.o.b. shipping points. We quote:

Valencia Raisins—		
Fine off-stalk, per lb.	0 04	0 04 1/2
Selected, per lb.	0 04 1/2	0 05 1/2
Layers	0 05	0 05 1/2
Dates—		
Dates, Hallowses, per lb.	0 04	0 04 1/2
Californian Evaporated Fruits—		
Apricots, per lb.	0 13 1/2	
Peaches, " "	0 10 1/2	
Pears, " "	0 13	
Malaga Raisins—		
London layers	2 00	
" Connoisseur Clusters	2 50	
" Royal Buckingham Clusters, 1/2-boxes	0 80	
" " " " boxes	1 10	
" Excelsior Window Clusters, " "	3 50	
" " " " "	4 50	
" " " " "	1 35	
Californian Raisins—		
Loose muscatels, per lb.	0 07 1/2	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	0 05	0 06
" " 3 crown	0 06 1/2	0 07
" " 4 crown	0 08	0 08
Prunes—		
30-40s.	Per lb.	0 08 1/2
40-50s.		0 08
50-60s.		0 07
60-70s.		0 06
70-80s.		0 06
80-90s.		0 05
90-100s.		0 05
Oregon prunes (Italian style), 40-50s.		0 08
" " " " 50-60s.		0 07
Oregon prunes (French style), 60-70s.		0 06
" " " " 90-100s.		0 04
" " " " 100-120s.		0 04
Currants—		
Filiatras, uncleaned	0 04 1/2	0 04 1/2
Fine Filiatras, per lb., in cases	0 04 1/2	0 05
" " cleaned	0 05	0 06
" " in 1-lb. cartons	0 05 1/2	0 06
Finest Vostizzas	0 06 1/2	0 07 1/2
Amalias	0 06	0 06
Sultana Raisins—		
Sultana raisins, per lb.	0 06 1/2	0 08
" " 1-lb. carton	0 06 1/2	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 07	0 07 1/2
Glove boxes, fine quality, per box	0 11	
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 1/2	0 07

**Rice and Tapioca**—The rice market remains steady with trading about as usual. There are no changes to note. Tapioca seems to be getting much stronger, latest advices in New York report a good demand and small supplies and reports from the east would indicate a further advance. Locally no change is reported and business is steady. We quote:

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

**Fish**—The demand for all kinds of fish continues active, in fact large quantities of salted and pickled fish are being moved. Stocks are light and prices have been firm with a tendency to advance. Green cod especially is scarce.

In prepared fish there is a scarcity of skinless cod in cases, in fact some dealers have none to offer. A fair stock is still held in some hands and prices have been advanced with every indication that they will go higher.

In fresh fish the continued scarcity of haddock is due to stormy weather along the Atlantic Coast and has had the effect of keeping prices high. This also applies to steak cod.

Quantities of fresh frozen fish are coming into the market, including new frozen herring, large size fish, also frozen B. C. salmon and halibut, as well as light fish, such as dore or pickerel, whitefish and pike so that dealers have a large variety to choose from.

Smoked fish are lower in haddies and kippered herrings with a brisk demand. Oysters in bulk are selling freely at former quotations.

Malpeques in shells are meeting with

IN MEMORIAM.

A GAP that will not soon be filled was left in the travelers' fraternity Monday last, when Harry Taylor, for 20 years Western Ontario representative of Christie, Brown & Co., passed away at his home in Chatham, Ontario.

Mr. Taylor was a son of the late Captain John Taylor, of the 71st Highlanders, and a brother of the late C. W. Taylor, of the Globe, and of Judge Taylor of the Yukon.

Mr. Taylor was a typical traveler of the old school. In early years he had been in business with the late George Young of Chatham, before going on the

him low, the substitute who relieved him has repeatedly been stopped on the streets of the towns and villages throughout Western Ontario by little children who inquired for the health of their jovial traveler friend, Mr. Taylor.

Harry Taylor made a hard fight for life. Only a fortnight ago he was in Toronto at the head office, seemingly improved in health and as cheery as ever. His loss will be deplored and his memory cherished by a host of friends, as well as a wife and one daughter, Mrs. Dr. Rutherford, of Chatham.

TORONTO GROCERS MEET.

The Toronto Retail Grocers' Association held their monthly meeting on Monday, the 20th inst. A resolution was passed condemning any further duty on imported vegetables on the ground that any move in that direction was distinctly opposed to the best interests of the trade. The position of secretary was held over for further consideration at the next meeting.

HINTS TO BUYERS.

The Eby, Blain Co., Limited, are quoting special prices on figs of all kinds.

Warren Bros. Co. are offering special values in New Orleans and Porto Rico molasses.

Notice the ad in this issue in reference to Golden Rule Sardines. J. W. Windsor, Montreal, selling agent for these goods, reports that they are giving every satisfaction and demand is steadily increasing.

The Eby, Blain Co., Limited, report a very active demand for the French prunes advertised in last week's Grocer. It would be wise to order now as their stock is being rapidly depleted.

White & Co., Limited, received their first car California navels for the season last week, also the first car Mexican oranges.

New shipments of new shelled almonds are in store with the Eby, Blain Co., Limited.

Out-of-season specialties, such as mushrooms, pineapples, tomatoes, cucumbers, fancy California grapes, are always in evidence at White & Co.'s warehouse.

Warren Bros. & Co. report good sales on a line of French prunes to retail at 5 cents.



Mr. Harry Taylor.

road for Christie, Brown & Co. His was a particularly sunny and jovial nature, a generous hearted wholesouled gentleman, who won his way by the openness of his disposition and the straightforwardness of his character.

His monthly visits to the factory in Toronto were looked forward to with keen pleasure by the office staff, with whom he was as great a favorite as with his customers on the road.

It is significant of the man that since he was overtaken by the illness which for the last couple of years has kept him off his route, and has finally laid

THEODORE H. ESTABROOKS, ST. JOHN, N.B.

THE grocery trade of Canada as well as the general trader throughout the Dominion and even beyond its confines is familiar with the legend, "Red Rose Tea is good tea." In the daily press of all the larger cities and even in the columns of the larger country weekly papers, on the fences and boardings of almost every city and town of importance as well as along the highways and byways of the land the above comprehensively terse and authoritative sign arrests the attention of the citizen. In the stores the phrase stares one in the face panelled along the shelves and walls, in the theatres the programmes relieve the "entre act" pauses by the suggestion that no matter if the play is indifferent or poor,

"Red Rose Tea is good tea." Even at church socials and bazaars in aid of every worthy object pleasant maidens serve what they confidently state is "good tea." And so on ad infinitum goes the song, "Red Rose Tea is good tea."

The Grocer in taking the pleasure of presenting to its readers in this issue a sketch of the career of the man who has not only placed upon the market a tea that he says "is a good tea," but has established himself as one of the stalwart business men in his own Province "down by the sounding sea," desires to pay its tribute to a fellow Canadian business man, and to emphasize the fact that hard work, persistency and a close adherence to an idea is bound to reap

**LAST MINUTE PROVISION MARKETS.**  
Montreal, Thursday, Nov. 23, 12.30 p.m.

**BUTTER**—Market very firm. N thing really fine to be had under 24c. for Eastern Townships. Choice Creamery, 23½c. Dairy very scarce—prices from 20c. to 21c. in tubs and 21 c. f. r. rolls.

**CHEESE**—No change. Stocks light. Holders firm. October makes, 12 c. to 12½c. for Quebec; 1½c. to 12c. for Township; 12½c. to 12c. for Ontario.

**EGGS**—Firm market. Some dealers asking 2 c. for fresh laid; 25c. to 26c. general, however. Straights, candled, 22c. to 23c. Cold storage, 21c. to 23c. Lined, 2c. to 2 c.

**PROVISIONS**—Steady. Prices unchanged. Smoked meats showing improved demand.

ready sale but prices are higher on account of scarcity.

**Fresh fish**—  
Fresh haddock, per lb. .... 0 05  
" market cod, per lb. .... 0 01½  
" steak cod, per lb. .... 0 06

**Smoked fish**—  
Haddies, 15 and 30-lb. boxes, per lb. .... 0 06½  
Kippered herring, per box .... 0 90  
Bloaters, 100 in box, per box .... 1 25  
New herring, in small boxes, per box .... 0 12

**Oysters and Lobsters**—  
Hand-picked Malpeque oysters, per bbl. .... 8 00  
Standards per imp gal .... 1 40  
Selects, per imp gal. .... 1 60  
Oyster pails, pints per 100 ..... 1 00  
quarts, ..... 1 25

**Prepared fish**—  
Boneless fish, 1 and 2-lb. bricks, per lb. .... 0 05½  
" cod, " ..... 0 06  
" fish, 25-lb. boxes, per lb. .... 0 05  
Skinless cod, 100-lb. cases, per case ..... 6 00  
Dry codfish, 100-lb. bundles, per bundle ..... 6 00

**Frozen fish**—  
B. C. salmon, per lb. .... 0 09  
Halibut per lb. .... 0 09  
Gaspé salmon, per lb. .... 0 15  
Dore, per lb. .... 0 07½  
Whitefish, per lb. .... 0 08  
Dressed pike, per lb. .... 0 06½  
Sea trout, per lb. .... 0 09  
Striped bass, per lb. .... 0 15  
Large herring, per 100 fish ..... 2 00  
Smelts, No. 1, per lb. .... 0 10

**Salt and pickled fish**—  
No. 1 Labrador herring, per bbl. .... 5 50  
" " " per half bbl. .... 3 00  
" " " per pail. .... 0 80  
" " salmon, tierce ..... 18 00  
" " " in bbls. .... 13 00  
" " " in ½ bbls. .... 7 50  
" B. C. salmon, bbls. .... 12 50  
" " half bbl ..... 7 00  
" Labrador sea trout, bbls. .... 9 50  
" lake trout, per keg. .... 4 75  
" mackerel, per pail. .... 2 00  
" large green cod, per lb. .... 0 04  
" medium, " " ..... 0 03½  
" small, " " ..... 0 03

its reward, and what Theodore H. Estabrooks has done in his chosen sphere, others imbued with a like energy and pluck can also accomplish. This is not an ad for Red Rose Tea nor for Mr. Estabrooks—neither the one nor the other requires it. The tea is doing its own talking over the counters of hundreds of grocery stores, and the subject of the sketch is not even aware that his photo has been surreptitiously obtained for reproduction in the columns of The Grocer.

Theodore H. Estabrooks, wholesale tea merchant, and one of the most successful of St. John's younger business men, was born at Wicklow, Carleton

On May 1st, 1894, he commenced business for himself on Dock street, dealing chiefly with the import and export trade with the West Indies. The tea trade was at that time of minor importance, but gradually grew until Mr. Estabrooks gave his whole attention to it. He foresaw that a change must come, and that the direct importation and the blending and packing of teas would become a great business in St. John, and also that the teas of India and Ceylon would steadily gain in favor in this territory. His foresight and energy resulted in the development of a business of national extent.

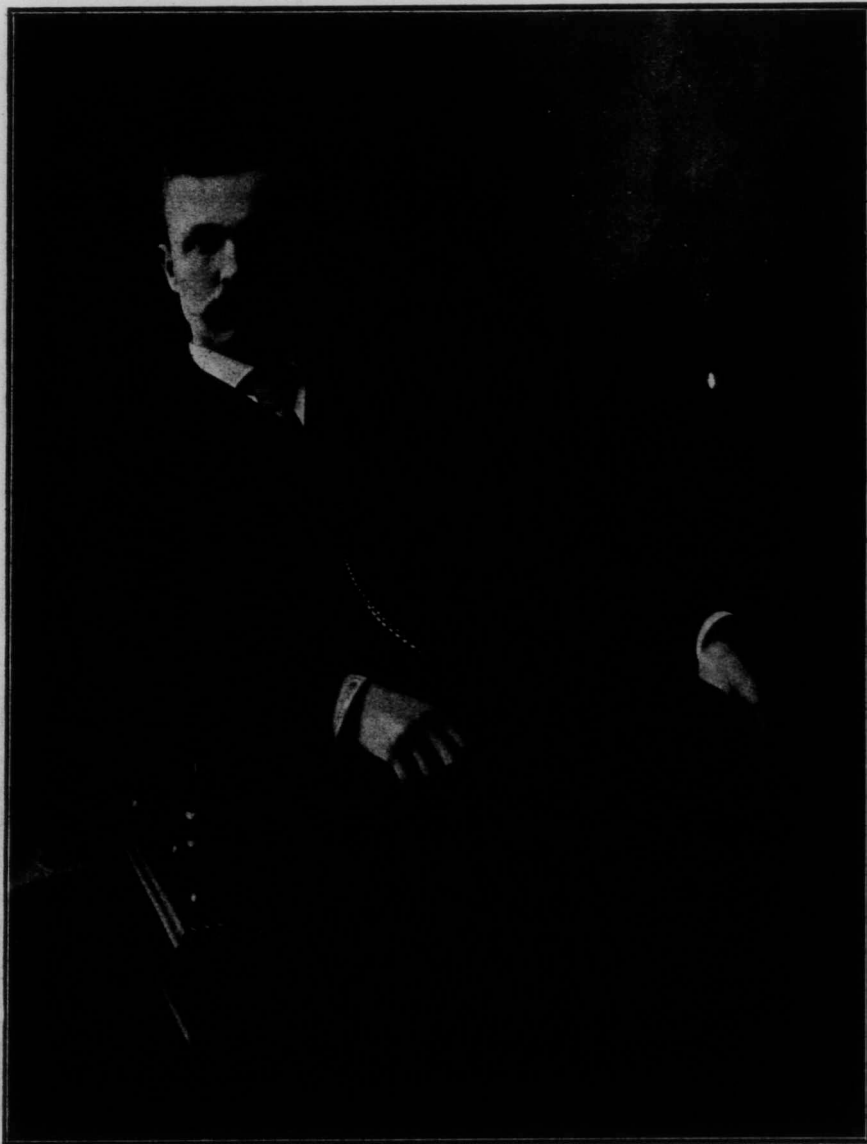
Outgrowing the premises on Dock

seventy people. He has seventeen travelers, covering practically the whole of Canada, Newfoundland and a portion of the New England States. He has branches in Toronto and Winnipeg. He has in his St. John warehouse a complete modern equipment for blending, weighing, packing and labelling teas, and his establishment is therefore an important local industry.

Mr. Estabrooks is connected with the Board of Trade, New Brunswick Tourist Association and Exhibition Association. He has been a member of the executive boards of these organizations for a number of years, and has always taken an active interest in them. He has been a member of several important delegations to Ottawa on matters of importance to the trade of this port, and was a member of the Canadian Manufacturers' Association which this year toured Great Britain and Europe. He is a member of the St. John Taxation Commission appointed last year. He is on the executive of the Protestant Orphan Asylum, boys' Industrial Home and Associated Charities. He is interested also in a number of industrial enterprises. Though he has never come before the public prominently in politics, he is an active supporter of the Liberal party, and has always taken a lively interest at election time.

At the time of the Riel Rebellion Mr. Estabrooks was a member of the 62nd rangers, and when the troops were called from here he accompanied the detachment. They, however, did not get past Sussex, as the trouble was all over.

Mr. Estabrooks is married, his wife being a daughter of the late Mr. Thos. Crothers, of Upper Gagetown, and five children assist them in enjoying the beverage known as "Red Rose Tea."



T. H. Estabrooks.

County, N.B., on December 28, 1861, and is therefore in his 44th year. He was educated in the public schools and in the grammar school at Sheffield. Having an idea of going into commercial life he took a course in Kerr's Business College in this city and in April, 1884, entered the employ of W. F. Harrison & Co. on Smythe street. He was with the firm for ten years, one year as a junior and the remaining nine years as chief clerk or manager.

street he removed to Nos. 11 and 12 North Wharf and these quarters being also found soon to be too small he built for himself on Mill street, occupying in October, 1903, the large and handsome brick block where he is now situated. This building is the largest in Canada devoted exclusively to the tea trade. Views of the building and its various departments have appeared in The Grocer in Mr. Estabrooks' ads.

Mr. Estabrooks now employs about

## B. C. Markets.

Vancouver, B.C., Nov. 16, 1905.

DELEGATES Elliott and Mackenzie have returned from Toronto, where they went to represent the Vancouver and Victoria shippers in urging upon the Canadian Manufacturers Association the wisdom of withdrawing their request to the C.P.R. to restore the old rule No. 2, by which mixed cars of goods were allowed to be shipped. As a result of the efforts of the delegates they express the belief that the Manufacturers Association will withdraw their application and reconsider the matter. The delegates interviewed a number of leading manufacturers and shippers in various eastern cities, and they state that they think the large majority of them had paid but little attention to the request, and that it was the work of a comparatively few men, who would be benefited by the proposed reversion to the old rule.

At a meeting of shippers held last week, it was decided to give the C.P.R. three weeks' extension of time in which to file an answer to the claims of Coast shippers for an equalization of freight rates between Vancouver and Winnipeg to Edmonton, Macleod, Calgary, and common points. The recent reductions by the Canadian Northern, so the C.P.R. claims, compelled them to follow suit, and now Coast merchants demand that the handicap thus made

# ***BUSY SEASON***

FOR  
***DRIED FRUITS***  
***CANNED GOODS***  
ETC.

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AND THE LOWEST PRICES

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AT OUR EXPENSE

***S. J. MAJOR, LIMITED***

18, 20, 22 York Street  
**OTTAWA, - - CANADA**

against them be removed by the reduction of rates from Coast points to correspond. The C.P.R.'s answer will be due on Nov. 27.

It is not generally known that a pioneer trail, from Fort St. John on the Peace River, northwestward towards Dawson, is being forced through by a detachment of Northwest Mounted Police, under the veteran Capt. Constantine. He has a commission to make an overland route, and has reported nearly 100 miles of the trail cut from Fort St. John. It is his proposal to have a party working southeast from Dawson next season. This would be an all-Canadian route.

The steamer Moana, which sailed last Friday for Australia, took out 2,000 boxes of apples, most of which were from British Columbia orchards. Dominion Fruit Inspector Maxwell Smith, who examined the consignment, found it in first-class condition, and the fruit of fine quality. A few months ago Tasmanian apples were being imported into Vancouver by the same steamer, as the opposite seasons make such cross shipments possible and profitable.

A striking instance, one of the many which can be quoted, to show the value of agricultural land in this Province, and the big results which may be obtained, is given in the story of Mr. D. Gellatly, of Okanagan. He has a fertile farm on the west shore of the lake not far from Peachland and Kelowna. His specialty is growing tomatoes, and he has made a success of it. A ready market is found in the Northwest and in the Coast cities, and the amazing yield of a crop which was marketed to bring returns of \$5,000 per acre is vouched for on excellent authority, that of the shipping records for the season just over.

In order to get into the market with extra early fruit, Mr. Gellatly has now in hand the construction of a vast greenhouse, covering three acres. This will be heated with steam pipes, and the enterprising gardener expects to best out the importations from Mexico and California, which have the market in the off season.

Hay grown in the far North, by a pioneer ranchman of the Stewart River district, is delivered in the Dawson market. S. Henry reached the northern capital before the river closed with a cargo of hay on a raft. Both hay and raft were from his ranch on a creek flowing into the Stewart River, which itself empties into the Yukon above Dawson. The raft Mr. Henry constructed of logs, and on this he floated his hay crop to the Yukon capital. His hardihood and enterprise were rewarded by a price of \$50 to \$60 per ton for his hay. Other ranchers have been raising hay on the Stewart River this year. Add this to the vegetable production of the Yukon, as frequently exhibited in well-grown samples brought to this city, and the north is robbed of much of its rigor.

Regulations regarding uniformity of fruit packages are by degrees bringing about the desired result in improved style of boxes and packing. The Do-

minion regulations decreeing a standard package for apples will go into effect after the first of the new year. The Provincial authorities have announced recently a regulation, which, of course, they can only enforce in B.C., and that is that dealers must burn up or destroy the emptied packages, and in no case use them, or allow them to be used, for re-filling.

**Groceries**—Condition fairly active for the season. In provisions a rise of 10 cents per bbl. on flour is noted, the ruling price now being \$5.50 per bbl.

The Fishery Commission is sitting in New Westminster this week. So far the principal evidence taken has been that supplied by fishermen and farmers on the Fraser River, who combine ranching with fishing. The canners have been backward in presenting their views. The chief object of discussion has been the point on the Fraser River above which fishing will not be allowed. Those interested claim that it will work a great hardship on many ranchers along the Fraser for the 30 odd miles from New Westminster bridge to Mission bridge if the former bridge is made the point at which fishing ceases, instead of the other bridge as formerly.

Winter fishing of halibut is done farther afield than in the Summer months on this Coast. Beginning with the present month the halibut steamers go to Hecate Straits, and even as far north as Coronation Island. This latter point is nearly 100 miles north of Hecate Straits, and is about west of Ketchikan, in the strip of Alaska which comes down the B.C. Coast to Dixon Entrance. The Summer fishing grounds are at Goose Island, off Cape Scott, the northern extremity of Vancouver Island. On the Winter banks, Hecate Straits and Coronation Island banks, much larger catches and much larger fish are averaged.

Cohoos and dog salmon still run well in the Fraser River. The cohoos are fine fish and nearly all those caught are frozen for eastern shipment, though one cannery at New Westminster, the St. Mungo, is canning these fish.

The dog salmon, formerly not valued at all commercially, are now being bought by Japanese and salted for the Japan market, where it finds a ready sale. In reality there is nothing against this fish, its flesh being entirely wholesome, but, of course, not the equal of other varieties in color, flavor or quality. The Japanese buy all that is offered, and as a result now that there is a good run of this variety many fishermen, whites as well as Japanese, are getting good money for their work on the river and gulf.

## Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 23rd, 1905.)

**C**HRISTMAS trade in many lines of groceries is now becoming quite brisk and it is noticeable that the demand this year is principally for high class and expensive goods. Fancy lines are in active request.

Sugar has been unchanged for more than a week but the trade expect a fur-

ther decline and seem to have no confidence in the market. The market is undoubtedly weak and further declines will create no surprise. In the meantime, as is usual on a falling market, the trade are buying very carefully and only for present requirements.

New shelled almonds are now on the local market and they are quoted at 30c. per lb.

Tab'le figs are likely to be advanced very shortly as there has been an advance in primary markets of about 25 per cent. on the prices quoted a few weeks ago. Winnipeg houses have considerable supplies on hand and may not advance the price at once as figs are not good stock to hold and they would not want to divert the demand to some other fruit. However, the next supplies they buy will command much higher prices than obtain at present.

New layer and selected Valencias have been in stock a few days and they are going fast. The quality of the new stock is good and the trade are well pleased with it. California raisins are still quoted at high prices and very few muscatels are selling. The price is too high for this market considering the low price of Valencias. Spanish raisins are selling well on account of the high price of Californias.

**Canned Goods**—New green gage plums are now in stock and quotations will be found below. Asparagus has also been received in stock since the last report in this paper. There is a normal demand for canned goods but there are no new features of note. We quote:

Succotash, 2's, group 1, per 2-do. case	2 63
" " " " 2 and 3, per 2-do. case	2 58
Beets, 3's, group 1, per 2-do. case	2 39
" " " " 2 and 3, per 2-do. case	2 34
Pumpkins, 3's, group 1, per 2-do. case	2 04
" " " " 2 and 3, per 2-do. case	1 99
Plums, Danson, 1's, group 1, per 2-do. case	2 13
" " " " 2 and 3, per 2-do. case	2 08
" Lombard, 1's, group 1, per 2-do. case	2 23
" " " " 2 and 3, per 2-do. case	2 18
" greengage, 1's, group 1, per 2-do. case	2 33
" " " " 2 and 3, per 2-do. case	2 28
Peaches, 2's, group 1, per 2-do. case	4 08
" " " " 2 and 3, per 2-do. case	4 03
" " 3's, group 1, per 2-do. case	6 14
" " " " 2 and 3, per 2-do. case	6 09
Pears, 2's, F.B., group 1, per 2-do. case	3 58
" " " " groups 2 and 3, per 2-do. case	3 53
" " 3's, F.B., group 1, per 2-do. case	5 09
" " " " groups 2 and 3, per 2-do. case	5 04
Apples, gallons, group 1, per doz.	2 60
" " " " 2 and 3, per doz.	2 55
" 3-lb. " " 1	2 13
" " " " 2 and 3	2 08
Cherries, red pitted, group 1, per 2-do. case	4 33
" " " " 2 and 3	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 43
" " " " 2 & 3	3 33
" " black, " " 1	3 78
" " " " 2 & 3	4 08
Gooseberries, new, " " 1	4 03
" " " " 2 & 3	3 83
Lawtonberries, " " 1	3 78
" " " " 2 & 3	3 63
Raspberries, red (new), 2-do. cases, group 1	3 58
" " " " 2 & 3	3 53
" " black, new " " 1	3 48
" " " " 2 & 3	3 33
Strawberries, " " " 1	3 38
" " " " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" " " " 2's, whole, " " " " "	3 75
" " " " 2's, whole, " " " " "	4 50
" " " " 2's, grated, " " " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " " 2 & 3	2 29
Corn, 2's, " " " " 1	1 93
" " " " 2 & 3	1 83
Peas (No. 4), 2's, " " " " 1	1 53
" " " " 2 & 3	1 48
Peas (No. 3), 2's, " " " " 1	1 68
" " " " 2 & 3	1 63
Beans, golden wax " " " " 1	1 93
" " " " 2 & 3	1 88
Beans, refugee, " " " " 1	1 88
" " " " 2 & 3	1 83
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " " " " "	6 00
" River's Inlet, " " " " "	5 90
" Red Spring, " " " " "	5 75
" humpback, " " " " "	3 75
" cohoes, " " " " "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " " 5 to 9 cases	6 20

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

**Sugar**—The price has been steady for more than a week, but it is believed that the market is weak and the trade generally have apparently no confidence in the future of the market. Subject to possible late changes, recorded elsewhere in our "Last Minute Manitoba Markets," we quote:

Montreal granulated, in bbls.	4 95
" " " " " " " " " " " "	4 90
" " " " " " " " " " " "	4 45
" " " " " " " " " " " "	4 40
Wallaceburg, in bbls.	4 85
" " " " " " " " " " " "	4 80
Berlin, granulated in bbls.	4 85
" " " " " " " " " " " "	4 80
Icing sugar in bbls.	5 55
" " " " " " " " " " " "	5 75
" " " " " " " " " " " "	6 15
Powdered sugar, in bbls.	5 35
" " " " " " " " " " " "	5 55
" " " " " " " " " " " "	5 80
Lump, hard, in bbls.	5 65
" " " " " " " " " " " "	5 80
" " " " " " " " " " " "	5 65
Raw sugar.	4 25

**Syrups and Molasses**—Syrups and molasses are quiet and there are no features of special interest to note. Corn syrups are in fair request but the demand for molasses is on the quiet side. We quote:

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 00
" " " " " " " " " " " "	2 10
" " " " " " " " " " " "	2 40
" " " " " " " " " " " "	2 25
" " " " " " " " " " " "	2 15
" " " " " " " " " " " "	0 03
" " " " " " " " " " " "	0 03
" " " " " " " " " " " "	2 20
" " " " " " " " " " " "	2 65
" " " " " " " " " " " "	2 40
" " " " " " " " " " " "	2 45
Barbadoes molasses in 1/2-bbls, per lb.	0 04
New Orleans molasses in 1/2-bbls, per lb.	0 02
" " " " " " " " " " " "	0 02
Porto Rico molasses in 1/2-bbls, per bbl.	0 04
Blackstrap, in bbls., per gal.	0 31
" " " " " " " " " " " "	0 33
" " " " " " " " " " " "	2 25

**Coffee**—As noted last week, green Rios have been reduced 1-2c. per lb. Other prices are steady and unchanged. There is a brisk demand. We quote:

Whole green Rio, per lb.	0 10
" " " " " " " " " " " "	0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " " " " " " " " " " "	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " " " " " " " " "	0 25
" " " " " " " " " " " "	0 19
Choice Rio " " " " " " " " " "	0 17
" " " " " " " " " " " "	0 16
Seal Brand (C & S) in 2-lb. tins, per lb.	0 32
" " " " " " " " " " " "	0 33
Local Blends:—	
" " " " " " " " " " " "	0 23
" " " " " " " " " " " "	0 24

**Cocoa**—An improved demand is reported. Prices are still quoted as follows:

Epps' 1/2 lb. package, per lb.	0 33
Fry's 1/2 lb. " " " " " " " " " "	0 30
" " " " " " " " " " " "	2 40
Mott's Soluble, in bulk, 1 1/2 lb. tins, per lb.	0 19
Cowan' in 10-lb. tins, per lb.	0 15

Mott's Homoeopathic, 1/2's	0 26
Van Houten's 1/2's, per doz.	2 85
Bakers, in 1/2-lb. tins, 1/2-lb. tins, per lb.	0 42

**Chocolate**—We quote:  
Baker's unsweetened, per lb. 0 36  
Menier, 1/2's, per lb. 0 35  
Mott's Diamond, 1/2 and 1/4 per lb. 0 22  
Fry's " " " " " " " " " " " " " " 0 22

**Marmalade**—We quote:  
Marmalade (C. & B.), 1-lb. glass, per doz. 1 80  
" " " " " " " " " " " " " " 1 50  
" " " " " " " " " " " " " " 0 06  
" " " " " " " " " " " " " " 0 10  
" " (Upton's), 7-lb. pails, per pail 0 50  
" " " " " " " " " " " " " " 1 20

**Jam**—Prices continue as follows:  
C. & B. jams in 1-lb. tins, assorted, per doz. 1 65  
" " " " " " " " " " " " " " 1 85  
" " " " " " " " " " " " " " 2 00  
" " " " " " " " " " " " " " 2 05  
" " " " " " " " " " " " " " 2 40  
" " " " " " " " " " " " " " 2 20  
" " " " " " " " " " " " " " 0 13  
Upton's jam (in Winnipeg), per pail 0 50  
" " (in Brandon), " " " " " " " " " " 0 52  
" " (in Calgary), " " " " " " " " " " 0 57  
" " (in Lebridge), " " " " " " " " " " 0 57  
" " (in Edmonton), " " " " " " " " " " 0 60

**Teas**—Quoted as follows:  
Congou, M. 12, half chests, per lb. 0 12  
" " " " " " " " " " " " " " 0 13  
" " " " " " " " " " " " " " 0 15  
" " " " " " " " " " " " " " 0 16  
" " " " " " " " " " " " " " 0 19  
" " " " " " " " " " " " " " 0 25  
Ceylon, bulk, per lb. 0 18  
" " " " " " " " " " " " " " 0 18  
" " " " " " " " " " " " " " 0 18  
" " " " " " " " " " " " " " 0 20  
" " " " " " " " " " " " " " 0 22  
" " " " " " " " " " " " " " 0 25  
Gunpowder, in quarter chests, per lb. 0 26  
Young Hyson, in 1/2 chests, per lb. 0 26  
Scented Orange Pekoe, in cads, per lb. 0 26

**Fish and Oysters**—There is a brisk demand for oysters, the price being \$2.25 for selects and \$2.00 for standards. B.C. salmon has declined to 10c. per lb. We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 10
Halibut	0 11
White fish (L. Winnipeg), per lb.	0 06
Pickeral	0 05
Jackfish	0 04
Finnan Haddie	0 08
" " " " " " " " " " " "	0 11
" " " " " " " " " " " "	0 09
" " " " " " " " " " " "	0 07
" " " " " " " " " " " "	0 09
" " " " " " " " " " " "	0 09
" " " " " " " " " " " "	2 00
" " " " " " " " " " " "	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " " " " " " " " " "	1 20
Salt mackerel, in 20 or 30-lb. pails.	0 12
Smoked halibut strips	0 11
Kipperd gold eyes, per doz.	0 45
Yarmouth bladders, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz.	0 40
Oysters, selects, per gallon	2 25

**Nuts**—New shelled almonds are now in stock and are quoted at 30c. per lb. There is a brisk demand for the Christmas trade. We quote:

Almonds, per lb.	0 12
" (shelled), per lb.	0 30
Filberts	0 10
Peanuts	0 11
Jumbos	0 14
Walnuts, new, Grenobles, per lb.	0 14
" " " " " " " " " " " "	0 13
Pecans, per lb.	0 15
Brazils, per lb.	0 15

**Foreign Dried Fruits**—New Valencia layers and selects are now in stock and they are going out briskly. California raisins are still quoted at high prices and the demand is being transferred to Spanish raisins. As was explained in the summary above there is likely to be an advance in the price of table figs. Prices are quoted locally as follows:

Sultana raisins, bulk, per lb.	0 63
" " " " " " " " " " " "	0 08
" " " " " " " " " " " "	0 09
Table raisins, Connoisseur clusters, per case.	2 60
" " " " " " " " " " " "	3 40
" " " " " " " " " " " "	4 00
" " " " " " " " " " " "	5 25
" " " " " " " " " " " "	3 25
" " " " " " " " " " " "	0 80

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Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.  
**R. W. HANNAH**  
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1905 PACK  
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wholesaler will tell you  
that he buys our goods in  
preference to any other  
because the vegetables are  
smaller, cleaner cut, more  
perfect in color and crisp-  
ness, more pungent and  
appetizing than any other.  
He pays no more for  
them—neither do you.*

Pails, 1, 2, 3, 5 and 10 Gall.  
Barrels and Half-Barrels.

THE OZO CO., LIMITED  
MONTREAL



## NO OTHER TEA

is sold on the same "generous" plan—Entire satisfaction or money refunded—but then, no other tea is so "generously" rich in fragrance and aroma as

**GOLD STANDARD TEA**  
"GUARANTEED THE BEST"

We ship in any quantity, everywhere



Packed and "Guaranteed the Best" by

## CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta.



Any quantity of fish shipped.

Address—Mail P. O. Box 791  
WINNIPEG.

**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

**AGENCIES WANTED.**

ENGLISHMAN, lately representing large produce house, Manchester, Eng., seeks agency for specialty for Vancouver Island. Address Theo. Caldwell, Victoria, B.C. [47]

**MECHANICS WANTED.**

APPLICATIONS for a cheesemaker will be received up to the 1st of December for the Conn Cheese Factory, personally or by mail. Alex. Prentice, secretary, Stonywood, Ont. [f]

WANTED—At once, third miller; partly night work; give references. Apply to Quance Bros., Delhi. [f]

BAKER—Good on bread and cakes, with capital, to buy a good land. Write to D. W. Ackerman, Midland. [f]

BAKER—Wanted at once, good all-round man, to take charge; married man preferred; state wages. S. Wilson, Box 744, Owen Sound. [f]

**WANTED.**

BAKER'S helper; 1 to 1½ years' experience, state wages with board. C. Sturgeon, Kincardine. [f]

**AGENTS WANTED.**

MY goods, my sample cases, and my inducements are always a little better than the other fellow's. Alfred Tyler, teas, London, Ontario. [f]

**COMMON SENSE KILLS** { Roaches and Bed-Bugs  
Rats and Mice  
All Dealers and 381 Queen St. W.  
TORONTO, ONT.

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

Valencia raisins, f. o. s. to arrive	1 60	1 75
" " selected, to arrive	1 75	1 90
" " layers	1 85	2 00
California raisins, muscatels, 2 crown, per lb.	0 09½	0 10
" " choice seeded in ½-lb. packages per package	0 09½	0 10
" " fancy seeded in ½-lb. packages per package	0 09½	0 10
" " choice seeded in 1-lb. packages per package	0 11½	0 12
" " fancy seeded, 1-lb. packages, per package	0 12	0 12
Prunes, 90-100 per lb.	0 06½	0 06½
" 80-90 "	0 06½	0 06½
" 70-80 "	0 07½	0 07½
" 60-70 "	0 07½	0 07½
" 50-60 "	0 07	0 07
" 40-50 "	0 07½	0 07½
" choice silver, per lb.	0 10½	0 10½
" silver, per lb.	0 08½	0 08½
Currants, uncleaned, loose pack, per lb.	0 05½	0 05½
" dry cleaned, Filatras, per lb.	0 06½	0 06½
" wet cleaned, per lb.	0 06½	0 06½
" Filatras in 1-lb. pkg. dry cleaned, per lb.	0 07	0 07
" Vostizzas, uncleaned	0 06½	0 06½
Hallowee dates, new per lb.	0 05½	0 05½
Figs, cooking in tins and sacks	0 04½	0 04½
" boxes	0 04½	0 04½
Apricots, choice, in 25-lb. boxes, per lb.	0 12	0 12
Apricots, standard in 25-lb. boxes, per lb.	0 11½	0 11½
Peaches, choice, per lb.	0 13	0 13
" standard	0 12½	0 12½
Pears, choice (halves), per lb.	0 16	0 16
" standard "	0 15	0 15
Plums, choice (dark pitted) per lb.	0 11	0 11
Nectarines, choice	0 12	0 12

**Candied Peels**—Prices are quoted as follows:  
Lemon, per lb. 0 11  
Orange " 0 11½  
Citron " 0 15  
Mixed, in 1-lb. drums per doz. 2 30

**Spices**—There are no new features of interest in the local spice market. Prices are steady and they are still quoted as follows:  
Pepper, black, in 10 lb. boxes, per lb. 0 18  
" white, " 5 " 0 26  
Cayenne pepper, in 2 and 5 lb. tins, per lb. 0 20  
Cloves, in 5 lb. boxes, per lb. 0 18  
Cassia, " " 0 15  
Allspice, " " 0 12½  
Ginger, in 10 lb. " 0 18  
Mixed spice, in 5 lb. boxes, per lb. 0 20  
Mace, in 5 lb. boxes, per lb. 0 70  
Black pepper, per lb. 0 18  
White " 0 25  
Cinnamon (ordinary), per lb. 0 16½  
" (extra choice), per lb. 0 24  
Nutmegs, per lb. 0 25  
Cloves (according to quality) 0 14½  
Ginger, per lb. 0 10  
Allspice, per lb. 0 8½  
Mace, per lb. 0 70  
Mixed spices, for pickling, 4-oz. packets per doz. 0 75

**Rice, Tapioca and Sago**—Prices are steady except for an easier tendency in tapioca. We quote:  
Rangoon rice, per lb. 0 03½ 0 03½  
Patna " 0 04½ 0 04½  
Tapioca, per cwt. 5 00  
Sago, per lb. 0 03½

**Pot and Pearl Barley**—The market is quiet and featureless. We quote:  
Pot barley, per sack. 2 20  
Pearl barley, per half sack (49 lbs.) 1 65  
" sack 3 30

**Evaporated Apples**—The market is steady at the high figures previously quoted. Standard stock in 50 lb. boxes is selling at 9 3-4c. per lb. and dried apples are commanding as high as 8c. per pound.

**Beans**—The price of the new stock is \$1.75 per bushel.

**Woodenware**—We quote as follows:  
Butter tubs, wooden hoops, 2 in nest, per nest. 0 42 0 45  
" " 3 " " 0 70 0 73  
" wire hoops, 2 " " 0 63  
" " 3 " " 1 00 1 05  
Pails, 2 hoops, per doz. 1 95  
" fibre 3 25  
Wash tubs, common and wire hoop, per nest of 3. 2 00  
" " No. 0, per do 11 00  
" " No. 1, 8 75  
" " No. 2, 7 50  
" " No. 3, 6 40  
" nests of No. 1, No. 2 and No. 3 1 90  
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs. 0 56  
Butter boxes, per nest of 2, to hold 14 and 28 lbs. 0 29  
Butter tubs, fibre and cover, per doz. 4 00  
Butter moulds, for 1-lb. bricks, per doz. 1 85

**Glass Fruit Jars**—Prices for the season of 1905-06 are quoted as follows:  
Glass fruit jars, pints, per gross 7 75  
" quarts, per gross 8 75  
" half-gallons 11 75

**Salad Dressing**—There is some demand still at following prices:  
Durkee's, per 2-doz. case. 7 00  
Royal, small, per doz. 2 85  
" large. 4 75  
Vinegar (C. & B.), bottles, pints, per doz. 1 20  
" quarts, " 2 10

**Sauces**—We quote:  
Worcestershire, Lea & Perrins' ½ pints, per doz. \$3 65  
" " pints " 6 00  
" White's ½ pints " 0 90  
" Paterson's ½ pints " 0 90  
" " pints " 1 75  
Essence of anchovies (C. & B.), per doz. 3 00  
Yorkshire relish (Goodall & Backhouse), per doz. 1 90

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

**Breakfast Cereals**—Prices are quoted as follows:  
Rolled Oats, 80-lb. sacks, per cwt. 1 85  
" 40-lb. " 1 90  
" 20-lb. " 2 05  
" 8-lb. " 2 25  
Cornmeal, in sacks, per cwt. 1 85  
" in ½ sacks, " 1 90

## SUTTON'S FLAVOURING ESSENCES



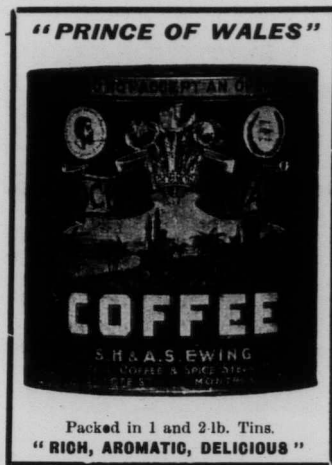
Highly Concentrated, Pure and Always Reliable

Put up in ½-oz., 1-oz., 2-oz. and 4-oz. bottles.

These essences are of the same high quality as our Dinner Sauces.

### G. F. Sutton, Sons & Co. Kings Cross, LONDON, Eng.





"Assured Quality, Uniformity and Satisfaction."

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

## DELICIOUS

# COFFEES

The GRAY, YOUNG & SPARLING CO., Limited  
Salt  
Manufacturers

Granted the highest  
awards in competition  
with other makes.

WINGHAM  
Established 1871

45 HIGHEST AWARDS  
In Europe and America

Walter Baker & Co., Ltd.



The Oldest and  
Largest Manufacturers of

PURE, HIGH GRADE  
**COCOAS**  
AND  
**CHOCOLATES**

No Chemicals are used in their  
manufacture.

Their **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.

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.

**IRRESISTIBLY  
DELICIOUS**



A QUICK, STEADY AND PROFITABLE  
ACCOUNT FOR ANY DEALER.  
ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thor. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont.; W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE

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

## "Golden Rule" Sardines

These goods are packed in the new solderless tins.

We have sold many thousand cases **without a complaint**. Every can guaranteed.

We want **your** orders for these goods.

J. W. WINDSOR,

=

MONTREAL

Selling  
Agents

# POSITIVE PROOF

Of the Selling Quality and  
Satisfying Quality of

## Orange Meat

"Enclosed find receipt for Express Order for \$1.00, sent for advertising purposes, on account of purchase of five cases of **Orange Meat**. We will give the goods full display, but one strong point in selling **Orange Meat** is that we do not carry any other cereal like it. . . . We do not think we have lost many sales by this as we never have any complaint about **Orange Meat**. We use it in our own house and so can fully recommend it. We carry the large size, too, and have found no trouble from these ten-cent goods as yet. We can sell **Orange Meat** as long as it is kept up in quality."

The above is the opinion of John T. James, General Merchant, Bridgeburg, Ont.

**What is your opinion of  
ORANGE MEAT?**

Agents in Montreal: R. B. Hall & Sons.

Agents in Winnipeg: Scott, Bathgate & Co.

**The Frontenac Cereal Co.**

Limited

KINGSTON, ONT.

## FLOUR AND CEREAL FOODS

### TORONTO.

**T**HE aspect of trade is distinctly more encouraging since our last report. Export inquiries have been plentiful and much active business has resulted. The result of the decision of the Freight Commission is anxiously awaited, as to whether it will have any material improvement on the situation. European buyers are now showing anxiety as to deliveries. Up to the present they have manifested a good deal of consideration, knowing the serious proposition that brokers are up against on this side, but now that in many instances deliveries are several weeks in arrears and with no immediate certainty of delivery, buyers at European points are naturally getting more anxious. Otherwise the outlook for export trade is exceedingly good and prices, although showing a disposition of easiness, are being maintained and if it were possible to guarantee early delivery many large orders would be at once secured. Brokers, however, are reluctant to accept orders for any definite date.

The domestic market is still ruling firm and active business is being done. As is to be expected at this time of the year the demand for flour in the Maritime Provinces has been very good. The approach of close of navigation has compelled flour dealers at points reached only by water to secure their Winter supply, which has naturally caused a brisk demand.

Local millers have been buying freely, especially those who are located near the C.P.R., as they can get wheat in more quickly by that road.

The oat market continues firm and there is good demand for heavy oats.

### GOVERNMENT CROP REPORT.

**H**ARVESTING was concluded in Ontario and the Eastern Provinces in the opening week of the month, and in Western Canada about 10 days to 2 weeks later.

Threshing was fully under way, and the returns in many localities were found even more satisfactory than had been anticipated, both as regards the quality and the quantity of the yield.

In nearly all sections of Manitoba, Saskatchewan and Alberta, few localities reported a yield of less than 20 bushels to the acre, and in Manitoba alone the estimate of the Western Grain Dealers' Association placed the total wheat crop at 54,390,000 bushels, valued at \$41,000,000, the average yield being 22.8 bushels per acre.

In the Maritime Provinces dry weather in August caused a diminution in the grain crop, and the fruit crop was only fair, though general conditions compared very favorably with last year.

Elsewhere the grain crops were saved with little or no injury, and the root crops, including sugar-beets, gave promise of an excellent yield at the close of the month.

The marketing of the crops was generally under way, having been begun at an unusually early date, and with exceptional activity in Western Canada. Heavy deliveries were reported at Winnipeg, Fort William, and other points of transfer, and the amount of wheat handled showed a large increase, as compared with September, 1904. Large additions to rolling stock were made by railways for the purpose of handling this traffic, and every effort made to expedite deliveries, though a shortage of cars was complained of in some localities.

Very good progress in Fall ploughing was reported, and in some sections of Ontario the seeding of Winter wheat was already completed.

The gathering of the fruit crop made employment in this branch very active, conditions being practically unchanged since August, apples being light in most localities; pears light except in British Columbia; peaches very good and grapes a full crop.

### COMMISSION ON SUPPLY OF CARS.

**T**HE Railway Commission, Nov. 16, issued the first order in reference to the car shortage investigation. The order is made to the Grand Trunk Railway Co. of Canada, and its purpose is to prevent discrimination, as was alleged by the Dominion Millers' Association in letters to the board.

The present judgment simply deals with one feature of the car shortage situation, which, in view of the early close of navigation, was taken up first. The inquiry into the complaint of alleged shortage of equipment generally is being prosecuted.

The board orders that if at any time after notice of the order, and before Jan. 31 next, the Grand Trunk Railway fails to furnish at Midland, Collingwood, Meaford, and Point Edward, sufficient empty cars to fill all shipping orders then on file at such point, such cars as are furnished shall be apportioned among such shipping orders which have been filed for more than one day, at such port, in the order of filing, until one car has been allotted to each order.

After which the remaining cars, if any, shall be apportioned, pro rata, among the remainder of such orders which have been so on file for more than one day, and which have not then been filled. This operation shall be repeated from day to day, so long as the supply of cars is less than the requirements.

Provided, always, that the railway company may be allowed to utilize its equipment by departing from the order of filing: (a) So as to furnish loads of suitable weight for cars of capacity of less than 30 tons each, which would otherwise be idle while waiting their turn; (b) to furnish loads for cars so defective as to be unfit for the carriage

of grain in bulk; and (c) to clear elevator bins of remnants of grain when such bins are required during open navigation for the immediate reception of grain of another kind or grade, for which other bins are not available, the total of such remnants not to exceed three carloads on any one day from any one bin.

That no shipping order for grain shall be considered to have been properly filed under the foregoing provisions until the grain is in the elevator from which it is to be shipped, or in a ship or vessel then in actual process of unloading into such elevator.

#### LIVERPOOL AS A MILLING CENTRE.

**B**USINESS men of Liverpool, England, have a project detrimental to Minneapolis flour mills. They have conceived the idea that it is better for them to use Canadian wheat than the Minnesota product, and have planned to build a flour manufacturing centre there to outrival Minneapolis, and they will not use Minnesota wheat.

A Minneapolis attorney, who returned from a three months' absence in Eng-

land, said: "They seem to have just awakened in Liverpool to the possibilities of Western Canada. They believe the wheat acreage in the United States is decreasing, while that of Canada will increase every year, and with tariff walls between the countries, Canadian wheat is bound to go to England. They plan to build immense flour mills there, and think that in the course of time the United States won't have wheat enough for its own consumption and will have to import that grain instead of exporting it. In this way they have figured it out that Liverpool will control the wheat and flour of the world instead of the United States." He found Liverpool men completely captivated by the idea of increasing the flour business of England, and think it wrong to import so much wheat from the United States.

#### GRAIN AT ELEVATORS.

An official return received by the Trade and Commerce Department from Fort William and Port Arthur elevators shows that during October there was received 11,541,937 bushels of wheat, compared with 6,738,935 bushels in October, 1904. The shipments out of

A. A. McFALL

## Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices

## "GOLD CROWN"

FLOUR

MAKES { THE LIGHTEST BREAD  
THE WHITEST BREAD  
THE SWEETEST BREAD  
THE BEST BREAD }

Don't take our word for it—ask for a sample. It will build up your flour business.

**Sutcliffe-Muir Milling Co.**  
Moosomin, Sask.



CAPSTAN BRAND

### HIGH-GRADE TOMATO CATSUP

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

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

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

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

## Ralston Health Food

The most widely advertised and best known Breakfast Food in the United States.

Is now made in Canada by us from Canadian Wheat under Canadian conditions, but the manner of making is the RALSTON way.

Have you read the full page talks by THE MILLER, in

The Ladies' Home Journal  
The Youth's Companion  
The Saturday Evening Post  
The Delineator (fashions)  
MaCall's (fashions)

?

WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in

1 pound packages at 10c.

2 pound packages at 15c.

(One pound makes seven pounds ready to eat.)

A good profit in it for you—a better for your customers.

**THE TILLSON COMPANY**

Limited

TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited  
Stratford, - Ontario.

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

**Nap. G. Kirouac & Co.**

Receivers and Shippers

FLOUR, GRAIN, MILL FEED, Etc.

119 St. Peter St., QUEBEC, Can.

23 Years Experience in Car Lot Business.

## A Grocer's Bank Account

### HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

**Lake Huron and Manitoba Milling Co.**

LIMITED

GODERICH, \* ONTARIO.

To delight Housewives and Children  
**VLEENA FIGS**  
 in  
**Fancy Baskets**

the elevators were 10,427,166, compared with 3,821,239 in October the year previous.

**TORONTO MARKETS.**

**Flour.**

We quote:

Manitoba wheat patents, per bbl. in bags	4 45	4 85
Strong bakers	4 25	4 65
Ontario wheat patents	3 75	4 00
Straight roller	3 50	3 75

**Grain.**

We quote:

All on track Toronto		
Manitoba wheat, Northern No. 1	0 86	0 87
" " hard, No. 1, new		
" " No. 2	0 84	0 85
Red and white, per bushel	0 79	0 79
Barley	0 48	0 57
Oats, new	0 36	0 37
Peas		0 74
Buckwheat	0 56	0 57
Rye, per bushel		0 73

**Breakfast Cereals.**

We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 55
Rolled wheat in boxes, 100 lbs.	2 50
" " 50 lbs.	1 40
Rolled oats, standard, carlots, per bbl., in bags	5 00
" " " " in wood	5 25
" " " " for broken lots	5 40
Rolled wheat, per 100-lb. bbl.	2 60
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" " in wood	4 25

**MONTREAL MARKETS.**

**Flour.**

There is a good demand for flour, with firm prices. Millers report good business and orders large. As navigation is practically closed the tendency is that prices will remain steady. We quote:

Winter wheat patents	4 60	4 80
Straight rollers	4 20	4 40
Extra	4 30	4 70
Straight rollers, bags, 90 per cent.	2 20	2 40
Royal Household		5 00
Glenora		4 60
Manitoba spring wheat patents		5 00
" " strong bakers		4 60

**Rolled Oats.**

The market for rolled oats is decidedly firm and prices are being advanced. The demand is very good for all grades. This is no doubt due to the high price of oats. We quote:

Fine oatmeal, bags	2 50	2 60
Standard oatmeal, bags	2 60	2 70
Granulated		2 60
Rolled oats		2 60
" " 90-lb. bags		5 35
" " 80-lb. bags		2 80
" " 80-lb. bags		2 65

**Hay.**

The market for hay is showing a slightly weaker feeling on account of the accumulation of stocks. Most of the shipments of exports, and along the river and coast have been made. There

is a good local demand for No. 1, as well as the better grades of No. 2. Supplies of these better grades, however, are not so plentiful as for clover and clover mixed, and prices are firm. We quote:

No. 1	8 50	9 00
" 2	7 50	8 00
Clover mixed	6 00	6 50
Clover, pink	5 50	6 00

**Feed.**

Bran is strong and market firm. Supplies are light. Manitoba shorts are holding good trade and quotations are firm. We quote:

Ontario shorts	20 00	21 00
Manitoba shorts		20 00
" " bran	17 00	17 50
Mouillie, milled	21 00	24 00
" " straight grained	25 00	28 00

**ST. JOHN, N. B.**

**Flour, Feed and Meal.**

While stocks are still light, supplies have been coming forward more promptly. Market seems steady, at the present quite full prices.

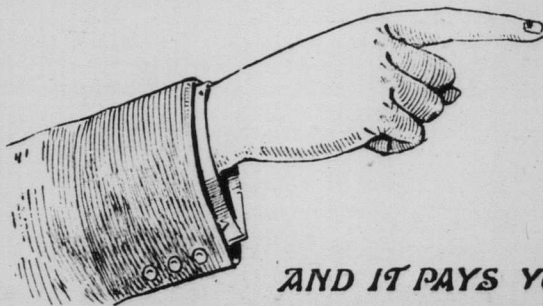
Oats are high.

Oatmeal is extreme, being much higher than Ontario flour.

Cornmeal is unchanged.

In beans a good business has been done, particularly Yellow Eyes, which have been very low, in fact below whites. Prices are now higher.

**JUST—HOLBROOK'S SAUCE.**  
**JUST—THE BEST.**



Samples and prices from  
**H. GILBERT NOBBS,**  
 28 FRONT ST. E., TORONTO

**AND IT PAYS YOU WELL.**

## A Delicious Cup of Coffee

Our 1-lb. tin "**CLUB**" brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it, **YOU** can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"**CLUB**" **BRAND**. Try us,—that is all we ask to convince you of the superior value of "**CLUB**" **COFFEE**.

### S. H. EWING & SONS

96-104 KING ST., MONTREAL  
Telephone Bell Main 65.  
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.



### Everybody Eats MARMALADE

Everybody would eat more if they bought

### LIPTON'S

Wouldn't it pay you to try LIPTON'S? The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

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

With new machinery and greatly enlarged capacity the

## WHITE SWAN CEREALS

will be better than ever.  
You know what that means.

**The ROBT. GREIG CO., Limited**  
WHITE SWAN MILLS  
TORONTO

# WATSON, BOYD & CO.

TRINIDAD, B.W.I.

**COCOA, COMMISSION AND GENERAL MERCHANTS**  
Dealers in  
Canadian,  
American  
and Eastern Produce

Consignments  
Promptly Attended to.  
Correspondence  
Solicited.

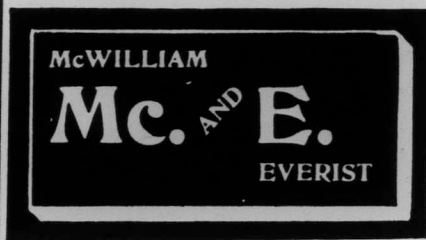
CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane.  
Cable Address: BOYD—TRINIDAD.

NEW YORK—Frame & Co., 132 Front Street.

CODES USED: Lieber's, A B O, 5th edn.  
A1—Premier  
and Standard Shipping

Do not forget, when placing your Christmas order, that we are in the best position to fill same at satisfactory prices.



TORONTO, ONT.

Some of our lines :  
 CALIFORNIA NAVEL ORANGES  
 FLORIDA ORANGES  
 MEXICAN ORANGES  
 VALENCIA ORANGES  
 MESSINA LEMONS  
 ALMERIA GRAPES

Almonds, Filberts, Walnuts, Pecans, Brazils, English Cob Nuts, French Chestnuts ; in fact, anything in the fruit line.

HOLLY and MISTLETOE

### DRIED APPLES

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

**THE W. A. GIBB CO.**

Packers and Exporters  
 5-7 Market St., HAMILTON

The largest Extract House in Canada.

## SHIRRIFF'S FLAVORING EXTRACTS

Are also the best.

Manufactured by

**Imperial Extract Co.**

TORONTO

## GREEN FRUITS AND VEGETABLES

### A LOWER SCHEDULE ON BEANS

THE Board of Railway Commissioners has handed down judgment in the complaint of the Farmers' Association of Ontario, alleging that the railway companies have unreasonably advanced their rates on beans in carloads from shipping points in Western Ontario. After argument and investigation the board orders :

"That the mileage rates published by certain railway companies to be charged on grain, in carloads, immediately prior to May 10th, 1905, and which until January 1st, 1903, were published to be charged also on beans, in carloads, be again published as the maximum rates to be charged on beans, in carloads, between points in Eastern Canada on any one line of railway subject to the Railway Act, 1903.

"As to tolls, the rate between any station in Western Ontario and Belleville, Ivanhoe or Gravenhurst, or any intermediate point, not to exceed 15 cents per 100 lbs.

"Except that between points west of Toronto and points east of Belleville and Ivanhoe, the rates on beans, in carloads, shall not exceed those now charged on grain, in carloads, with the addition of thirty per cent., and subject to a maximum rate of 20 cents per 100 lbs. to or from Montreal or Ottawa, or intermediate points, the rates at and on each side of Belleville and Ivanhoe to be merged by reduction, if necessary, to be so in conformity with section 252, sub-section 3, of the Act.

"That to points east and south of Montreal to which through rates are made by the railway companies by the addition of so-called arbitraries charged on grain shall be added to the aforesaid rate, or rates, to Montreal, except that the through rates so arrived at shall not be lower than the through rates on grain current at the time of shipment, plus thirty per cent.

"That to points east of the last mentioned arbitrary territory, on the lines of the Canadian Pacific and Intercolonial Railways, the rates shall be those published to apply on grain in the higher or non-competitive tariffs of the initial railways, the points to which the rates are affected by water competition, and which are shown in the lower or competitive tariffs, to be placed for the purposes of this order in the groups into which they would fall if shown in the higher or non-competitive tariffs.

"These rates, and those of the last mentioned arbitrary territory, to be merged by reduction, if necessary to do so in conformity with section 252, sub-section 3, of the Act; and the minimum rate to St. John and intermediate points to be, under the present basis of rates, that in force to Intercolonial Railway stations immediately east of St. John.

"Provided that no railway company is to be hereby required to charge less

rates on beans than it charges on grain between the same points, as shown in its tariffs now on file with the board."

### FRUIT CULTURE IN B. C.

"BELIEVE British Columbia will within a few years be one of the leading fruitgrowing countries of the world," remarked Mr. R. M. Palmer, secretary of the Bureau of Information of British Columbia, on the floor of the board of trade, Montreal.

Mr. Palmer is now on his way to London, there to superintend an exhibition of British Columbia products at the Colonial Fruit Show, which will be held in the British capital the first week in December.

In speaking of the fruit grown in the far Western Province, Mr. Palmer stated that they did not strive so much for quantity as they did for quality, and in competition last year with all the rest of the world they had managed to carry away from the London show two gold medals, which was better than any other single section had done.

There are now in British Columbia thirteen thousand acres devoted to fruit culture, and the coming season this would be increased to twenty thousand acres.

The area fit for the cultivation of fruit in our Province is relatively small, that is in comparison with the vast acreage of the entire Province, so our people are making the best possible use of their acres, striving, as I said before, not so much for quantity as for quality.

### APPLE CO-OPERATION.

Reports received at the Department of Agriculture, Canada, were to the effect that excellent prices had been obtained for this year's apple crop by the different co-operative associations formed for the purpose of handling the fruit crop, the crop having been sold direct to wholesalers for cash.

### ONTARIO MARKETS.

#### Green Fruits.

TRADE has revived considerably since our last issue, and good business is reported. White & Co., Toronto, report arrival of carload of Californian navel oranges and also one of Mexican oranges. These two cars are the first to arrive in Canada this season, and are really the opening of the season for California fruits. The fruit market reports all denote activity in view of Christmas trade. Some heavy orders have been already placed for future delivery. Jamaica oranges have dropped considerably, being now quoted at \$3.75 and \$4. Floridas have eased a little, and lemons are showing a decline.

We quote :

Oranges, Jamaica, per barrel	3 75	4 00
Oranges, Florida, per box	3 25	3 50
Lemons, new Messinas	3 25	3 75
Bananas, large bunches, crated	1 50	1 80

Tokay grapes.....	3 00	3 25
Almeria grapes, per barrel.....	6 00	7 50
Apples, barrels.....	2 00	3 50
Cranberries, late Howes, per bbl.....		13 00
"    crates.....	4 25	

**Vegetables.**

Trade on the vegetable market has been slow and uninteresting. No new feature has been manifest, and with the exception of a slight firming in kiln dried potatoes and Spanish onions no change is reported.

We quote:

Kiln dried sweet potatoes.....	4 50	5 00
Potatoes, per bag.....	0 90	1 00
Onions, per bushel.....		0 75
Spanish onions, per small crate.....		1 00
"    large cases.....		3 00
Cabbage, per doz.....		0 40
Caulliflowers, domestic, per doz.....	0 75	1 25
Beets, per bushel.....		0 50
Carrots, per bushel.....		0 50
Lettuce, per doz. bunches.....		0 30
Water Cress, per doz.....		0 20
Parsley, "    ".....		0 20
"    "    ".....		0 30
Mint, per doz bunches.....		0 50
Green peppers, per basket.....		0 20
Celery, per dozen.....	0 35	0 50
Vegetable marrow, per dozen.....		0 75
Paranipa, per bushel.....	0 50	0 60
Squash, "    doz.....	0 75	1 00
Artichokes, per bushel.....		1 00
Salsify, per dozen bundles.....		0 40

**QUEBEC MARKETS.**

**Green Fruits.**

Green fruits show very little change this week. Trade is exceptionally quiet but this must be expected at this season of the year.

Cranberries are scarce and demand for same has not really set in strong yet. Stocks are light.

There is very little doing in bananas. Jamaica oranges are moving fairly well, but are selling at very low prices, showing shippers but little money.

California grapes are finished but Malagas are beginning to be in better demand.

Dates, per lb.....	0 04
Bananas.....	1 85 2 25
Cocconuts, per bag of 100.....	3 75
Pineapples.....	4 50 5 00
Jamaica grape fruit, per box.....	4 50 5 00
Apples.....	2 25 4 25
Sweet potatoes, per bbl.....	2 80 3 15
Lemons, per box.....	3 50 4 00
Jamaica oranges, per bbl.....	4 00
Grapes, Almeria, extra fancy Longkeepers.....	7 00
"    Fancy.....	6 50
"    Choice.....	6 00
"    California Tokay, per crate.....	3 10
Cranberries, N.S.....	10 50
"    Cape Cod.....	12 00
Spanish onions, cases.....	2 50
"    crates.....	0 90

**Vegetables.**

Business in vegetables is only fair. There are no changes to report this week.

Spanish onions are in better demand and selling fairly well on account of the high price of red and yellow onions.

Mint, per doz. bunches.....	0 15
Parsley, "    ".....	0 25 0 35
Sage, per doz.....	1 00
Savory, per doz.....	1 00
Beets, new, per doz.....	0 12 0 15
Egg plant, per dozen.....	2 00
Green onions, per bbl.....	2 00
Caulliflowers, home grown, per doz.....	1 50
Green peppers, per basket.....	0 70
Cranberries, per bbl.....	8 50 9 50
Home-grown cabbage, per doz.....	0 40
Tomatoes, box.....	10 20
Home grown cabbage, per doz.....	0 40
Spanish Onions, cases.....	2 50 2 75
"    crates.....	0 90
Red onions, brl.....	2 50 2 75
Turnips, bag.....	0 75
Sweet potatoes.....	2 50 3 00

**MANITOBA.**

**Green Fruits.**

The first California navel oranges are now on the market and quotations will be found below. We quote:

Your Order For  
**Christmas Fruits**

**NEW RIPE CALIFORNIA NAVEL ORANGES**

should be placed with a reliable firm. It is the most important order you place during the entire year, and you cannot afford to take any chances.

Owing to our exclusive connections with the best packers, and representing the leading accounts, we are in the best position to take care of you.

Christmas orders are being booked thick and fast. We will furnish refrigerator cars to any point and make early shipment.

We mention a few lines.

ORANGES, HOLLY, FIGS, NUTS, RAISINS, LEMONS  
ALMERIA GRAPES, BANANAS, FANCY APPLES.

**Oysters** Without exception the finest, largest and most deliciously flavored oysters coming to this market—Long Island Natives.

**WHITE & CO., LIMITED**

HAMILTON TORONTO

Produce of all kinds handled on commission or purchased outright.

W. B. STRINGER

**DISCOUNT**

J. J. McCABE

There's none on "St. Nicholas," "Miss St. Nicholas" or "Home Guard."  
If you buy "a 300" box under these brands you get 300 saleable lemons—that's what—no discount. Ask your dealer.

**W. B. STRINGER & CO., Wholesale Fruit Brokers, TORONTO, Sole Agents**

Car of **Fancy Hollywreath Navels**

Due November 29th.

Car of **Fancy Mexican Oranges**

Due Nov. 27th.

Probable prices:

NAVELS, \$4.00 per box; MEXICANS, \$2.40 per box.

Full line of Christmas goods now in or due soon.

**THE F. T. JAMES CO., LIMITED**

New Fruit Warehouse 33 Church St.

Telephone Main 5048

**FIGS**—We can give the best value in Toronto in **Layer Figs.**

Get our prices before you buy and see us about any other fruit you need.

**THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO.**

Consignments of Poultry, Butter, Eggs, Etc., Solicited.

**THE DISTRIBUTORS COMPANY, Ltd.**

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

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C. P. Carpenter & Son, Winona; Griffith & Woolverton,  
Grimsby; Titterington Bros., St. Catharines; Thos. Oliphant,  
Clarkson; C. Lowrey, Queenston.

**Fresh Figs, New Messina Lemons  
Malaga Grapes, Cranberries.**

## Don't Put Off any longer Order To-day Sure

How many times have you read what I say about the **E. D. S. Brand** of Jams, Jellies and Sealed Fruits in glass? How many times have you been "almost persuaded" and then "put off"? Time is creeping on and opportunities slipping by. Fortunately there is still room for you to sell Preserved Fruits—the **E. D. S. Brand**. Let me send you some of my first-rate goods and thus start you on the right road.



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

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

OUR FIRST CAR OF NORTHERN  
CALIFORNIA WASHINGTON

# NAVELS

has arrived. QUALITY VERY FINE

LET US HAVE YOUR ORDERS

**HUGH WALKER & SON** DIRECT IMPORTERS **Guelph, Ont.**

Cultivate your Biscuit trade by ordering

**McLAUHLAN'S**

## Cream Soda Biscuits

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



This design a guarantee of quality.

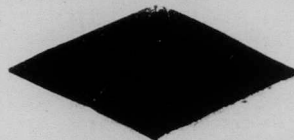
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All grades, from the highest "Glossy Finish" to the  
rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN  
SUPPLY IT.

**CANADA PAPER Co.**  
TORONTO LIMITED MONTREAL

## THAT WORD DIAMOND



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

ALL JOBBERS

**Sugars Limited, Montreal**

Telegrams: "SEGURO," GLASGOW.

**APPLES A SPECIALTY**

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

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

## DRIED APPLES

BRIGHT, DRY STOCK  
WANTED.

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

Established . . . 1886

### Oranges and Lemons.

New California navels, 128's, per case	5 50
" " 250's to 350's, per case	6 00
Late Valencia oranges, 200's, 216's, 250's	6 00
" " 288's, 324's	5 50
California lemons, per case	7 00

### Ontario Winter Apples.

Spies, XX, per bbl	4 25
Fancy, XXX, per bbl	5 00
Baldwins and other varieties, per bbl	4 25
Bananas (per express)	3 00
Almeria grapes, per keg	6 50
Ontario basket pears, per basket	0 75
Winter pears (B.C.) per case	3 50
Cranberries (Cape Cod), per bbl	11 00
Cranberries (Jersey), per bbl	12 00

### Vegetables.

We quote:

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

### VANCOUVER, B.C.

#### Fruits.

For the first time this season Jap oranges are in the market. It is perhaps a week or ten days earlier than usual. The consignment does not appear to be over well matured.

In local fruits apples are still plentiful and in the main of good quality.

A few winter pears still offering.

Oranges are beginning to reach the market in increasing quantities.

#### Vegetables.

Potatoes of lower mainland origin are reported not keeping very well, though careful selection and sorting has been done by the growers. Stocks are likely to show heavy reduction from that cause. Prices for lower mainland are still \$15 and \$16 per ton. Ashcroft's command \$24 and \$25 per ton.

Onions of local growth are still selling cheap at \$1.25 per sack.

Beets and parsnips, 75c. per sack.

Carrots and turnips, 50c.

Local cabbage is selling at about 1c. per lb.

Celery brings 40c. per dozen.

Greenhouse lettuce, \$1.75 to \$2.00 per box.

### ST. JOHN, N.B.

#### Green Fruits.

It is yet early for Christmas demand.

Some fine Ontario apples, chiefly Spys, are offered. Prices this season high. Some nice Nova Scotia apples offered but sale is light. There have been too many poor apples.

Oranges are still rather poor. Florida and California stock are being offered. Good crops reported.

Lemons are easier and of better quality.

In grapes, Malagas are about the only line offered.

Quinces have been quite plentiful.

Cranberries are very high.



# JAMES' DOME BLACK LEAD

can be honestly recommended as the polish that shines ahead of all others. Gives a lasting brilliant finish.

No Dust, no Grit, a lead that's all lead.

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

TODHUNTER'S

EXCELSIOR

Sure to please your customers.

COFFEE

Blended  
by

**TODHUNTER, MITCHELL & Co., TORONTO**

Your chief aim is to please your customers and thereby gain permanent patronage, thus increasing your sales.

A good way to do this is to sell them CHASE & SANBORN'S High Grade Coffees.

# Chase & Sanborn

The Importers, - - MONTREAL

## FRESH AND CURED FISH

### GOVERNMENT FISHING REPORTS.

In the Maritime Provinces small catches were reported by fishermen, dogfish appearing off the coast in great numbers and interfering considerably with the industry. The Government experimental dogfish reduction works at Canso, N.S., were working to their fullest capacity, which is upwards of 100 tons daily. Oyster fishing opened on the 23rd of the month and gave increased employment. In New Brunswick, also, salmon fishermen reported a profitable month, but mackerel on the north shore was a failure, and the fall run of shad was disappointing. Cod and haddock were plentiful, and sardine fishermen made good catches. Experiments in the Scotch method of curing herring were continued in Nova Scotia.

In British Columbia the sockeye run was continued until an unusually late date. An official return of the pack based on the retort count of the canneries on the Fraser River, numbering 38, was 782,442 cases. Including the canneries on the other rivers, the total pack for the Province is estimated in round numbers at 1,000,000. Good catches of cohoes were also reported during September, the price being fixed by the canneries at 15 cents. Ten and eight cents was paid for sockeyes during the closing days of the run. A heavy output of fry was reported from the hatchery at Seaton Lake.

The Commission appointed by the Dominion Government to inquire into means for the preservation and improvement of the fishing resources of British Columbia held a number of meetings during September.

A large number of lobsters were successfully transferred from the waters of the Atlantic to those of the Pacific by the Department of Marine and Fisheries, Canada.

The earnings of fishermen on the Fraser during the sockeye season of the present year were estimated to average from \$350 to \$400, as compared with \$150 and \$200 last year. About 6,000 fishermen were employed, 3,000 of whom were Japanese, 1,000 Indians and the balance whites. Last year about 4,000 men were employed.

### REVOLUTION IN SEA FISHING.

WAS the new steam trawler Spray, launched at Quincy Point this week, the first of a fleet that is to revolutionize sea fishing? is a question much debated by the seafaring men in the vicinity. Opinion seems evenly divided. The trawler will be ready for the service of the Bay State Fish Company early next month, is a steel craft of 260 tons register, 126 feet 8 inches long, 22 feet beam, moulded, and 12 feet

depth of hold. Her cost was \$60,000, or about six times as much as the ordinary fishing schooner. Sixteen men will be sufficient to man her and look after the trawls, and they will work on salary, instead of on a division of the profits. Two nets will gather in the unwary fish along the coast, each 10 feet deep and 8 feet wide, one operating on the starboard bow and the other on the quarter. While one is being emptied of its catch, the other will be down scooping in the fish. One hundred tons can be carried on a trip, and the vessel is so equipped that she can operate either on the Georges or on the Grand Banks. The Spray will have a speed of eleven knots.

The success of the Spray will be watched with much interest by Canadian fishermen. Several large Halifax fish houses are working on similar lines, and as soon as it can be shown that the new fast sailing steam trawlers are a success a change will undoubtedly result in the fishing methods of the Nova Scotia interests.

### SALMON STRIPPING.

Salmon stripping, which has been in progress at the Carleton salmon pond for about a fortnight, will probably be finished to-day. The work is under the supervision of W. A. Mott, with Inspector Fred Belyea for assistant, and the average number of fish stripped daily has been from 50 to 100.

The process is of considerable interest, and many persons have availed themselves of the opportunity of watching it. About eighty-five per cent. of the eggs are fertilized through the method now in use.

The eggs have been neatly packed in trays, and will be sent to the hatcheries in Sydney, Ottawa and Grand Falls. All the salmon stripped were found to be of good size.

### THE MIGRATION OF FISHES.

All fish are more or less regularly migratory, though the extent and range, as well as the causes of their migrations, remain meanwhile obscure.

It is believed, for instance, that the summer herring fishery comes and goes with the annual ebb and flow of the great Atlantic inflow which sweeps round the north of Scotland, grows in intensity through the winter until plaice move quickly. Heinke records two, which traveled about 88 miles in 28 days, or an average of not less than three miles a day.

Dr. Fulton has observed that adult plaice, swimming leisurely in the large spawning ponds at the Aberdeen laboratory, may move 100 to 140 feet per minute, or considerably over a mile an hour.

Many of the fishes perform considerable migrations from and toward the areas where they are normally most abundant. Thus whitches and megrims appear to migrate southward and coastward to the shallower waters in winter, withdrawing again before the spawning season.

It is interesting to note that the turbot is one of the most prolific of sea fishes. The number of eggs in five specimens examined by Mr. Fulton varied from 5,612,000 to 10,115,000. The heaviest of the specimens weighed only 21 pounds.

### THE SCOTCH FISH EXPERTS.

Prof. Prince, speaking of the arrival of J. J. Cowie, the Scottish expert, at Nanaimo, says that the results should be to greatly improve the curing of the Pacific coast fish. Mr. Cowie, he says, selected his very best assistants to accompany him, and in addition to these he has also brought a trained cooper.

The Scottish women who came out with Mr. Cowie are Misses Campbell, Wood and Gault.

Prof. Prince says that one of the greatest obstacles which has to be overcome in introducing the improved methods of curing is the antagonism of the curers now in the business to adopting new methods.

With an abundance of fish on the coast it is to be desired that the improved methods should be adopted with correspondingly increased prices for the product.

### P. E. I. FISH HATCHERY.

Alex. Finlayson, Dominion Inspector of Fish Hatcheries, has been at Charlottetown, P.E.I., opening a fish hatchery at Southport, near Charlottetown, and has placed 800,000 salmon eggs therein. This is the first hatchery that has been operated on Prince Edward Island for years.

### LAKE HURON FISHING CLOSED.

The fishing season on Lake Huron has closed and the lake shore fishermen report the result of the year's operations very disappointing, the average take being given as not more than one-third of that of an old time good season. In the spring the weather conditions were not good, there having been too much south wind.

The pickerel catch was small and very few sturgeon were taken.

The herring seem to have deserted the shore.

Trout and white fish have for a long time been an unknown quantity in the lower waters of the lake.

Just what is the reason for the scarcity of fish, nobody seems to know, but all interested in the business are agreed that fishing is growing poorer season by season, until now there do not seem to be any fish in the lake.

Not until a hatchery is established at Point Edward, do fishermen look for much improvement in the conditions.



**FIT FOR A KING**

ARE

**KING OSCAR  
SARDINES**

<p>Choicest Small Fish Pure Olive Oil No Scales or Bones</p>	<p>Handsome Package Moderate Price Quick Seller</p>
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**THE ORIGINAL AND THE BEST.**

OBTAINABLE THROUGH MOST WHOLESALE HOUSES.

CANADIAN SELLING AGENTS:

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

**THE BEST FISH IN THE WORLD  
IS "HALIFAX" PREPARED CODFISH.**

**It's  
A Good  
Thing  
To Eat**

This is because it is prepared from the best raw material, viz.: selected Atlantic Codfish, which are the finest flavored caught in any waters in the world. They are then prepared after the most modern method, and packed in non-permeable wooden boxes, so that the consumer gets a beautiful white, tasty fish food that's easily digested and very stimulating both to body and brain. There is not another foodstuff at once so tasty and so good for the system.

**It's  
A Good  
Thing  
To Sell**

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

**A TRADE WINNER  
FOR GROCERS.**



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

**THE WALTER M. LOWNEY COMPANY,**  
No. 447 Commercial Street, BOSTON, MASS.  
CANADIAN BRANCH: 530 St. Paul St., Montreal

**STEWART'S**

DELICIOUS  
**Chocolates and Bon-Bons**  
PURE and WHOLESOME

**SPECIALTIES**

**FINE CHOCOLATES**      **BON-BONS**  
**MARSHMALLOWS**  
**TURKISH DELIGHT**  
**ALAKUMA**  
**PAN WORK**  
**HARD BOILED GOODS**  
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**COUGH DROPS**  
**ACID FLORAL and FRUIT TABLETS**

**The STEWART COMPANY**  
TORONTO LIMITED

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

WHEN BUYING CHOCOLATE

YOU ARE DOING WELL BY YOUR  
CUSTOMERS IN OFFERING THEM

**MOTT'S**

"DIAMOND"  
AND  
"ELITE"  
BRANDS

Nothing in Chocolate is better.  
Nothing in Chocolate CAN be better.

*Every jobber sells them.*

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

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

**COWAN'S COCOA**

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,**  
**Cake Icings,**  
**Cream Bars, and**  
**Cowan's famous Milk**  
**Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED**  
TORONTO

## BISCUITS AND CONFECTIONERY

### UTILITY OF WRAPPERS.

**C**LEANLINESS and attractiveness is the order of the day, and it has had its influence on the confectionery trade also. It is as certain as daylight following night that the attractive manner with which a certain biscuit concern has wrapped up its goods, has been the main factor of its unparalleled success. This lesson has not been lost on the progressive confectioner, and now we find that a good many of the products of the confectioner are wrapped in attractive wrappers.

The general public certainly appreciates such care in the handling and selling of an important article of daily consumption, and no one who wraps up his confections has ever had any reason to complain of decreasing sales. Waxed or parchment paper is especially adapted for such a purpose.

### MOULDY BREAD AND CAKES.

**M**UCH has, and much remains, to be written as to the source and cause of bread and cake mould, i.e., fungi. By chemists posted on bread and cake it is, we believe, generally conceded that it is caused by forms of organisms, parasites, etc., germinated by spores or sporules, which are proof against the heat of baking.

Some say they are in the flour (particularly in poor and improperly stored flour,) others in the yeast, others in milk, potatoes, and other ingredients used in bread and cake making.

Scientists say there are upward of 32,000 forms of fungi, those of bread and cake belonging to the bread family.

Bread made from good flour and properly made and baked dough does not mould readily, generally not at all, even after long keeping under favorable conditions.

We do not know that any specific cure for a preventative of mould in bread and cake has yet been discovered. The best aids in those directions are, good and properly stored flour, fresh, healthy yeast, well and properly made dough, as much salt as the dough will carry, absolute cleanliness, full but not over baking, baking in as hot a heat as possible, so it cooks without over-coloring; not packing and allowing the bread to steam in a mass, keeping it in a cool place, free from damp drafts.

### CLEANLINESS.

**I**N days that are now but a memory—days when the farmer used to load up his wheat and go to the grist mill, as it was then called, to have his wheat ground into flour to supply his family, I once stood in the door of such a mill while the good old miller loaded into the wagon of one of his customers the flour he had ground for him.

After the farmer drove away the miller stood at the door, seemingly for-

getting my presence and his duties. At last he said, in a sort of dreamy way: "I would like to board at that man's home."

The question raised in my mind was, "Why such a desire?" and, boy like, I did not hesitate to ask him. His reply was, "Did you notice the sacks in which his flour was put?"

I had not noticed them, and so told him. "Well, said the miller, he has been coming here to mill for nearly twenty years, and whenever he comes the sacks containing his wheat have always been clean, and he always brings clean sacks to put his flour in. He will allow me to put the bran and shorts into the sacks which contained the wheat, but always I have the clean, bright sacks, that he brings here empty, to put his flour into."

As I went away, and as I have in later years thought of the old miller's observation, I have had in my mind's eye the kitchen of that good housewife, whose attention to the "Details of Cleanliness" were so marked as to attract the attention of the old miller, and I confess I would desire to board at such a place, if my good wife were not almost the equal of this woman of my story. I would ask you at this point, "Are you not a trifle hungry yourself?"

You and I, and everybody else, relish our food in proportion to the degree its preparation meets our ideals. Whether at home or abroad, if you feel that a due care to the question of cleanliness has not been observed in the preparation of the food offered, your appetite fails; and if you say nothing, what you desired to say would not be a quotation from the Holy Writ, and the publishers of Sunday school literature will not hunt you up and offer you a large or small sum for a resume of what passed through your mind.

### INTERESTING BREAD NOTES.

**A** LOAF of bread at least four thousand years old, a portion of which was in such a state of preservation that it was possible to identify barley as the grain of which it was made, was lately found in Egypt. From records and monuments in that ancient land we learn that the grain for bread was broken by pounding, and that it was probably baked upon or between hot stones. The children of Israel ate leavened bread of Egypt, and it is known that the Chinese had used leavened bread long before the time of Moses and the exodus from Egypt. So far as we can learn, only unleavened cakes—no loaf bread—were made in Abraham's day.

The French are by most people conceded to be the premier bread bakers of the world. They have many varieties, and most of these, except the very fine fancy rolls, are leavened. The ovens are

always of brick, and are usually heated with pine wood. These two facts have much to do with the fine flavor of the finished product. The French bread is almost invariably sold by weight, and has a much thicker crust than ours. It is said that the average Frenchman consumes 300 pounds of bread yearly, while his neighbor John Bull disposes of 450 pounds.

The great fault with the Canadian baker has been the national one of haste. Good bread, of whatever variety, requires time and care in its manipulation. There is no reason why we should not have as great variety as well as perfection as the German or the Frenchman. Indeed, in these days conditions are such as to permit of our reaching an even higher grade of excellence.

Some interesting experiments have been carried out on the moisture contained in bread by a French chemist named Lindett. He holds it is a well-established fact that the moisture travels from the interior of a loaf outwards to the crust, and on analyzing the crust and crumb of some quarter loaves, he finds that the moisture in the crust rose from 11 per cent. one hour after being taken from the oven, to about 20 per cent. after forty-eight hours. The water in the crumb sank in the same time from 46 per cent. to a little under 45 per cent. The amount of dextrin when calculated on the dry matter of the crust remained practically stationary at about 17 per cent. of the dry matter, but another surprising result was also found that the dextrin of the crumb sank from 11 per cent. to 2 per cent. Lindett therefore concludes that there appeared to be a retrogression towards starch, or a reversion from soluble dextrinous products (originally derived from starch) to insoluble substances resembling starch; and this change he ascribed to amylo-dextrin.

### THE EGGS WE EAT.

The total export of eggs from Canada amounted to 11,363,914 dozen in 1901, to 11,639,755 dozen in 1902, and 7,415,148 dozen in 1903. But according to statements made by Canadian farmers to the Dominion Government census enumerators, their hens laid 84,132,802 dozen eggs in the year 1901. Thus the home market took more than seven times as many eggs as were exported. The egg production of the different provinces in 1901 was as follows:

	Doz.
Ontario .....	49,779,845
Quebec .....	15,502,415
Manitoba .....	5,038,062
Nova Scotia .....	4,419,239
New Brunswick .....	3,120,012
Prince Edward Island .....	2,426,251
Northwest Territories .....	2,197,237
British Columbia .....	1,651,741
<b>Total for Dominion .....</b>	<b>84,134,802</b>

Like butter, flour absorbs odors readily. It should not be kept where there are onions, fish, vegetables, or other odorous substances, nor in a damp room or cellar. Keep in a cool, dry, airy room, where it will not be exposed to a freezing temperature nor to one above seventy degrees.

# CABINET MAPLE SYRUP

**SUPERIOR TO ALL OTHERS**

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

**WE QUOTE:**

6 1-gal. tins to case, wine measure, \$4.50 per case	24 pints to case, wine measure, \$2.50 per case
12 ½-gal. " " " 4.80	12 qt. bottles, 2.40
24 ¼-gal. " " " 4.80	5-gal. tin, Imperial measure, 1 to case, 3.90

*We prepay freight on lots of 3 cases or more.*

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

**THE MONTREAL MAPLE CO.**  
88 GREY NUN ST., MONTREAL, QUE.

**"MADE IN CANADA"**

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

## Shredded Whole Wheat

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

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

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

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

## Irish Biscuits

Our biscuits are growing in popularity all over Canada—that is in towns where they have been introduced.

But there are still places where we want to be better known, and with that object in view we have appointed agents as below.

You'll find many points of superiority over ordinary biscuits in ours, as you get acquainted with them.

Our agents will be pleased to send you samples, quotations, etc.

**Ask for "KEIL FINGER"**

**Ask for "WINDSOR WAFER"**

They'll make a good impression

**W. & R. JACOB & CO.,**  
Limited

**Canadian Agents:**  
Kenneth H. Munro,  
324 Coristine Bld. Montreal  
C. & J. Jones,  
Box 623 Winnipeg  
Wilson Bros.  
Wharf St. Victoria, B. C.

**DUBLIN,  
IRELAND**

## Maple Syrup Weather

You sell Maple Syrup—your customers use it. They would use more of it if they could be assured of getting it pure. You are always absolutely safe in selling

## Grimm's Pure Maple Syrup

The only genuine, unadulterated Canadian Maple Syrup direct from the best producers.

**SEND FOR SAMPLE LOT**

**THE GRIMM MFG. CO.,** Manufacturers of Champion  
Maple Sugar Evaporator and  
Maple Sugar Makers' Supplies **Montreal**

# To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

## VAN HOUTEN'S COCOA

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

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

## EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS

## COCOA

### THE BEET SUGAR INDUSTRY.

THE production of beet sugar, with a measure of success, dates back to about 1820 A.D. As far back as 1836-37, Germany, the leading beet sugar country, produced 1,500 tons of sugar from beets which yield 3½ per cent. only of raw sugar per ton of beets. To-day Germany has 400 beet sugar factories, France 333, and the whole continent of Europe not less than 1,400.

Up to 1880 A.D. the average percentage of raw sugar obtained from a ton of beets did not exceed 7 per cent. To-day the average ranges from 12 to 15 per cent., the increase being due to increased knowledge of the industry and improved machinery; hence the success of the industry is fully assured.

In 1840 A.D. 5 per cent. only of all the sugar used in the world was manufactured from the sugar beet; to-day over 70 per cent. of the world's sugar is beet sugar, and over 80 per cent. of all the sugar consumed in Canada is from the beet.

The establishment of another great agricultural industry in Ontario is a matter of national import. Manitoba and the western plains seem destined to become the chief granary of the world, so the oldest Provinces must achieve success in other lines of farm produce, such as dairying, hog raising, and the production of the sugar beet.

Michigan is the centre of the beet sugar industry in the United States. Six years ago the first factory was constructed in Bay County. Its success was so marked that capital flowed into the new industry, and now Michigan has a total of twenty-one. The dividends paid yearly have averaged about 30 per cent.

Notwithstanding that the United States and Canada have built upwards

of forty-nine sugar factories in a few years, the output of sugar therefrom has not kept pace with the increase in consumption. This would indicate that satisfactory dividends can be permanently relied upon.

Will Ontario farmers provide the beets? is a question frequently asked. According to a Government report on sugar beet industry in Ontario, one farmer in Waterloo County received for the beets of five acres no less a sum than \$477.19, and that at \$4 a ton only. His net profit was over \$70 an acre. What other crop would yield half that profit? Carefully compiled data prove that \$40 an acre is but an ordinary net profit. This in itself should be sufficient to induce the Canadian farmer to extensively cultivate the sugar beet.

Both the Dominion and Ontario Governments are wisely fostering the industry—the former by the surtax on German sugars and by the admission of machinery without charge of duty, and the latter by a bounty of \$75,000 per annum for three years, and by tests in several localities and valuable information distributed.

Recent discoveries and inventions indicate that the by-products of beet sugar factories will soon be very valuable. The residue molasses can now be converted into alcohol for mechanical purposes, and vinegar, and are at present saleable at \$4.50 or \$5 a ton. The pulp, it is said, can also be converted into alcohol, a certain valuable acid, glue, and a grade of charcoal, and will sell for several dollars a ton. Certain it is that sugar beet pulp is most valuable for fattening cattle. The mineral deposits a German scientist declares to be a superior fertilizer and worth a good price.

Improvements in machinery and in necessary field implements have also of late been rapid.

## Be Master

of the situation. Get a grip on the "order reins."



are trade-bringers. They embody all the virtues of other biscuits with their own besides.

## PERFECTION CREAM SODAS

are the best selling, most satisfying biscuits in Canada to day, simply because they are made from the finest products, by the best bakers, and because they are able to measure up to "big things"—hold to the standard. The creamy whiteness of some sodas, the lightness of others, the crispness of others—all these good points are to be found in Perfection Cream Sodas, the "Perfect Sodas." Have we had an order from you?

3-LB.-CARDS OR TINS

THE Mooney Biscuit & Candy Company, LIMITED.

Stratford, - Canada.

## THE QUESTION IS \_\_\_\_\_ \_\_\_\_\_ WILL YOU DO IT?

I know that a Grocer can make money selling the **Pebble** and **Pharaoh** Cigars. I want Grocers to sell the **Pebble** and **Pharaoh** Cigars and make money.

Will you sell them? Will you consider **now** my offer, the fairest ever made:

*I will take back at the end of three months, at invoice price, all of your stock unsold. You don't risk one cent, even if you never sell one cigar.*

To get 1,000 assorted of my cigars and to sell the **Pebble** at **5c.** and the **Pharaoh** at **10c.** is ideal business.

*Will you do it?*

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

**Not  
How  
Many**

or

**But  
How  
Much**

### How a Grocer Should View It

Whether a great number or a small number of Grocers are selling **T. & B.** should be of little moment to you.

The important question is, how much **T. & B.** can you sell?

That depends entirely on yourself. **T. & B.** is not difficult to sell, but to catch new trade you must adopt new methods—not be satisfied with one kind of display or one place for display.

A good tobacco like **T. & B.** is deserving of a good place, good attention.

Give **T. & B.** both these and you will be glad you ordered a supply regularly.

**THE GEO. E. TUCKETT & SON CO., Limited**  
HAMILTON, - ONTARIO.



## TOBACCOS, CIGARS AND ACCESSORIES

### INJUSTICE TO CIGAR MANUFACTURERS.

**T**HE Grocer recently had a very striking illustration brought to its notice of a flagrant injustice that is being done to cigar manufacturers by certain restaurant dealers in Montreal. While the case in question transpired in the city in question it is no doubt a fact that similar occurrences can be found in other cities and towns.

In company with the representative of the Geo. E. Tuckett Cigar Co., Mr. MacKenzie, lunch was partaken of in a leading restaurant. After the conclusion of the meal Marguerite cigars were ordered. The waiter was distinctly informed to bring Marguerites. When the cigars were brought The Grocer noticed that they were not Marguerites and called Mr. MacKenzie's attention to the matter, at the same time telling the waiter to go back and bring the brand ordered. The waiter insisted that they were Marguerites. Now, anyone who has ever smoked Marguerites will at once know the goods, their shape and peculiar point in itself being a well-known characteristic, to say nothing of the absence of the band, the cigars offered by the way not having any band whatever, and having a point like a needle and a highly polished cheap wrapper.

Talk about an angry cigar salesman! Mr. MacKenzie, who is proverbially dignified and calm, informed the waiter to go and get the proprietor, and at the same time his coat as his job was open for another man. The waiter apparently realized that the game wouldn't work in this case, and with an apology went and brought the genuine Marguerites.

The point in the foregoing is this: The manufacturers of the Marguerite were deliberately being defrauded; they are spending thousands upon thousands of dollars annually in advertising their particular brand of cigar, and take pride in the reputation the mark has secured among smokers. Supposing the case that the purchasers of the cigars had not been so familiar with the brand but had heard of it and desired to test them, now in trying the tendered cigars and finding them what they undoubtedly were, a very ordinary five cent line, strong and rank, they would have forever condemned the Marguerite. It is in this that not only a temporary loss was made by the manufacturers but a future heavier loss.

The foregoing case while applicable to the particular brand mentioned no doubt occurs with the special advertised lines of other cigar manufacturers, and it would seem that a penalty should be attached to such flagrant misrepresentations and frauds. That such actions on the part of the help are allowed to go on shows that proprietors are not watching the interests of their patrons closely enough. The regular cigar dealers would not stoop to any such deception, but that a restaurant of more than

local fame should be the scene of such bare-faced deception will kill its good trade is only too probable. It certainly has lost the confidence of two patrons.

### FINE CANADIAN LEAF.

**T**HAT fine tobacco can be grown in certain parts of Canada has long been conceded, but it remained for British Columbia to win the laurels for the whole country as a tobacco garden and plantation of remarkable fertility. One of these valleys situated not far from the Kootenay district is now famous—so famous that the owners are hanging on to it with a strong grip and are nosing around to see if there are any more spots just like it. Why? Well, on this plot, only a few acres, 30,000 lbs. of leaf were grown and it was of such excellence that the purchasers, a big Montreal manufacturing house, took every pound and would give a good deal for a duplicate lot of the weed. It is, said a member of this firm, admirably adapted for cigars; no connoisseur could tell where it came from.

The leaves are small, black and of fine flavor. All the rubbish talked about it not being usable may be crossed off the map. It is the finest ever grown in Canada. Think, too, that it can be laid down in Montreal at 13 cents. With no duty, such tobacco will be considered a bargain at 25 cents a pound. Who, then, is prepared to stand before the Tariff Commission or any other commission and say that the Canadian product is not a most important factor in manufacturing?

Without taking any special sides in the matter of protection it is certainly gratifying to know that British Columbia has climatic soil and enterprise sufficient to make a hit in the market in the production of a high grade of tobacco.

These goods will be manufactured and sold right on the same market with the Cuban made Havana goods and the famous statement of Mr. Fortier that "it is a wise man who knows what he is smoking" will be brought home more forcibly every day.

### CANADA'S TOBACCO FARMS.

The exports of Canadian tobacco leaf amounted to 39,352 pounds in 1901, but were only 6,985 pounds in 1902, and 37,509 pounds in 1903, while according to the Dominion census 11,266,732 pounds of tobacco leaf were produced on Canadian farms in 1901. The Province of Quebec alone produced 194 times as much tobacco leaf as was exported from the whole of Canada. The tobacco production of the different Provinces was as follows:

	Pounds.
Quebec .....	7,655,975
Ontario .....	3,503,739
British Columbia .....	61,830
Prince Edward Island .....	30,994
Northwest Territories .....	6,682
Manitoba .....	6,365
New Brunswick .....	587
Nova Scotia .....	560

Total for Dominion ..... 11,266,732

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

## THE MANUFACTURE OF MUSTARD.

THE use of mustard as a condiment, and probably as a salad, too, was known to the ancient world, and it was a favorite spice at the dinner tables of the Middle Ages. By the fourteenth century it had become so important an article of manufacture in Burgundy that Phillip the Bold granted to the city of Dijon armorial bearings, in whose motto a punning reference to mustard may be traced. The Englishman of the Elizabethan age could no more eat his roast beef without mustard than the Englishman of to-day.

Thus it was that, in "The Taming of the Shrew," when Grumio asked the question: "What say you to a piece of beef, and mustard?" the immortal wayward Katharina replied: "A dish that I do love to feed upon." In those days (says a writer in "Britain At Work"), it would seem, mustard was prepared by the simple process of crushing the seed, as peppercorns are still. But in 1720 a Mrs. Clements, of Durham, devised a method of pounding the seed and then separating the flour from the husk, and the result was so agreeable to the palate of George the First that the new condiment, promptly called the Royal Flower of Mustard Seed, was largely advertised in the newspapers of the day, and from that hour to this mustard has been one of the serious industries of Britain.

The mustard plant is a member of the genus Brassica, to which we owe our cabbages and broccolis, our turnips and Brussels sprouts. Its two forms, black and white, grow best upon the rich loams of Yorkshire and Lincolnshire, Cambridge and Essex; and, although it is also cultivated in Alsace, Holland, Italy, and other European lands, the British manufacturer does not find it necessary to supplement his own crops to any serious extent, so that mustard may be classed as a British product in a more complete sense than any other table condiment.

The seed is sown annually, the crop is harvested with a sickle, as if it were a vetch, and the tiny pods are threshed upon the farm with a flail. The seeds, of which fifty weigh a grain, are conveyed in sacks to the factory, where they are stored in readiness for the long process of manufacture.

## DINNY CALLAHAN ON "ADVERTISING"

AS Oi was tillin' yez in my lasht letter Moike, O've been lookin' thru the papers lately, shtudyin' the quistion of Advertisin'. Yez know, Moike, an if yez don't know ye ought to, the quistion of advertisin' is wan of the greatest that business min have to contind wid nowadays—an' the man or firm that doeshn't pay as mooch attintion to that branch of his business as he does to the makin' up of his coshts, or watchin' the customs and the railways, moight as well haul in his sign of an up-to-date house. Oi tell yez, Moike, it's a divil of a quishtin, an' bein' that O'im houldin' down a reshponsible position in wan of the greatest wholesale purveyin' establishments in Canady, Oi hev felt it moi

dooty to take up thish great quishtin. Now, as moi weekly shtipend (Oi don't draw anny salary yet, Moike) will not allow me to take a coorse in wan of thim correspondince skules, Oi am tryin' to iddicate mesilf up to the shtandard on moi own loines. And, Moike, it's ashtonishin' phwat yez can do whin yez'll only thry, an' phwat yez can see thot's wrong isn't annything whin yez look for pwhats yez expiet should be roight. Thish may sound a little deep for yez Moike, but wance yer off the delivery waggin' an trottin' around the shtore wid a white apron on, an' that happy Oirish shmile of yours on your rid-hidded mug, yez'll tumble to it.

Oi was lookin' thru wan of the great newspapers one noight up to my boordin' house in the ward for the advertishmint of the firm O'im wurkin' for, Oi undershtood that they were shpendin' a barr-ell of money in printer's ink. Well, Oi looked all through the paper four toims but bedad Oi couldn't see a blisshed thing of it. Now, Oi was particularly proud of the fact that moi people wur great people, and tould Casey, the grosher down be the canal, that if there was onnything in the groshery loine that was new and good he could foing it mintoned in the papers be our firm. Now, pwhat do yez think o' that, Moike? Oi couldn't foind our own ad, for why, becaush they washn't in ivery day. Supposhing, now, that Casey was lookin' for somethin' to buy that day, afther me preachin' to him about our house, eteterm, pwhat do yez think Casey would say? Casey shwears whin he's roiled, an' Oim kapin' away from Casey's. Now, Moike, thot was an object lisson for me, the firsht in the advertisin' loine, an' it shtruck me that if my people wur lookin' for thrade through the papers, they ought to kape the ad in ivery day, for how could they know whin Casey wants to buy. Casey buys whin he sees a thing moore than wance, and Casey reads the papers ivery blisshed day, lookin' for home rule for Oireland, and wonderin' if Dan Gallery is goin' to be unseated in St. Ann's ward. Now, Moike, if iver Oi commince to advertishe Oi'll shtick to it—an' busht the other fellow. More anon, from your friend,

DINNY CALLAHAN.

## BUSINESS CHANGES.

BOUCHARD & MICHAUD, general merchants, Chicoutimi, Que., have assigned. V. E. Paradis, provisional guardian.

Andrew Shaw, grocer, Ottawa, Ont., has sold out.

A. Fiset & Co., grocers, Montreal, Que., assets sold.

E. Gibault, grocer, St. Jerome, Que., assets have been sold.

E. G. Scott, general merchant, Gore Bay, Ont. Stock sold.

S. E. Desmarais, general merchant, Richmond, Que., has assigned.

Joseph Cyr, grocer, Cobalt, Ont., has been succeeded by Jos. Petit.

B. Ram & Co., grocers, Montreal, Que., have dissolved partnership.

E. D. Fletcher, confectioner, Petrolea, Ont., has sold to David Lozon.

St. Jean & Co., general merchants, Contrecoeurs, Que., have dissolved.

T. E. Armstrong, general merchant, Heaslip, Ont., is giving up business.

Louis Aleck, general merchant, Lytton, B.C., is discontinuing business.

J. J. McDonald, confectioner, Winnipeg, Man., has sold out to W. R. Milton.

Breker & Nordick, general merchants, Vossen, Sask., succeeded by Ferdinand Breker.

Samson & Lefebvre, grocers, Montreal (St. Henry), have assigned to Wm. Renaud.

Remi Breault, general merchant, Roxton Pond, Que., has sold out to J. W. Bousquet.

Ferguson Bros., general merchants, Cobalt, Ont., are opening a branch at Haileybury.

B. Meek (estate of) general merchant, Virden, Man., has advertised business for sale.

Joseph Bellehumer, general merchant, Ville Marie, Que., is opening branches at Cobalt, Ont.

Henry Fisher, general merchant, Cookstown, Ont., has advertised his business for sale.

T. R. Constantine, general merchant, Elgin, N.B., has been succeeded by Constantine & Bailey.

Dequire & Gelinas, grocers and liquor merchants, Montreal, Que., have dissolved partnership.

The Petrolea Packing Co., Limited, Petrolea, Ont., meeting of creditors was to have been on the 24th inst.

Cote & Co., general merchants, Ste. Flavie Station, Que., have assigned. V. E. Paradis, provisional guardian.

Alphonse Olivier, grocer, Montreal, Que., has assigned. Meeting of creditors was to have been on the 22nd inst.

L. Cain, general merchant, Pontypool, Ont., has assigned, meeting of creditors was to have been on the 22nd inst.

SWEET  
CAPORAL

CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all Leading Wholesale Houses.

CLAY PIPES

None equal. Insist upon McDougall's.  
There IS a Difference.D. McDOUGALL & CO., Glasgow,  
Scotland

# Out This Week

The November Number of

# THE BUSINESS MAGAZINE

*Our Home Publication for the  
Busy Man and His Family.*

Read this clever article, which appears in the November number, and imagine twenty-five more just as good.

## How Great Business Men Keep Well.

(THE WORLD MAGAZINE.)

Amid the strenuous conditions which prevail to-day in the business world, the great captains of industry find their only safety in an increased leisure and the pursuit of healthful pastimes. The greater the business and the greater the wear and tear of the responsibility, the greater the need for an enforced leisure. That is why millionaire business men pay their thousands and thousands of dollars for outdoor recreation.

**W**HAT means do rich business men take to preserve their health? They have a system to which, almost without exception, they each and all conform. This system is founded on one remedy. One New York man pursues it at the cost of \$500,000 a year; another, equally devoted to it, has it without cost. These two men are about equally rich and powerful.

It is enlightening to all the world to know this system, so costly and so cheap and so efficacious for these great men of affairs are healthy men. They are marvels of success in finance and in health.

To triumph in the strenuous life requires more than genius and wealth. It means endurance and force. Health is the great business man's greatest asset. A Rockefeller ailing in the height of his daring career would give a million dollars "for a new stomach." Schwab to recover

from the impairment of his giant strength spends in two years a fortune that would buy the town in which he was born.

One millionaire in New York employs a physician at \$10,000 a year to attend him—because he did not follow the system. Another, during a painful illness two years ago, contracted with a doctor to serve him exclusively for five years. Lately, conforming to the system by this same doctor's advice and the example of his associates, he paid the doctor a large lump sum to end the contract.

But the physicians testify that the millionaire men of affairs are poor customers of theirs. Their system of health-keeping is not medical.

Fresh air and a change of scene, developed to a science and a system, is the New York multi-millionaire's panacea for all his ills.

(For the rest of this article, see November number).

**The MACLEAN PUBLISHING CO., Limited**  
**Montreal Toronto Winnipeg**

# WINDOW AND INTERIOR DISPLAYS

## THE SUCCESSFUL TEA STORE.

**I**N a grocer's window tea should always be given a prominent position, especially if neatly sealed up in handsome packages. Dummies may be conveniently used for the purpose with good effect, but they should be perfectly fresh and clean; in fact, every package exhibited should be carefully examined and made as inviting as possible.

### Avoid Loose Tea Display,

It is not prudent, however, to make too copious a display of loose tea, as it collects dust and absorbs moisture in addition to the loss resulting from deterioration in strength and flavor; its appearance is offensive to the customers, who are apt to reflect that they must become the consumers of the article removed from the window.

### Glass Covers or Bowls.

Again, nothing can look worse than a window in Summer sprinkled over with flies—dead or alive—or in Winter than a heap of damp and discolored teas, so that all loose teas should invariably be scrupulously covered over with well-polished glass shades or invitingly displayed in small sample bowls appropriately labeled.

The colors also should harmonize in order that the window will look well, attract customers' attention and gain favorable criticism. Care should also be taken that the teas be not kept too near the gas, heat or sun, or exposed to these influences, as they are often irretrievably ruined thereby.

### Art in Window Dressing.

There is a great art in dressing a window well with teas; some dealers have a natural talent for it. The art, however, has a very important bearing in the sale of teas, and is certainly worth careful study on the part of the dealer, as a well-dressed arrangement of teas in a window is sure to attract attention and admiration from the passers-by, people turning again to look at and admire it. So that a tea window dresser should possess good natural taste as well as be a good designer and systematic arranger of the goods.

### Attractive Show Cards.

All labels and show cards should always be neat, clean and bright, that is, removed often, and when prices are affixed they should be reasonable, neither too high nor too low, as the best customers like moderation, but teas that are exceptionally cheap and plentiful should always be marked in plain figures.

### Cleanliness.

Cleanliness goes a long way in selling teas, as in all things people want to eat and drink, and a clean store is a customer's delight, so that dusting and sweeping are among the most important

functions of a well-kept store. These duties should be performed every day, or oftener, and should be done under the best conditions possible, as all dust is destructive to tea, and all losses thus entailed must be kept down as far as possible.

### Specialty in Window Display.

Do not attempt to place too many varieties or grades in the window at the same time, as such a display serves only to confuse the mind and weary the eyes of spectators; neither aim at quantity. A good plan for the dealer is first to consider what teas are most in demand or most likely to be in request in his neighborhood, and not simply what he has most of. Then, making out a list of what he decides to show, he should map out in his mind the best manner of arranging the same.

### VALUE OF A STORE WINDOW.

**E**VERY American thinks he knows all about Sir Thomas Lipton. Most of them think he made his "pile" in the wholesale tea business. But they are very far out in their surmises.

Now, if you go to Glasgow, Scotland, where Sir Thomas made the fortune he has so deftly handled since, you will find the common people (the patrons whose hard-earned coin put him on the road to wealth) still know him as Tommy Lipton, the retail grocer.

All this great business in tea plantations and worldwide trading is a late growth of that masterly mercantile genius. In the early eighties Thomas Lipton was running a retail grocery store in Glasgow.

And Sir Thomas owes his immense success to his advanced methods of manipulating show window displays.

He showed himself great in making record-breaking window displays to attract patrons to his store. At Christmas time for several years he got the confectioners of Great Britain to compete in bidding on the largest cake ever made, and that cake went into the Lipton show window. Each year the cake got larger till the limit was reached.

Those gargantuan cakes brought Grocer Lipton much free advertising. The monster cake on exhibition gathered great crowds always for several weeks around the Lipton shop. But when the cutting up of the cake came off, what a patronage he drew! You see, he gave a slice to every customer, and there were some presents hidden away in that cake and every one hoped to become the lucky recipient of a piece of jewelry, a gold or silver thimble, or some one of the buried treasures.

But "Tommy" Lipton, as his Glasgow patrons called him familiarly, was not satisfied with a single great show window display each year. In the Fall he would have a record breaker cheese

in his show-front. He contracted several years for the largest cheese English producers could furnish. Then he got bigger ones from America. At last an enterprising Yankee made Lipton a cheese so big he had to have his large show window reconstructed to make room for it.

"Tommy" Lipton, you may be sure, was the talk of Glasgow town in those days, and the people remembered how a few years before he was but a young shop-boy, sleeping under the counter o' nights!

Shrewd Master Tommy was not only building up a local but a world-wide reputation in those days. For stories of his monster exhibits were copied from one newspaper to the other till every country in Christendom had heard of the freak alimentary shows. And over and beyond the celebrity achieved the embryo knight made these costly show window displays repay him amply from attendant sales.

But with the accumulated wealth of the retail grocery business he went into the wholesale business, and later became his own importer. At the present day Sir Thomas Lipton's rolling stock in America alone amounts to a hundred or so of freight cars. His "canning" interests are enormous, his bacon and ham holdings in the United States are sometimes so large they command the market.

His gigantic tea business, supplying the world from his own plantations, is so well known to every reader as not to require extended mention here.

Question moral—What are YOU doing with your display window?

### ROYAL BAKING POWDER.

The Royal Baking Powder Company have recently completed agency arrangements in the Dominion, which will operate much to the advantage of retail merchants. Jobbers will hereafter charge for these popular sizes (and for other sizes in proportion) as follows, f.o.b.:

Regular size, 6 oz., per dozen	.....\$1.95
Regular size, 6 oz., 10 case lots	.... 1.90
Regular size, 12 oz., per dozen	..... 3.85
Regular size, 12 oz., 10 case lots	.... 3.75

Consumers are glad to get these sizes at 20 cents and 40 cents, and at these prices a handsome profit is assured to the grocer, equaling \$1 or more on one dozen tins. Probably no other powder on the market will put \$1 in the bank on the sale of a dozen cans.

Royal Baking Powder is a pure cream of tartar powder, of highest strength and quality, and a favorite with all housekeepers. It is a credit to the shopkeeper to sell goods of this character; besides, he insures himself from complaints against flour, butter and eggs, which have to bear a part of the blame when the cake is spoiled from the use of an inferior baking powder.

# The Only Spice of Life for Horses, Cattle and Poultry

## is Myers'



It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only \$5.50 per 100 pounds. A saving of \$4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

**Myers Royal Spice Co., - Niagara Falls, Ont.**

for quotations, as we do only with the trade and do not supply the consumer.



## "THE FAIRBANK PLAN" LOOK INTO IT

and see just what "The Fairbank Plan" is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

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

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to "The Fairbank Plan," as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of "The Fairbank Plan" it will convince you that this is no cheap trading-stamp scheme.

**THE N. K. FAIRBANK COMPANY - Montreal, Canada.**



# BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

**BRAID'S BEST** is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

**WM. BRAID & CO., - Vancouver, B.C.**

## Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Nov. 23, 1905.

Quotations for proprietary articles, brands, etc. are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

### Baking Powder.

Ammonia Powder—		
Bee brand, 48 5c. pkgs., per case	.....	\$1 75
" " 27 10c. pkgs., " "	.....	2 00
" " 10 25c. pkgs., " "	.....	1 75
Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes	.....	\$3 40
" 10, in 4 doz. boxes	.....	2 10
" 2, in 6 " "	.....	0 80
" 12, in 6 " "	.....	0 70
" 3, in 4 " "	.....	0 45
Found tins, 2 doz. in case	.....	3 30
12-oz. tins, 1 " "	.....	2 40
5-lb. " 1 " "	.....	14 00

### W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	.....	\$2 00
1-lb. tins, 3 " "	.....	1 25
1-lb. tins, 4 " "	.....	0 75

### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	5-lb.	10 50
1-doz.	5-lb.	19 75

### JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	.....	\$0 40
" 4 " " "	.....	0 75
" 3 " " "	.....	1 25
" 2 " " "	.....	2 25

### OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	.....	\$0 45
" " 1 lb., 5 doz.	.....	0 90
" " 1 lb., 3 doz.	.....	1 25
Borax, 1 lb. packages, 4 doz.	.....	0 40
Cornstarch, 40 pks. in a case	.....	0 75
Freight paid 5 p.c. 30 days.		

### MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 87
4 " "	5 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	24-lb.	4 10
1 " "	5 " "	7 30
1 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

### ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime	\$1 00
1 lb.	1 60
6 oz.	2 25
1 lb.	2 30
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

### "VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	.....	\$2 25
1-lb. tins, 4 doz. in box	.....	1 25
1-lb. tins, 4 doz. in box	.....	0 75

### "BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	.....	\$3 50
" " 36 10 " "	.....	4 00
" " 24 16 " "	.....	4 50
"Beaver" brand, 24 16 pks.	.....	4 80



EAGLE BAKING POWDER.	Per doz.
Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

### Blue.

Keen's Oxford, per lb.	.....	\$0 17
In 10-box lots or case	.....	0 16
Reckitt's Square Blue, 12-lb. box	.....	0 17
Reckitt's Square Blue, 5 box lots	.....	0 16
Gillett's Mammoth, 1 gross box	.....	7 00
Nixey's "Cervus," in bags, per lb.	.....	0 16
" " in bags, per gross	.....	1 25
" " in pepper boxes,	.....	
according to size	.....	0 02 0 10

### J. M. DOUGLAS & CO.—Laundry Blues.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	.....	per lb. 16 1/2c
"Sapphire" 14-lb. boxes, 1 lb. pkgs.	.....	per lb. 12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2-lb. pkgs., per lb.	.....	10c

### Black Lead.

Reckitt's, per box	.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz. or 1/3 gross, 4 oz.	.....	
Reckitt's Zebra paste, 1-gro. boxes,	.....	\$10.20 per gross.

### JAMES' DOME BLACK LEAD.

Per gross		
5a size	.....	\$1 40
2a size	.....	2 50

### BORAX.

"Bee" brand, 5 oz., cases, 60 pkgs.	.....	2 25
" " 10 oz., cases, 48 " "	.....	3 25
" " 16 oz., cases, 48 " "	.....	4 25
EAGLE BORAX.		

Cases of 5-doz. 5c. packages	Per doz.	
5-doz. 10c.	.....	\$0 45
" "	.....	0 90

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	.....	0 08
" 7-lb. cotton bags, per bag.	.....	

### Chocolates and Cocos.

THE COWAN CO., LIMITED.	
Cocos—	
Hygienic, 1-lb. tins	..... per doz. \$5 75
" 1-lb. tins	..... 3 50
" 1-lb. tins	..... 2 50
" Fancy tins	..... 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	..... 0 50
Perfection, 1-lb. tins, per doz.	..... 2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	..... 2 55
Chocolate—	
Queen's Dessert, 1/2's and 1/4's	..... \$0 40
" "	..... 0 45
Mexican Vanilla, 1/2's and 1/4's	..... 3 35
Royal Navy Rock, " "	..... 0 30
Diamond, " "	..... 0 25
" "	..... 0 25
Toings for cake—	
Chocolate, pink, lemon color, 1-lb.	..... \$1 75
Orange, white and almond, 1-lb.	..... 1 00





# GRANULATED SUGAR Extra Standard A Strictly CANADIAN PRODUCT



As Pure as the Purest  
As Sweet as the Sweetest

Equal to Any for All Purposes  
**ASK FOR IT**

**ONTARIO SUGAR CO., Limited, - BERLIN, Ont.**

**Coupon Books—Allison's.**

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- Covers and num bered. Coupons numbered	
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

**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 "	9 "
50 00 "	12 "

**Brunswick's EASYBRIGHT**  
CLEANER  
CLEANS EVERYTHING.  
Wholesale Agents  
The Davidson & Hay, Limited, Toronto

**Fly Pads.**



Wilson's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$3.40.

**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	
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 30
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

T. UPTON & CO.

**Cleaner.**

Per doz.	
4-oz. cans	\$ 0.90
8-oz. " "	1.35
10-oz. " "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents  
The Davidson & Hay, Limited, Toronto

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 06½
7 and 14-lb. wood pails	0 06½
30-lb. wood pails	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate	0 06½
30-lb. wood pails	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	\$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	0 09

**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
" " 20 5-lb. cans	1 50
"Purity" Licorice 10 sticks	1 42
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	0 73

**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.**

Wethy'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. MAROEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32½
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 0 25
1-lb. tins	0 23
1-lb. tins	0 22½
4-lb. jars	per jar 0 70
1-lb. jars	0 25

**Orange Meat.**

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	



**Orange Marmalade.**

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
" " quart gem jars	1 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

**Pickles.**

STEPHENS'.

A. F. Tippet & Co., Agents

Cement stoppers (pints)	per doz. \$2 30
Corked	1 90

**Salt.**

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1 45
---	--------

**Soda.**

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.  
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.  
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " { 30 1-lb. " }	2 75
" { 60 1-lb. " }	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	} \$30
10 oz., cases, 96 pkgs.	
15 oz., cases, 60 pkgs.	





**DWIGHT'S**  
**"Cow Brand"**  
**BAKING SODA**

is not only purer and stronger than any other Soda made, but it has the peculiar virtue of always keeping soft, and does not get hard and lumpy in packages like inferior Soda.

These are indisputable facts. When you place these facts before your customers you are doing them a service and making them steady buyers.

FOR SALE BY ALL JOBBERS

**Church & Dwight, Limited**  
 MANUFACTURERS MONTREAL

**A DIFFERENCE**

Some Grocers unthinkingly class Golden Russet Vinegar with "other vinegars." As most other vinegars contain noxious acids, comparison is out of the question.



**GOLDEN RUSSET VINEGAR**

is in a class by itself.

The Wilson Process is the pioneer of new methods. It is an absolute secret. There are lots of imitations, but only one Golden Russet Vinegar—the one made by Wilson, the one you should order.

**THE W. H. WILSON CO., Limited**  
 TILLSONBURG, ONT.

**TEA HINTS**  
**FOR RETAILERS**

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

- HOW TO TEST TEAS.
- WHERE TO BUY TEAS.
- BULK v. PACKAGE TEAS.
- HOW TO ESTABLISH A TEA TRADE.
- TEA BLENDING, ETC., ETC.

275 pages; Cloth.  
 Price, postpaid, - \$1.00

BOOK SENT.  
**THE CANADIAN GROCER**  
 10 Front Street East, - - Toronto

**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.

**You are Interested**  
**In Something**

*Why not get the best items that are printed on the subject.*

We read and clip thousands of newspapers every week—therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, \$ 5.00
250 " 12.00
500 " 22.00
1,000 " 42.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

**CANADIAN PRESS CLIPPING BUREAU**  
 222 McGill Street, MONTREAL, QUE.  
 Telephone Main 1255.  
 10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of keeping it always in Stock.

RETURNED

NOV 25 1905

*L. Quinn*  
*not Book 43*

*Page*



Seems to be something doing in

## HALL LAMPS

these days.

Just to meet this special demand we have made up the best values ever handled by us in a small trial lot. All great big lamps, complete with large size burners and chys. Here is the assortment:

### TRAFALGAR ASST.

1 only 141 Crys. Etched Globe	\$1.35
1 " 140 " " "	1.50
1 " 141 Ruby Optic	1.60
1 " 140 " "	1.75
	<hr/>
	\$6.20

Package 25 cts. extra

No room to tell you more but—  
we guarantee satisfaction.

Send a card to-day.

**GOWANS, KENT & CO.,**  
LIMITED  
TORONTO

Do you sell

## Wethey's Condensed Mince Meat ?

In packages.

3 dozen to a case.

If you do,—be kind enough to look up your stock. Possibly it needs replenishing.

If you don't,—why not include this line with the next order to your jobber? He has it—all good jobbers keep it. Take nothing else, and if you have any difficulty in procuring it please write us.

**This line is going to fill the gap  
made by the short apple crop.**

**J. H. WETHEY, Limited**  
ST. CATHARINES, CANADA

# C & B

Insist on our Peels for your Christmas

trade. Your customers want them.

## C. E. Colson & Son

MONTREAL, Agents.