

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

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VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, NOVEMBER 22, 1907.

NO. 47.



Rapidly Becoming a Seller  
in Grocery Stores—

## Robinsons' Patent Barley

is a food and wide-awake grocers realize the  
big profit on same and take advantage of their  
opportunities to tell their customers about it.  
Will you ?

Write for sample and particulars.

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



Right in Line with Consumers' Demands—

## "Crown" Brand Table Syrup

Made  
from  
Corn

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

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

There is no line of food that can be so thoroughly  
well and satisfactorily sold to your family trade  
at this season of the year as "Crown" brand  
Corn Syrup.

Think this over. It will pay you. Let it be "CROWN" brand Syrup.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL.



Why go without Crosse and Blackwell's goods? We will ship your order in original packages direct to you, if you order through a wholesale house.

---

**Crosse & Blackwell,**

**"Purveyors to the King"**

AGENTS:

**C. E. COLSON & SON**

**MONTREAL**

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

*The Satisfaction of Unvarying Quality*

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

**Macaroni**

**Taylor's**

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

*Unvarying Quality*

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

**Peels**

**"Thistle"**

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

*Unvarying Quality*

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

**Haddie**

*Arthur P. Tippet & Co.*

*Sole Canadian Agents*

*8 Place Royale, - Montreal*



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**EDMONTON.**

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

**HALIFAX, N.S.**

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

**HAMILTON.**

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

**MONTREAL**

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

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

**REGINA.**

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

**NEWFOUNDLAND**

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

**TORONTO.**

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

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

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

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

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

**TORONTO,**

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

**VANCOUVER**

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

**WINNIPEG.**

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

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

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

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

(Continued on page 4.)

## Getting Ready for Christmas Trade

We have the best assorted and most complete stock of Fancy English and French Goods in the trade.

**Glace Cherries, Crystalized Cherries and Assorted Fruits**  
in fancy 1-lb. boxes.

Glace Cherries, bulk boxes 8½ lbs.

Fancy Assorted Fruits, boxes 5 lbs.

We are quoting very low prices on the above lines.

NOW IS THE TIME TO PLACE YOUR ORDERS FOR

### New Salmon

“ANCHOR” Fancy and “GOLD MEDAL” Sockeye

“SNOWSHOE” Fancy Cohoe

“BIG HORN” Humpback

Our prices are right.

## THE EBY, BLAIN CO. LIMITED

WHOLESALE GROCERS  
IMPORTERS, Etc.

TORONTO

# The Popularity of Blue Ribbon Tea

Glamis, Nov. 8th 1907

Dear Sirs .

Yes, send on the tea ordered. I don't expect to get it less than others, would rather you had done so without so much delay.

Yours truly,

W. J. McKeeman

On receipt of a Mail order from the party who wrote the above postal card, we advised him before shipping his goods, that our prices for low grades had been advanced on 1st November, and awaited his instructions.

We think the reply speaks for itself.

THE BLUE RIBBON TEA CO., LIMITED, 12 FRONT STREET EAST, TORONTO

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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

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

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

**H. W. MITCHELL**  
WINNIPEG, MAN.  
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.  
Highest references and financial responsibility.

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

**Many Good Lines Lie Dormant**  
On Grocers' Shelves  
**Keep Yours on the Move**  
by appointing a  
**Working Resident Salesman and Advertiser**  
**JNO. J. WATT**  
Manufacturers' Agent  
Good References TORONTO, ONT  
Special Attention to Advertising.

**EXPORT TRADE DEPARTMENT**

Firms Abroad Open for Canadian Business

**JAMES METHVEN, SON & CO.**  
St. George's House  
EASTCHEAP, LONDON, ENG.  
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

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

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

**JAMES MARSHALL**  
ABERDEEN, SCOTLAND,  
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Olydesdale Bank, Aberdeen. Codes—A.E.C. 4th and 5th Eds.

**TOOTH'S EXTRACT OF MEAT CO.,**  
12 Duke Street, London Bridge, S.E.  
We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

This space \$15 per year

You can make money as well as oblige your customers if you handle our  
**BASKETS**  
**Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.**  
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.  
**The Oakville Basket Co.,**  
OAKVILLE ONT.



**NO "CLOUDY" SURFACES**

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes. Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72  
**MAJESTIC POLISHES, Limited**  
575 Yonge Street, Toronto, Canada

**DON'T FAIL**  
To send for catalog showing our line of  
**PEANUT ROASTERS, CORN POPPERS, &c.**  
**LIBERAL TERMS.**  
KINGERY MFG. CO.-106 108 E. Pearl St., Cincinnati O

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application  
**FRANK H. BARNARD, PRINTER**  
246 Spadina Ave. Telephone Main 6357, Toronto.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

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OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

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

**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.

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



**It's our guarantee of Quality  
CANADIAN CANNERS, LIMITED**

**QUAKER  
CANNED  
GOODS**

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

The

but

Why  
keep  
it c

We  
fresh  
cost  
you  
con





# The Natural Feeling of Buyer Toward Seller is Distrust

but you cannot have distrust toward

# "SALADA"

Why? Because, unlike sellers of other teas, we never want you to keep a pound of "SALADA" in stock if you desire to get rid of it. It costs you in interest and insurance 10 per cent yearly to carry tea

We paid the freight when sending it to you and will pay the freight back again if you want to return it, and allow you the full cost. Look around at your stock of bulk and packet teas. Would you not gladly return a lot of it if you could do so on the same conditions?

"SALADA" Toronto, Montreal, New York, Etc.

## CAMP COFFEE

### STANDS AT EASE

There is an assurance about "CAMP" Coffee—an assurance of ease. It's easy to buy; easy to sell; easy to recommend to customers who want a really good, economical, quickly-made Coffee. "CAMP" has earned the right to stand at ease. Its reputation is good all the world over.

"CAMP" yields you a handsome profit. Give it plenty of room in your store.

Manufactured by  
R. PATERSON & SONS,  
Coffee Specialists, Glasgow.

Agents—  
ROSE & LAFLAMME  
Montreal.



A delightful surprise to your most pernicity customers is a bottle of

## STERLING BRAND PICKLES

Pure, scrupulously, carefully made, and of best grown Canadian vegetables. The customer who buys these goods never grumbles.

Buy from your jobber or order direct from the manufacturer.

### The T. A. LYTLE CO.

Limited

TORONTO - CANADA



**National Licorice Co.**  
Brooklyn, N.Y.

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

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

Ashley & Lightoap, Agents, Winnipeg, Man.  
H. S. Daly, Agent, St John, N. B.  
J. F. Mowat & Co., Agents, Vancouver, B. C.

**"Gingerbread"**

BRAND

**Molasses**

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

**Dominion Molasses Co.,**  
LIMITED

Hallifax, - Nova Scotia

Agents

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

**Shelled Almonds**

Valencias and Jordans

**Cluster Raisins**

From Sunny Spain

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

**José Segalerva**

Malaga, Spain

**ROSE & LAFLAMME**

Montreal and Toronto

**Quality**

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

**"Goodwillie's"**

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



**ROSE & LAFLAMME**  
AGENTS

Montreal

Toronto



FOR TEA  
YOU CANT  
BEAT LIPTONS



One of the best reasons why, among others, is the sealed, air-tight, germ-proof, dust-proof tins, in which

# LIPTON'S TEA

is packed. This scientific package keeps the full rich flavor of the Tea in the Tea. It prevents the "leakage" of aroma and strength so common among ordinary teas. Over 1,000,000 packages sold weekly.

**THOMAS J. LIPTON**

Canadian Office: 75 Front St. East,

Toronto

## We Rely on Reliability

We know when we sell you any of our lines, that you will be one of our many "come-again" customers. You will be so because it will pay you in real cold cash. Our

**Pure Apple Juice**

for drinking purposes;

**Pure Elder Vinegar**

in bottles and kegs; and

**Pure Tomato Catsup**

are all three, wonderful sellers. The reason is, that we obtain exquisite flavor, by unadulterated purity. Purity first, last and always, is the unalterable motto, which has brought us to the top of the grocery tree.

Write now for information!

**The Belleville Fruit and Vinegar Co.**

LIMITED

BELLEVILLE

ONTARIO

## New Grenoble Walnuts New Shelled Almonds New Raisins and other Dried Fruits

We are prepared to supply the trade with these lines. Goods have just arrived. We guarantee them. Prices lowest ruling in the market—quality considered.

SEND FOR OUR CIRCULAR

**C. A. CHOUILLOU & CO.**

14 Place Royale,

MONTREAL

**HAYCASTLE**  
and **PARADISE**  
**CURRANTS**

The choicest growths  
from the most favored  
Districts in Greece.

We have new selected  
**Valencias** in stock.

**W. H. GILLARD & CO.**

*Wholesale Grocers*

**HAMILTON**

*Branch House—Sault Ste. Marie*

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

THE

**CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

**Manufacturers !**

Do you want your goods  
Sold in British Columbia?

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

**The Standard Brokerage Co., Limited**

**ARTHUR NELSON, Manager.**

**144 Water Street**

**VANCOUVER, B.C.**

Bonded and other Warehouse Facilities.

## Increasing Your Profits!

Competition has resulted in shaving profits pretty close on some lines of groceries. Consequently you can't afford to cut them very much closer. To get new business and keep old customers QUALITY is undoubtedly the best method. People nowadays want quality, and are willing to pay for it. Especially so in Canned Goods.

# Old Homestead Brand

## Canned Fruits and Vegetables

is the brand for the Quality demand. Old Homestead Brand is nothing but the perfect preservation in cans of ripe, delicious, perfectly sound fruits and vegetables. No foreign substance—no speck of adulteration or dirt—not one atom of anything injurious to human health ever gets into an Old Homestead can. That's why Old Homestead is Supreme—the brand of brands for the high-class, paying trade.

Is Old Homestead one of your lines?

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

THE CANADIAN GROCER

E. NICHOLSON

CODES  
ABC 4<sup>TH</sup> & 5<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901

D. H. BAIN

CABLE ADDRESS  
NICHOLSON WINNIPEG  
CALGARY  
EDMONTON



BANNATYNE AVE EAST  
TRANSFER TRACK

EDMONTON BRANCH: NICHOLSON & BAIN  
CALGARY BRANCH: NICHOLSON & BAIN

*Winnipeg, Man.*

# Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

## Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

**BUFFALO BRAND ROLLED OATS** are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

**PACKAGES** We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

**QUOTATIONS** Write or wire us for quotations C. and F. any station in Canada.

**QUALITY** Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

# NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

# LEA'S

## The Pickle with the Home-Made Flavor

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

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

PACKED BY

**The Lea Pickling & Preserving Co.**  
Limited

**SIMCOE, - ONTARIO**

THE CANADIAN GROCER

# New Seeded Raisins

California, 16-oz. Packages

## Thomas Kinneer & Co.

Wholesale Grocers **TORONTO and PETERBORO**

# **EMPIRE SALT**

*The Salt  
that's all Salt*

If your Wholesale Grocer is not quoting "Empire Salt," write us for prices on straight or assorted carload lots. We manufacture all grades of salt.

Our large production and approved modern machinery and appliances, used in the process of manufacture, insure prompt service and the highest standard of quality.

**Satisfaction Guaranteed**

## **EMPIRE SALT COMPANY, LIMITED**

**MANUFACTURERS AND SHIPPERS**

**SARNIA, ONT.**

# **STOVE POLISH**

In use every day, therefore you get a daily chance to please your customer if you supply

## **"JAMES DOME" LEAD**

**The finest Stove Polish in the world. Clean to handle,  
Gives a lasting, brilliant shine.**

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



Yo  
Cu  
Be

Str  
Len  
Pin

SN

449





## The Proof Is Indisputable Fact!

We indulge in no flight of fancy—overlook no small detail of strict truth—when we declare that

# E. D. S. Brand JAMS and JELLIES

are absolutely without a peer for Purity and Flavor. Government documents, obtainable by anyone, prove beyond the shadow of a doubt that this famous brand is the leader of leaders. You are sure of a customer's lasting trade if you sell him E. D. S. Brand.

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

## E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

### You always Satisfy Customers with Bee Brand

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

Six Flavors for 25 cents

**Strawberry**  
**Lemon**  
**Pineapple**

**Raspberry**  
**Cherry**  
**Nutto**

*Others if you desire them*

**SNOWDON, FORBES & CO.,**

*Makers*

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



**Pure Food is Essential  
to Good Health**

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

Guaranteed absolutely Pure.

The finest made in Canada.

**Wagstaffe Limited**

**PURE FRUIT PRESERVERS**

**HAMILTON, CANADA**

**Buy  
Herbs  
Now**

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

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

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

**S. H. EWING & SONS**

96-104 King St., Montreal

Phones Bell Main 65 and 155

20½ Front St. E., Toronto

Phone Main 3171

**Currants  
Almonds**

**Raisins  
Filberts**

**Walnuts  
Figs**

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

Fall trade coming on.

Anticipate your wants.

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

---

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**D. RATTRAY & SONS Limited**

**QUEBEC**

**Montreal**

**OTTAWA**

**JAPAN TEAS**

are the best, and cannot be imitated for their distinct character and delicate aroma. Prices remain unchanged with rather a stronger tendency. The season is now closing and mail just received brings advices of shipment to me of a few parcels of desirable teas, being my last for the season.

**SHAW T. NISHIMURA, Sole Agent**

**55 St. Francois Xavier Street, MONTREAL**

Japan Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Fuji Company

Goods  
that  
Sell  
and  
Satisfy

Greig's	White	Swan	Blend Coffee
Greig's	White	Swan	Jelly Powders
Greig's	White	Swan	Spices
Greig's	White	Swan	Baking Powder
Greig's	White	Swan	Flavoring Extracts
Greig's	White	Swan	Cocoanut
Greig's	White	Swan	Cream of Tartar
Greig's	White	Swan	Flaked Wheat
Greig's	White	Swan	Rolled Oats
Greig's	White	Swan	Buckwheat Flour
Greig's	White	Swan	Wheat Kernels
Greig's	White	Swan	Graham Flour
Greig's	White	Swan	Whole Wheat Flour
Greig's	White	Swan	Gluten Flour

THE ROBERT GREIG CO., LIMITED  
White Swan Mills, - Toronto

## Forty Samples "Pride of Canada" Government Analyzed—All Genuine

The Federal Government Inspectors collected from different parts of Canada over forty samples of our famous "PRIDE OF CANADA" Maple Syrup and "PRIDE OF CANADA" Maple Sugar.

On being analyzed at Ottawa by the Government, it was found that they were 100% PURE.



This is a unique record for a manufacturer of Maple Goods and should convince you of the truth of our oft-repeated statement that "Pride of Canada" signifies highest purity and quality.



Maple Tree Producers' Association,  
Waterloo, P.Q.

**Mr. Grocer—**

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

TRADE  
**KAISER Malted Health COFFEE**

MARK

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

Order from your jobber.

**THE KAISER MANUFACTURING CO.**

*Profitable Goods*

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

THE OZO CO., LIMITED  
MONTREAL

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Eliminate the Non-essentials

Many a business man is so loaded down with details that his really important problems can receive only secondary consideration.



This condition is overcome in any mercantile house by the adoption of the Allison Coupon system. With it, accounts are kept better and more accurately, at about one-tenth the usual cost.

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

For sale by the jobbing trade everywhere.

Manufactured by

**ALLISON COUPON CO.**

Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO

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**Seldom See**

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.



**ABSORBINE**

will clean them off without laying the horse up. No blister, no hair gone. \$2.00 per bottle, delivered. Book 8-C free. ABSORBINE, JR., for mankind, \$1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

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Invaluable for convenience in the household.

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Has no equal for the facility it affords in business life.  
Full particulars as to rates and service at the nearest office of

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bear interest at the highest current rates. Amounts of \$1.00 and upwards are received in the SAVINGS DEPARTMENT of THE METROPOLITAN BANK. Interest is allowed from date of deposit, and compounded every 3 months. No delay in withdrawal.

ALL DEPARTMENTS OF BANKING ARE CONDUCTED WITH ABSOLUTE SATISFACTION AND SECURITY.

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Capital Paid Up:  
\$1,000,000.00

Reserve Fund and Undivided Profits:  
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## British America Assurance Company

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Incorporated  
1851

**FIRE  
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Assets over - - - \$3,570,000  
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This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

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The most popular hotel in  
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Corner of Main and Lamaha Streets  
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Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Managersess, E. COTTAM.

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HOTEL IMPERIAL Large Sample Rooms  
Steam Heated and Gas Lit  
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Opposite Victoria Park and Cedar Ave.  
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Open Nov. 1 Closes in May.

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BY  
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A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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LASTS A LIFETIME

**The Perfection Computing Cheese Cutter**

Does this. Ask one of the many thousand grocers who use it.


**SIMPLE ACCURATE ATTRACTIVE**

Sold by all up-to-date jobbers or shipped direct from factory.

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

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**THERE'S AS MUCH DIFFERENCE IN COCOANUT as in anything else.**



The kind that turns sour or discoloured isn't the kind that pleases your customer.

We have been in the business now for many years and have turned out more good, pure, wholesome Cocoa nut than all the other factories in Canada put together.

Doesn't it stand to reason we can give satisfaction with our **WHITE MOSS BRAND**?

Are you selling it?

Ask our agent in your district for samples and information.

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**"Non-Pareil Oil"**

Highly Recommended by

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**The most Economical and Satisfactory Oil**

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Incorporated  
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**J. M. BRAYLEY, Manager Montreal Branch,**  
322 East Notre Dame Street,  
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Samples and prices on application. Phone Main 3938.



**The New Crop**

of Broom Corn is now in hand and

**Now is the Time**

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

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

No. 27

STERLING	JUBILEE
JEWEL	KLONDIKE
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If your wholesale dealer does not handle these lines, write us.

**Stevens-Hepner Company**  
Limited  
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Dealers are requested to write for special free deal.



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

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

**Hardware and Metal**

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

SUBSCRIPTION, \$2.00 PER YEAR

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MONTREAL TORONTO WINNIPEG

**A PAYING INVESTMENT**

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

**Palace Car Brand**

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

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

**BLACK JACK**

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL  
JOBBERs

3/4-lb. tins—3 doz. in case.



THE  
**MOST BEAUTIFUL**

Line of

**Xmas Cracker Novelties  
Table Decorations and  
Xmas Stockings**

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

**A. J. HOVELL & CO.**  
London, W.C., England

**ARTHUR E. BOWRON**  
Hamilton, - - Canada  
Canadian Agent

**REINDEER**  
CONDENSED  
**MILK COFFEE SUGAR**

Combined Ready to Use.

**Something  
Everybody  
Enjoys**

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

**How is Your Stock?**  
The demand is brisk.

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

**“Balmoral”**

Reg'd.

**Scotch Marmalade**

New Season's ready in a few days.

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

Prices and particulars that will be of interest.

**J. W. WINDSOR**  
Montreal

THE CANADIAN GROCER

# FRUITS

We carry **the best** descriptions of imported dried fruits from **the best** shippers. You will find our prices as low—or lower than—offerings of inferior qualities from other sources.

**THE DAVIDSON & HAY, LIMITED**  
Wholesale Grocers, TORONTO

**From 25 to 49 Raisins.**

Why you should purchase

## **ROWLEY'S** Finest Selected Valencia Raisins

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

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

### **UNDERDOWN & CRICHTON**

London, Eng.

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Denia, Spain

**Agents:** Wm. C. Christmas, 22 St. Francois Xavier St., Montreal  
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### **CHRISTMAS WANTS PROMPTLY FILLED**

We have just received a large shipment of

**New French Cherries**  
**Olive Oil**

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

For decorative purposes

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

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

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

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



# YOUR MAIN INTEREST

in the grocery business is to make money. Therefore it will pay you well to look into a proposition before passing it by. Consider this one. Are you handling the most satisfactory brand of canned goods? Does the brand you handle invariably please your customers? Why not try

## **Burlington Brand** **Canned Fruits and Vegetables**

the brand which always pleases the customer? Burlington Brand is canned to please **your** customers. Perfectly sound, ripe fruit and vegetables, canned scientifically in a peerless factory, has made the name Burlington Brand synonymous with lasting profit.

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



In every walk of life there are men who stand out prominent among their fellows. They possess something which distinguishes them from all the rest.

It is so in things that men produce, as for instance, Laundry Soap; the public are quick to recognize the best from the second best or lower grades.

NAPTHO IS A SOAP that was bound from the first to be successful because it possessed just those qualities which make it stand out above others.

**The Welcome Soap Co.**

Limited  
St. John, N.B.

## It Requires Less

effort, mental and physical, to starch an article with

# IVORINE

than with any other brand of laundry starch you can think of. Moreover, the result is better. Consequently it requires

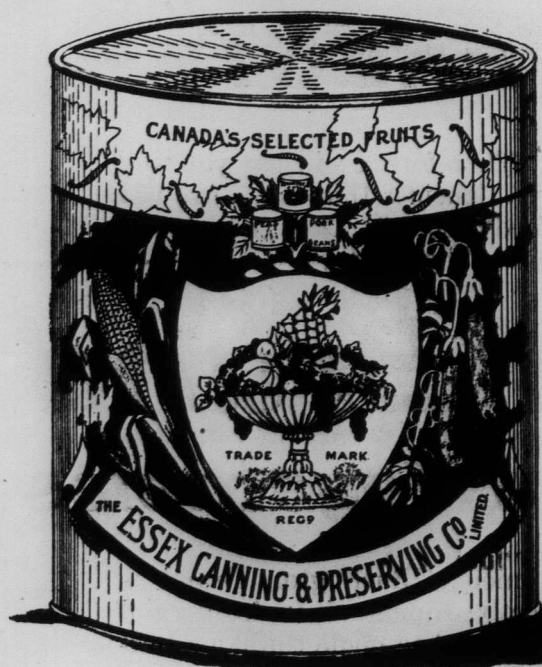
## Less Effort On Your Part

to sell twenty packets of Ivorine than one packet of inferior brands. The sale of Ivorine is unceasing.

**ST. LAWRENCE STARCH CO.**

LIMITED

PORT CREDIT, ONT.



## ESSEX BRAND

Essex Corn is in such demand this year we're all sold out—almost before we begin.

We have other lines equally as good, including Pumpkin and Gallon Apples. Better speak quick if you want to be sure of delivery.

The Essex flavor is as good as a copy-right to us. Nothing in sight to equal it.

The Essex Canning and Preserving Co. Ltd.

28 Wellington Street E., TORONTO, Can.

FACTORY AT ESSEX, ONT.

There is a Big Demand for

2 in 1

SHOE POLISH



Our advertising, combined with the unquestioned superiority of 2 in 1, has succeeded in making it the standard shoe polish. It will pay you to push it hard because the profit is good to begin with, and 2 in 1 makes the "come again" customer.

Its best to order now, before the cold weather comes.

The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

STOCK THE BEST.

# "KIT"

## COFFEE

BEST in QUALITY  
SMARTEST in FINISH  
KEENEST in PRICE

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

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business. Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 24 St. Peter St.; Ontario, A.E. Bowron 18 King William St.; Hamilton, Winnipeg, Mason & Hickey, 108 Princess St.



# Tartan BRAND

SIGN OF PURITY

## CHRISTMAS SUPPLIES COMPLETE

OUR TRAVELLERS HAVE ALL DETAIL

**RAISINS, VALENCIAS**—All finest grades, no trash.

**NUTS**—Shelled Valencia and Jordan Almonds.

**CURRENTS**—Finest Filiatra Cassalina Patras and Vostizzas.

**SULTANAS**—Fancy, extra bright and fine qualities.

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

**MINCEMEAT**—Wagstaffe's fine old English.

**PEELS**—Finest Drained Caps and Candied.

**PLUM PUDDING**—Wagstaffe's cannot be excelled.

**DATES**—New Hallowees and Fards.

Packed in 2-lb. and 3-lb. porcelain crocks.

Your Mail Orders will receive spontaneous attention.

PHONE 596. FREE TO BUYERS

## BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

### MATHEWSON'S

RED

## VICEROY SALMON

Price \$1.75 dozen

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

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

**Mathewson's Sons**

WHOLESALE GROCERS

**MONTREAL**

## Matches

are only made for one purpose, to burn—a good Match burns well—that is what your customers expect and that is what our matches do—

### “Laurier” and “Togo” Brands

are correct matches, well seasoned wood, best material all through and finished workmanship—

Our Matches also save you money in freight charges—Write a post card and find out how this is done—

## The Improved Match Co.,

Limited

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P.Q.

# California Seeded Raisins

**NEW CROP** 1-lb. and 12-oz. pkgs. **Now in Stock**

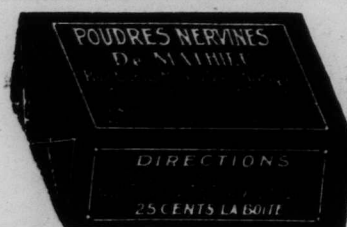
**WARREN BROS. & CO., Limited**  
TORONTO



## "Imperial Brand" Maple Syrup

is sold by grocers  
who are wise in  
knowing a good  
thing. — Do you?

Put up by  
**Imperial Syrup Co.**  
Montreal, Winnipeg, Calgary,  
Edmonton, Vancouver

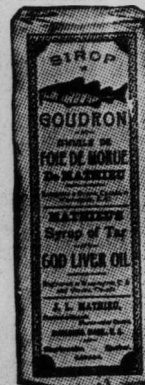


**Sell  
The Best**

That's the idea that wins—that will make you  
successful—that will bind your customers to you.  
Don't offer any substitute, but sell

## Mathieu's Nervine Powders

Everywhere they are known as the best and  
safest remedy for headaches and all nerve  
pains (18 powders in every 25c. package).  
Don't let your holding of Mathieu's Syrup  
of Tar and Cod Liver Oil run out just be-  
cause it is not winter. Many people use  
it all the year round.



**J. L. MATHIEU CO.,**  
Proprietors, **SHERBROOKE, P.Q.**

I OFFER FOR PROMPT SHIPMENT:

### **Peanut Kernels**

INDIAN, FRENCH, SPANISH

### **Caschew Kernels**

### **French Walnuts**

PERFECT HALVES AND BROKEN

**ANDREW WATSON**

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## **CAPSTAN BRAND PURE MINCE MEAT**

Package Mince Meat  
Put up in ¼ gross cases.

Bulk in 7-lb. Pails,  
½ dozen in crate.  
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.  
Sold by all Sale Dealers

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



# BROOMS

- Parlor Brooms
- Warehouse Brooms
- Mill Brooms
- Hearth Brooms
- Toy Brooms

We have a full range, goods unsurpassed, prices right.

**JAMES TURNER & CO., Limited**  
 Hamilton, Ont.

## Significant Facts

Sealshipt Oysters were the only oysters admitted to the Cleveland Pure Food Show, this season. Why?

The Sealshipt Oyster booth attracted more attention than any other at that show. Why?

Sealshipt Oysters were bought for examination by one of the city Meat inspectors. This was done at the request of one of our competitors. Why?

The analysis of the sample of Sealshipt Oysters showed that they were free from any trace of preservatives. Why?

The answer in each case is plain—Sealshipt Oysters are PURE FOOD packed in a sanitary way, absolutely free from preservatives and affording customers not only purity and quality, but unequalled delicacy of flavor.

The Pure Food Inspector is abroad in the land. Be on the safe side. Be ready for him. Handle Sealshipt Oysters only, and you may welcome his coming.

To responsible dealers we will gladly mail catalogue and give full particulars of the Sealshipt System. In your letter give us the following information:

From whom do you buy at present? Average sales per week? Price you sell per pint? Quart? Size used? Do you ADVERTISE?

**NATIONAL OYSTER CARRIER COMPANY,**

Foot of Pearl Street,

**KENOSHA, WISCONSIN**

Affiliated Oyster Shippers in all the Great Oyster Districts.

## HESITATION COSTS MONEY!

If you will require cans of any kind, for any purpose, do not delay in ordering. We are rapidly being booked up, but if you

## Order Acme Cans Now

we will take care of your commands. We make everything in Fruit, Vegetable, Coffee, Spice, Syrup, Key - opening, Baking Powder and Meat Cans.

**SEND ORDERS TO**

**ACME CAN WORKS**  
Montreal

# Ontario's Fruit and Flowers

Provincial Horticultural Exhibition in Massey Hall Attracts Wide Interest—An Incentive to the Fruit-Growing Industry—Some Particular Features.

Representing, as it does, lines of industry of rapidly increasing importance the Ontario Horticultural Exhibition, which was held in Massey Hall, Toronto, from Tuesday to Saturday, November 12 to 16, commands the interest of all Canadians.

The exhibition sprang from the old Chrysanthemum Show, which had been a feature of the fall season in Toronto for many years, but with the infusion

the Exhibition an adequate representation of the apples grown in each Ontario county, and these exhibits were, without doubt, one of the most interesting features this year. These county collections, grouped together as they were, showed, for instance, how an apple which reaches early maturity and is, perhaps, larger in Southern Ontario than the same species in a northern

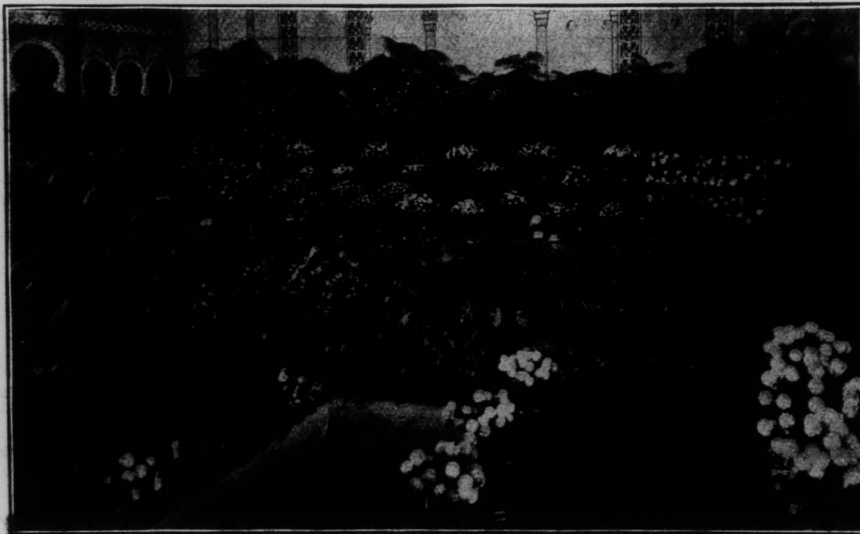
shown in the packing of fruit for export. Packers seem to be rapidly recognizing the fact that export fruit must be stowed away in the most scientific and latest devised manner to stand the "misery," as fruit men appropriately call the incidents of shipment, and to arrive in satisfactory condition in the foreign markets. This is evidenced in improved boxes and barrels, and in the adoption of proven methods. The display of packed apples, both in boxes and barrels, was very large.

A large exhibit of Ontario vegetables, showing the many varieties and the excellent quality produced in the Province, was also shown.

Another feature more largely developed this year was evidenced in displays of fruit of various varieties exhibited by agricultural or horticultural societies or fruit growers' associations in table space, limited to thirty feet. There were four entries in this class, the honors being carried off by the St. Catharines Cold Storage & Growers' Association.

The earlier summer fruits were displayed in alcohol and each of the Government's experimental stations showed the various varieties grown in its vicinity. Algoma, too, had a worthy exhibit of hardy fruits.

One feature, which was of particular interest to lady visitors, was the exhibit of the Woman's Institute. This was arranged with the idea of demonstrating in how many and various ways the apple might be prepared. Canned apples, pickled apples, apple marmalade and



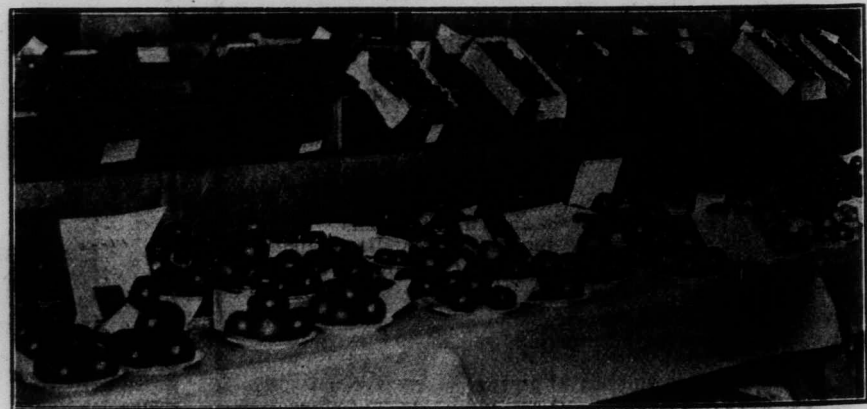
Horticultural Exhibition.—The Floral Department.

of wider interests and under government control, it has come to be perhaps the most comprehensive annual representation of Ontario horticultural and agricultural products. To what an extent the exhibition has developed in prestige may be seen from mention of the following organizations under whose management it is now held: Ontario Vegetable Growers' Association, Ontario Fruit Growers' Association, Ontario Bee Keepers' Association, Toronto Horticultural Society, Toronto Gardeners' and Florists' Association, Toronto Agricultural Society, and the Ontario Department of Agriculture. How it has developed from the standpoint of exhibits may be judged by the fact that this year's exhibition more than filled the two immense floors of Massey Hall, and it has been suggested that a larger building must be secured.

### Magnificent Apple Display.

Naturally, the practical interest was centred, to a great extent, on the display of Ontario apples. The Province has, roughly speaking, about seven million apple trees of bearing age from these an average annual harvest of twelve million barrels is gathered. One of the aims of the Government in recent years has been to bring together at

county, will not stand shipment, and, consequently, will not command so high an export price as the fruit grown in the latter section. This year eighteen



Ontario Apples—County Exhibits on Plates—Methods of Box Packing.

counties sent displays of apples, and this feature of county representation was much more complete than ever before.

Another feature in which this year's Show surpassed last, is the progress

various other apple preparations were shown and described.

### British Columbia Fruit.

In connection with the exhibit of boxed fruit a shipment of apples and

## THE CANADIAN GROCER

pears from Chilliwack, B.C., attracted a great deal of favorable comment. The exhibit was forwarded by Cawley & Paisley, a Chilliwack real estate firm, with the ostensible purpose of inducing Easterners to move to the West by showing the possibilities of British Columbia's products. The exhibit included twelve of the varieties of apples which are ordinarily grown in Ontario, and two of the best varieties of pears. As regards size, the Western fruit was, perhaps, larger than any of the same varieties shown from Ontario, and in a test as to quality conducted by several of the leading fruit growers of the Province during the Exhibition, it stood well up with the local varieties. The exhibit was a revelation to many Ontario fruit men.

### The Flower Show.

The main floor of Massey Hall contained bloom to the value of \$1,000. The major part of this was in chrysanthemums, and the magnificent and gorgeous banks of these splendid blooms placed on the steps of the large platform, as may be seen in the accompanying photograph, were a delightful sight. One point which shows the progress in methods of floriculture during the year is evidenced in the fact that the largest bloom this year measured twenty-six and a half inches, which is four inches larger than last year's best, and seven inches better than the year before. One plant which contained twenty-five different varieties, was a rather interesting peculiarity. The fact that the show is a week later this year than usual, allowed more satisfactory time for the maturity of the chrysanthemum blooms, and, as a result, the quality was notably more uniform through all classes than it has been heretofore.



Exhibit of Apples and Pears from Chilliwack, B.C.

### Excellent Honey Exhibit.

The exhibit of honey, while not large, was of exceedingly good quality. The exhibit, indeed, made such an impression on one gentleman who came here from the United States to deliver an address at the Beekeeper's Convention, that he hesitated about giving the address. The three varieties of honey commonly produced here were shown, together with the wax product in various forms.

### To Be Exhibited Elsewhere.

A good representation of the best of the fruit, sixty-six boxes in all, of apples and pears, has been purchased by the Government and is to be shipped to England and exhibited in competition with fruit from the other colonies at the Royal Horticultural Show, which is to be held in Kew Gardens, in London, in December. This is the first year the Government has made such an exhibit.

A smaller shipment, this containing several cases of honey, as well as the Ontario fruit, is being forwarded direct to King Edward VII., and a similar shipment is being sent to Earl Grey.

### Society Conventions.

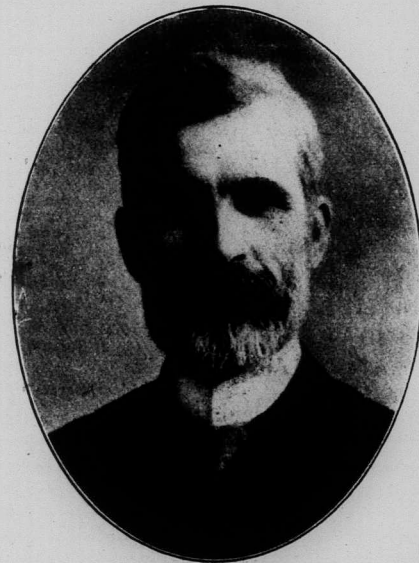
In connection with the exhibition several conventions were held by the various societies interested in its management.

The Ontario Fruit Growers' Association, to which a great deal of the credit for the development of the apple industry in the province must be given, met on Wednesday and Thursday. The program included a series of addresses, among which might be mentioned several of particular importance. Alex. McNeill, chief of the fruit division, Ottawa, spoke on "The Place of the Fall Apple in Future Planting." "Market Conditions in Great Britain" were discussed by J. A. Ruddick, dairy and cold storage commissioner, Ottawa. J. L. Hilborn, of Leamington, spoke on "Express Rates in Relation to the Fruit Industry," and H. Dawson Toronto, discussed "The Necessity for an Improved Fruit Market and Terminal Facilities in Toronto."

The Beekeepers' Association of Ontario met during the three days of the fair and discussed questions of particular interest to that industry.

The Ontario Horticultural Association also held their second annual convention in the city hall on Thursday and Friday,

a good deal of comment. Mr. Revett's paper claimed that, regarding tomatoes particularly, the estimates of the canners regarding the amount of product from a bushel of raw fruit are unreasonably low, and thus the growers are being paid too little for their product. This has been borne out by experiments at the Ontario Agricultural College, at Guelph, during the present season.



ALEX. McNEILL,

Chief of Fruit Division, Ottawa, one of the moving spirits in the Horticultural Exhibition.

These conventions, with the exhibition itself, attracted a great many of the leading horticulturists and fruit growers of Ontario to the city last week.

### Notes of the Exhibition.

There were not many evidences of the small apples the fruit growers prophesied a little earlier in the season.

It remains a significant fact, however, that the best commercial apple is not the one which takes the prizes at the fairs.

The display of apples on plates was purchased by Eugene Moore, fruit broker, Toronto.

During the last days of the exhibition cards bearing the inscription, "Sold to T. Eaton & Co." were very evident around the different sections. This company purchased the entire display of apples and pears packed in boxes or barrels.

Over the exhibit of the Biggs Fruit Company, of Burlington, was a large placard bearing the words, "Let greater Canada be known by her fruits." The company were taking orders for boxes of apples of a particularly high grade, which they ship to England and Europe as Christmas presents.

The exhibits of decorated dining tables which was one of the most interesting features of the exhibition a year ago, did not at all measure up to the standard then set. This is a feature which would repay encouragement.

The musical programmes rendered during the afternoons and evenings of the exhibition were a most attractive feature.

**THE CANADIAN GROCER**

Established . . . . . 1886

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**THE SITUATION IN THE WEST.**

By this time the country at large is more or less familiar with the effort being made to relieve the situation with regard to money to facilitate crop movement. On Tuesday, Nov. 12, an order-in-council was passed at Ottawa, by which the Dominion Government came to the relief of the bankers, and made it possible for the banks carrying large grain accounts to obtain any amount necessary to further extend lines of credit in order to help in the movement of as much wheat as possible before the close of navigation.

The action of the Government was prompt and decisive, once the facts were placed before the Minister of Finance and when the news was wired from Ottawa there was a general expectation that the tension would be relieved and movement of wheat from the head of the lakes would increase rapidly. Such, however, has not been the case, up to closing of market to-day, Saturday. The banks are standing on a silly matter of punctillio and will not accept the relief offered and the situation is really no better from the standpoint of crop movement than it was a week ago, and a whole week of open water has been lost.

In the meantime conditions have materially changed and there is not the demand for low grade wheat that there was two weeks ago, or more properly

speaking, there is not the demand at high prices, and this alone is costing the farmers of the west millions.

The bank managers still stand pat and declare they are furnishing all the money required for legitimate trading, though every day's market and almost every elevator point in the country gives the flattest kind of denial to their statement, while the meagre shipments from Fort William and the empty boats making bids at low rates for cargoes add their testimony.

Wholesale houses are flooded with letters that state that cars of wheat are loaded, shipped and the out-turns received, but they can get no money. Others write, there are three, four, five and six elevators at our point, (as the case may be) but none of them are buying. They claim it is because they cannot get money.

The present situation is without parallel in the western grain trade, and every man that has been up against it this year, be he farmer, elevator man, or commission merchant, will earnestly pray that he may never see like again. Meantime, the wheat continues to pour into Fort William in a never-ending stream, 2,569,480 bushels having passed inspection during the present week. Of this wheat only about 45 per cent. was of contract grade, while there was 10,871 bushels of "no grade," 285,690 of feed; 139,170 of "feed tough;" 177,420 of No. 5 and 119,940 bushels of No. 6 wheat. It is doubtful if the outward shipments for the week have totalled a million bushels.

The keeping qualities of this low grade in its present condition are absolutely nil, and it is a very unsafe proposition to handle, and dealers and banks alike must see from 6 to 8 cents a bushel margin before they can touch it, for the simple reason that more than one car, leaving an elevator point apparently quite dry, has graded "feed tough" when it reached Winnipeg, and by the time it got to Fort William was heated.

The Saskatchewan Government have taken a hand in securing cars for the movement of the low grade wheat, and getting it to Ontario as feed, and the railway companies have promised all possible aid in the matter of cars. Sir Thomas Shaughnessy has stated that for the movement of western wheat Winnipeg is to have eighteen additional locomotives in a few days.

Charles Castle, the Winnipeg warehouse commissioner, who was summoned east to give information to the Finance Minister as to the actual conditions in the west, while in the east arranged for a thorough test of the low grade wheats, to see what can be done to make them keep so that they can be exported after May first next year. If

it is found that this can be done at a shrinkage of not more than 10 per cent. it will mean a saving of from three to four million dollars to the west, as without the guarantee of keeping, the banks will not advance a dollar on any low grade that may be held for shipment after May first. The samples that have been sent are Nos. 5, 6 and feed. Communications from the British markets show that very considerable quantities of even our lowest grade wheat can be used by millers for manufacturing flour to be used for sizing and glazing in the cotton and kindred trades.

At the moment the only other thing that occupies anything like relative importance with wheat in the western mind is the proposed new freight tariff, which will be found under a separate head.

**BETTER HOTEL REGULATION.**

The indifferent hotel accommodation provided in all parts of Canada is being well illustrated just now when the country is unprecedentedly crowded with commercial travelers. The matter is making itself evident in several ways. It came out the other day in a petition forwarded to the Provincial Government from the Canadian Travelers' Association, which, referring to municipalities where a local option by-law has been passed, begs that before the act goes into force it shall be the duty of the community to show the Government that ample accommodation for man and beast will be provided. In case the community fails to do so, the petition requests that the by-law shall not be put into effect, but that the Government shall step in and take charge, making such provision as may be necessary for proper accommodation, either by continuing the licenses or in some other way.

The petition seems to be based on the understanding that proper accommodation is furnished in communities where licenses are in operation. The travelers themselves know that very frequently this is not the case. It might well have requested the Government to provide for satisfactory accommodation in all communities.

It is a generally admitted fact that in districts such as are referred to in the petition, hotel accommodation is provided merely as an adjunct to the liquor selling business, in a good many cases simply because the Government requires it. In such cases the accommodation is anything but satisfactory, and in a good many Canadian communities sanitary conditions exist in connection with the hotels that the local Boards of Health would not tolerate in a private property. The travelers know this better than anyone else, and they suffer from week to week and from year to year because such conditions are allowed to exist.

When considering the petition from the Travelers' Association, the Government should consider the advisability of providing for satisfactory hotel accommodation in all communities frequented by travelers, whether they are under the control of a local option by-law or not.

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## GROCERY NEWS FROM ATLANTIC TO PACIFIC

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

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

### BARRIE.

The little snow flurries did not seem to mar the attendance of Saturday's market, the farmers and townspeople turning out in large numbers. Young chickens were very plentiful, but were not up to the standard, being small and poor. The farmers here seem to be getting their fowl in early on account of the great cost of feeding this year. Geese were very plentiful and were extra fine for this season. Some very fine turkeys were brought in and found a very ready market. Butter was in evidence everywhere, but found no rush sale as the consumer is buying very sparingly, owing to the high prices and consequently the prices have become easier. About twenty loads of apples, mixed varieties, sold very well, being a good size and sample. A few loads of potatoes arrived, but were bought up very quickly by the various merchants, there seeming to be a great demand for this line. Butter sold at 27c to 28c, eggs 25c to 27c, chickens from 5c to 8c, ducks 8c, geese 8c to 9c, turkeys 12c to 12½c, apples, Spys, \$2, other varieties \$1.25 to \$1.50. Potatoes sold at 75c to 80c.

J. F. Brown, who for some years has conducted a carriage factory here, has sold out and moved to Toronto, where he intends starting a grocery store.

J. J. Brown, H. B. Myers and Wm. Bothwell were among the crowd that attended the Fruit and Flower Show at Massey Hall, Toronto, last week. They all speak very highly of the show, particularly of the vegetables.

George Copegeorges is fitting up a magnificent candy kitchen in Bothwell's Block this week.

Over \$45,000 worth of clover seed has been shipped from Beeton district this fall. Not so bad for a poor season.

Piles of hay, valued at \$3,000, were burned just below Bradford Marsh last week. Incendiarism is suspected.

### BELLEVILLE.

Local grocers are in quite an excited state these days. They have good reason to be, if the proposed raising of the tolls on the Bay of Quinte bridge, the only artery which connects the rich

county of Prince Edward with this city, should materialize. This is one of the longest bridges in Ontario—600 yards—and spans the Bay of Quinte. It was built about seventeen years ago at a cost of \$120,000, of which Belleville contributed \$30,000 and the township of Ameliasburg \$20,000. Through the foreclosure of a mortgage the bridge finally came into the possession of the present owner, Dr. Sprague, of this city, at a cost of \$72,000. The present move upon the part of the bridge company to increase the

### AN INQUIRY FROM FRANCE.

The following note from our Ingersoll correspondent will bear out our assertions regarding The Grocer's wide circulation:

"Readers of The Grocer will remember a picture of the interior of the store of A. Beattie & Co., which recently appeared in its columns. Among the mail which the firm of A. Beattie & Co. received a few days ago was a letter bearing a foreign post mark. On opening the letter, imagine the surprise of the manager when the first thing to meet his gaze was the picture of the store, which had been clipped from The Grocer. The letter was from an enterprising firm in France who were desirous of establishing business relations with A. Beattie & Co. with whom they had been placed in communication through The Grocer. This is a point which should not be overlooked by advertisers and intending advertisers. The fact suggests a world-wide circulation, and the attention that some firms devote to their advertising policy."

tolls has no doubt been largely induced by the judgment of the courts lately, sustaining the action of Ameliasburg in assessing the bridge, rendering the structure liable for taxes. An increase of tolls would largely assist the owners in paying these taxes.

A meeting of the Board of Trade of this city was held on Nov. 7, which was called specially to consider the bridge matter. Nearly all the merchants expressed the belief that if the amendments to the present charter for which the owners were applying to the government, came into effect, they would seriously affect the trade of the city as well as increase the price of produce on our market. It was pointed out that if the rates were raised, it would drive the people of Prince Edward to Picton, Trenton and other places, which they

could reach without paying toll. It has never been disputed that the lower the tariff the more frequent the people of Prince Edward would come to Belleville. At the meeting of the Board of Trade a lot of warm discussion took place. It appeared to be the unanimous opinion that the proper course to pursue was for the city of Belleville and township of Ameliasburg to raise a certain amount of money and petition the government to pay the balance and make the bridge free. This was strongly advocated by ex-Mayor Graham, H. Corby, ex-M.P. Col. Lazier and many of the prominent merchants. A committee was finally appointed to act with a committee from the city council, to see the owners and find out on what terms they will sell.

### LONDON.

The local Retail Grocers' Association appears to have taken on fresh vigor. The regular meeting last Wednesday night was the best attended of any yet held, and the members present entered into the discussions with an earnestness that proves they are beginning to realize that the organization is serving an important purpose and may be made of even more value to the trade. In the absence of President Harry Ranahan, who is recuperating with friends in Chicago, Vice-President Shaw presided, and the discussions were of especial interest.

Local biscuit manufacturers having advanced the price half a cent a pound, owing, it is said, to the high price of new material, the Retail Grocers' Association at its meeting last week decided to put up retail prices from one to three cents a pound.

It is said that the make of cheese in Western Ontario this year will probably not be more than half that of last season.

The Western Dairymen's Association has determined to seek legislation requiring all cheese and butter makers to hold certificates before being allowed to take charge of factories or creameries.

Johnston Bros., leading local bakers, are making arrangements to handle their rapidly increasing business. They propose to erect an addition to the old building of about 75 by 132 feet, three storeys in height. The new building will cost in the neighborhood of \$20,000.

The cigar manufacturers of London held a meeting recently to discuss the advisability of advancing prices, and a joint meeting with the Montreal manufacturers will shortly be held to further consider the matter.

John McLean, formerly of the firm of McCutcheon & Co., has purchased the Liddicoatt grocery business on Dundas street east.

Thos. McCormick, of the retail grocery firm of A. McCormick & Sons,

## THE CANADIAN GROCER

Richmond street, was married last week to Miss O'Dell. The ceremony took place at the residence of the bride's parents, Nilestown.

### KINGSTON.

"I tell you boys," said Jim, the grocer, on the market square last week, "it costs more to run a grocery now than it did twenty-five years ago. Then we used to tie up sugar in straw wrapping paper or make our bags by hand. Now the paper is in rolls and bags are used by the million. People used to bring their baskets and carry off their tea, sugar, etc. Now you have to send off at a moment's notice or get called down by a harsh voice coming along on a wire, through a hole in a box hanging up in your store. No brown jugs come for syrup and molasses any more. No, you have to put it in paper pails or sell them a tin. All this means more work and less profit."

"Merchants send clerks around after orders—a very bad system, in my mind—encouraging the credit system that every merchant should try to discourage and aim at getting his business on a cash basis and avoid the worry that kills by looking after books and accounts. How much nicer to see your drawer full of money than to look at a big book full of accounts, many not worth the paper they are written on. Yes, a dollar in your pocket is worth ten in your ledger."

The present day fixtures are a big item of expense and lots of merchants buy new fangled things they cannot pay for. They are simply talked into the purchase by men who are schooled in arguments that knock out any opposition they meet from their victims.

Some of these travelers and their circulars and mail matter have become a nuisance to merchants, robbing them of time that should be used to look after cleanliness in their stores.

Labor saving devices are all right if you can see your way clear to pay for them, but it is a mistake for a man with limited capital and with a stock of less than \$1,000 to buy a cash register at \$300 and a lot of silent salesmen, oil tanks, cheese cutters, meat cutters, etc.

They are all nice things to have, but one needs a good start and lots of capital for the interest on them is a salary in itself.

The wise prophets say that man is the architect of his own fortune, but from the way some clerks act it looks as though they were laying poor foundations. Too gay, too extravagant in dress, going to operas, smoking expensive cigars, etc., etc. They are either spending all their salary or spending someone else's cash. Should these few words fall under the eyes of any such, I hope they will right about face. They will be richer every way in the end.

A short time ago a gentleman introduced a friend to a grocer and said he was a competent clerk, a good window dresser and stockkeeper. The young man (married, by the way), looked shrewd, sharp and his general makeup showed symptoms of a valuable man

for some grocer. The young man said he worked for So-and-So, in the north-west. The merchant wrote the firm on the quiet and got this answer: "He was a nice boy ten or twelve years ago but later on we found him anything but reliable in the acts he committed. Well, I guess he won't come back to this frigid climate again."

Young man, remember this: The theft of cash or candies or anything which costs your boss money, is an awful mistake on your part. Don't do it, not even in a small way. Live within your means, for a slip will follow you around the globe. You might as well have "thief" printed on your back. Be honest and upright. Do not take any short cuts.

You don't need a cash register to catch a dishonest clerk. Rumor does it. The public watch him and say So-and-So is going it fast. Must be spending more than he is earning. Rumor tells the boss and off he goes with no recommend to aid him in getting another job. Think of what it all means.

### MONTREAL.

Retail grocers here are clearing ground for their holiday displays. A few already have some of their new goods in, but the majority are cleaning up, preparatory to the incoming of new lines and new supplies of old goods.

A rather paradoxical result of the "financial condition" is that in one sense it will be beneficial to the grocery trade here. This is the way one grocer, who caters largely to Montreal's "four hundred," put it: "Formerly a large number of my customers spent the Christmas season at various winter resorts on the Mediterranean and elsewhere, and consequently they required little or nothing here; but this year quite an appreciable percentage of these will be here during the holiday season, which will mean something in the way of regular trade for us."

However shallow or deep the "tight money situation" may be, the retail grocers are evidently not going to let it prevent them from making enticing holiday displays. Some of the leading ones are ordering largely in fancy biscuits and confectionery. The reason they give is that their customers have been so long used to good living, especially during the holiday season, that they will not make a change until they are obliged to do so, and that condition has not yet arrived.

A representative of The Grocer called on Walter Paul, one of Montreal's veteran and most successful grocers, and one who knows the business from its smallest details to its largest problems. Mr. Paul spoke of the effect the telephone has had on the grocery business. "In the first place," he said, "the telephone is the enemy to good salesmanship in clerks." When asked how that resulted, he explained that in houses where the ordering was left to the servants, everything was transacted over the phone, the clerk merely putting down what was asked for, and when at regular intervals the bills are sent, payment was usually made by cheque. Thus

from one year's end to the other, the people to whom the goods were sent were very seldom seen. Under these conditions, clerks get out of the way of speaking to customers about new lines of goods, which is a vital point in good salesmanship.

Another somewhat unexpected result of the use of the telephone is that, from the grocer's point of view, it is very expensive. Mr. Paul said: "At the present day very nearly all my customers have the telephone. They order a few things at a time, just as they find they need them; with the result that in the course of a day one person will often order half a dozen separate times, which means that the delivery wagons are never done going. If the customer had to come to the store to order a list would be made, and everything attended to at one time. However," added Mr. Paul, laughingly, "we are so wedded to the telephone that if it is out of order for a single day, we are demoralized."

The Fraser, Viger Co., another retail grocery, catering to the aristocratic trade, have some of their new goods in already, and are busy preparing space in which to display the special holiday lines.

John Mines, a grocer in Point St. Charles, had quite an exciting experience with two "crooks," who tried to induce him to play poker. The result was that after a scuffle, one of the crooks escaped, while the other got a pair of black eyes, was arrested and fined into the bargain. This is the second time Mr. Mines has had trouble of this kind. The first time was in 1906, when he was assaulted and robbed of \$30.

### RICHMOND, QUEBEC.

A member of The Canadian Grocer staff happened to be in Richmond for a couple of hours last week and made use of the time in calling upon a few of the progressive grocers of that enterprising little town. Richmond is quite a grocery centre. There must be fifteen or twenty grocery and general stores in the place, catering to the wants of a population of 2,500 or more.

Strangely enough, there are no manufacturing concerns in Richmond. The population is such as would lead one to believe that one or more concerns turned out goods there. It is chiefly upon the farmers and railway men that the merchants depend for their trade. The town is a G.T.R. division centre and a large number of employes live there. The country around the place is suitable for agricultural purposes, and the farmers deal largely in the town.

MacRae Bros. do as good a grocery business as any firm. Like practically all the other grocery stores, their place of business is on the main street. The store is a large one, and the stock carried is complete. They do a nice hardware business also. Mr. MacRae chatted interestingly with The Grocer on general grocery topics. He said they found times rather quiet as compared to other

## THE CANADIAN GROCER

seasons owing to the stringency of the money market. The Eastern Townships are affected like all other sections of Canada. "Still," said he, "a man with money can do the business, and we are not behind the rest in this respect."

\* \* \*

Jameson's store is a busy place also, and Mr. Jameson is a man who knows the grocery business. He has given considerable thought to the credit system and expressed himself as being in favor of taking reasonable risks in the matter of selling to new people, particularly since the retailer in the country has to do so more frequently than his city brother. "Yes," he said, in answer to a query, "we find the tight money market affects us here. It is a peculiar fact, too, that the farmers are very anxious these days to get our money for their produce instead of accepting the usual exchange. And by the same token they pay us when they are ready. But they are good for their accounts and we have no fears as to 'final payment.'"

\* \* \*

Most of the grocers here close at six every evening, except Tuesdays and Saturdays.

\* \* \*

McKee Bros. are the nearest approach to a jobbing house. They handle flour, provisions and oil in large quantities, doing a nice trade in the Townships within a radius of twenty miles.

### STRATFORD.

The excellent weather tempted a large number of farmers to the city on Saturday from the surrounding country, with the result that the market was well attended. Fowl was particularly plentiful, chickens, ducks and geese being found on every side. The prices remain on about the same level as the past few weeks. Eggs were selling at 30c per dozen, and butter brought from 28c to 30c per pound. There was a large quantity of beef on the market, as well as the usual supply of garden vegetables. And just while poultry is being mentioned, one or two of the grocers complain that the farmers are bringing to the city an inferior quality. It would appear that the fowl are not sufficiently fed, and certainly they look skinny enough, the breast bone protruding like a miniature mountain. And the whole facts of the matter are that flour and grain demand good prices and the farmers are selling all their surplus grain and starving their fowl.

\* \* \*

Does it pay to go after the trade of the children, or more particularly those children who go to school and who pass the grocery store three and four times a day? It does. How is it that in other lines of business the merchants are keen enough to attract the younger generation to their stores by offering them blotters, etc., while the grocers, as a rule, are content to let matters slip along in the same old way, without paying any attention, or at least very little, to the children. The chief reason why other merchants, boots and shoes,

for instance, offer blotters or cards to the school children is because they want to get them in the habit of coming to their stores. Children know how to appreciate kindness, and if the grocer is kind to them they will return to him again, and in most cases they will have a certain amount of influence with their mothers and will get them interested in your store. What better means of advertising do you want? It pays to go after the trade of the children.

\* \* \*

Do grocers ever stop to think how best the business can be benefitted and prospered? No doubt they do. But did it ever strike you that if you have a good article for sale it is only right that you should push the sale of it. Indeed it becomes a moral obligation to see that the article is properly noticed, or that it is properly advertised. Many a good article has been practically lost to the world because its merits were never adequately made known to the customer or to the public. The fault is not altogether with the article, but rather with the manner of handling it, and selling it. Give the article you want to sell some display room.

### NEWCASTLE, N.B.

As in other places all along the line, the rapid increase in cost of food is the prevailing topic among all classes, especially the working men, whose wages are increasing somewhat, but not as fast as the cost of living.

\* \* \*

There is serious talk of a co-operative store for Newcastle next spring, along lines similar to those of Glace Bay, Dominion and Sydney, in Nova Scotia.

\* \* \*

Eggs here are 30 cents a dozen, and extremely scarce at that. Butter retails at 30 cents, whereas last year at this time it was not more than 24c or 25c. Beef retails at 11c and 12c a pound and upwards. Milk has been six cents a quart all summer, and some dealers are charging seven cents this fall. Hay for cattle is bringing \$16 a ton.

\* \* \*

Some dealers claim that oatmeal has gone up about \$1 a barrel lately, and wheat flour has increased about the same. Bread retails at 8 cents a loaf.

\* \* \*

Much of the potato crop along the Miramichi this year was a failure, rot setting in, and early frost damaging the yield a great deal. Much of the hay on low lands was left unharvested because of wet weather. Buckwheat was largely a failure, and some of the oats failed to ripen. Oats have climbed to over 60 cents a bushel.

\* \* \*

A peculiar complaint comes from Harcourt, a village on the main I.C.R., 42 miles south. Moose meat has been sold so cheaply in that place this summer that the local butchers were nearly put out of business.

\* \* \*

Frank Hachey, general merchant, of Rogersville, 22 miles south of Newcastle, has made an assignment to Sheriff O'Brien, of Northumberland county.

### WOODSTOCK.

A peculiar condition exists in regard to the Woodstock market, and for the present at least, that institution is being boycotted by a great majority of the farmers and their wives from the district, who formerly brought all their produce here, and are taking it to Ingersoll and Brantford and Stratford and St. Thomas now. The trouble started when the city council amended the regulations governing the market, making it compulsory that all fowl offered for sale have the head and crops removed, be dry picked instead of scalded, and be sold by weight. There was immediately a storm of protest, and the farmers got together and passed a resolution that they bring no more fowl here until the amendment was rescinded. Nobody expected that they would live up to the resolution, but last Saturday there were less than a dozen chickens on the market, and many homes were without fowl for the Sunday dinner. Indirectly it helped the grocers and butchers, for the city has not the power, or at any rate does not exercise it if it has, to regulate the sale of fowl anywhere but on the market, so some of the people who would have bought on the market went to the stores. But, in another way, the regulation hits the grocers and all other dealers here very severely, for it undoubtedly kept scores of farmers away from the city who went to other places and took their trade with them. Woodstock cannot afford this, and the new regulation has aroused a good deal of indignation among the citizens and the farmers, and very few apparently are supporting the city council in their action. The farmers can get along without their city brethren, but the city people will find it more difficult to get along without the farmers. Farmers have just now more money than anybody else to spend, and the merchants are in a position where they need the money and the custom.

\* \* \*

Wm. Kirkpatrick, of Burgessville, has clearly demonstrated that because a merchant is in a rural village, is no reason why he should not advertise and get as much business through the medium of newspaper publicity as his brother-dealer in the city. Mr. Kirkpatrick has a typical village store, and sells everything from needles to binder twine. He began a systematic newspaper campaign, using a medium with a wide circulation for the purpose, and the results he secured were really astonishing. People came from miles around to patronize him, and the advertising paid for itself in very short order. It was not unusual on week days to see from half a dozen to a dozen rigs tied up in front of the store, and the proprietor and his clerks were rushed to death. Other general dealers throughout Oxford county are showing their enterprise by advertising, and it is safe to say that they will not regret taking such a step, which shows that they are alive to their advantages.

\* \* \*

Woodstock is feeling the effects of the prevailing scarcity of money, and the situation is as serious as it can become without interfering to an alarming extent with business operations. A few days ago, the Canada Furniture Manufacturers, one of the largest industries of the city, laid off sixty men, and the

remainder are working only eight hours per day, instead of the accustomed ten. In fact, most of the local manufacturing establishments are working short time, and also in most of them occasional hands are being dropped off. The situation has led the city council to decide to lay over the proposed by-law for a new city hall, which was to have been voted upon at the coming elections, for another year, as it was felt that it would be submitting it to certain defeat to ask the people to sanction an expenditure of over sixty thousand dollars at the present time. The scarcity of money re-acts on all kinds of dealers, grocers especially, for when the people haven't got money, it is certain that they cannot spend it. What is spent is pretty much for actual necessities, and luxuries are not on the lists of many people just now. Most households where the men are wage-earners are finding it absolutely necessary to cut down living expenses in proportion as their incomes have been cut.

It is very nice to talk about cash business, and the theory is a beautiful one, but in times like the present, it is difficult to carry the theory into practice on all occasions. Perhaps a man has been a good customer for years, and has paid cash or paid accounts promptly when rendered. Now, he is out of work for the time being, or is on short time and short pay. He comes along and wants something for running his house, says he hasn't the money just then to pay for them. What are you going to do about it? There is an important problem involved. Perhaps the business man is just as hard up as the buyer, and needs the money badly to meet his obligations, yet if he refuses the man credit he offends a good customer likely for all time, and the man's trade goes to his rival. Local dealers are running up against these problems every day now, and do not find them easy to answer. They are living in hopes that present conditions will not last very long, and meanwhile have to deal with each case as it comes along, and can lay down no hard and fast rule by which to guide themselves.

Two little occurrences in this city during the past few days show that honesty is not all extinct in this world, despite pessimistic utterances of those who look only on the dark side of things though sometimes that same honesty takes a long time to make itself visible. One day last week a well dressed stranger walked into the Hotel Oxford, and paid the clerk seventy-five cents on a nine-year-old debt. He said that nine years ago he stayed at the hotel over night and had his breakfast. He was dead broke and skipped out without settling. He said the incident weighed on his conscience all these years, and he took the first opportunity of coming back to the hotel and paying the old debt personally. Then he left the hotel, without revealing his identity. The other was more remarkable still. A woman entered the customs office, and insisted on paying the duty on a dress worth \$30 which she smuggled into this country thirty years ago. She said her conscience had given her no peace since that time, and insisted upon paying \$30, but the officer would only accept \$10.50, which was the duty calculated at the present tariff rate.

#### INGERSOLL.

The attendance at the Ingersoll market was swelled on Saturday to almost double its ordinary proportions under conditions of a most peculiar nature. Among the vendors were a large number from the Woodstock district, who had previously been marketing their produce in that city. On the preceding Saturday, however, many of the women marketers there became dissatisfied with new regulations governing the manner in which fowl should be placed before the public. The result was that the women held a conference, and the announcement was afterwards made that their decision was to boycott the market. That they were sincere in their stand was evidenced by the large number who journeyed here with their produce. The scene within the market building was anything but typical of the Ingersoll market. Every available inch of space allotted to vendors was occupied and poultry was piled high, while butter and eggs were conspicuous in quantities that made one wonder at the prices being so high. But notwithstanding the abundance of offerings, there was no decline in the prices. The determination of the women in regard to their stand on the boycott plan, was equally strong in regard to maintaining present prices. All along the line on either side of the building it seemed as though their prices were strictly according to "schedule." One price to everybody was the motto, and the purchasers were disappointed, as about the only way in which they benefitted was in the advantage of having larger displays from which to make their selections.

This is what might be appropriately termed the preparation period with merchants. There has been a slight falling off in trade activities, which is always anticipated at this season. Christmas deliveries are being made and the enterprising grocers are wrestling with the details incidental to the big rush. The stock on the shelves is being replenished, and a touch given the store here and there by way of beautification. Many grocers attach a great deal of importance to having their stores harmonize with the various seasons, and if there is any virtue in this contention it should be apparent at the Christmas season. Christmas is a synonym for joyousness, and the store that has a cheerful and seasonable aspect will undoubtedly attract greater attention than the one which has the appearance of being left to take care of itself. Nuts and fruits are conspicuous among the new deliveries, and these are already being displayed by the grocers in a manner that is suggestive of the Christmas season.

What it is hoped is the high water mark for creamery butter has been reached. It is now selling at 35 cents per pound retail, and even at this exorbitant figure is not to be had in any thing like plentiful quantities. The supply of fresh eggs is also very limited. On the market on Saturday 28 cents per dozen was the ruling price,

but since then the price has advanced to 30 cents at the stores.

The Town Council has taken the first step in the direction of distributing Niagara power. The conditions here are somewhat different to those in other municipalities. It is contended that the Ingersoll Electric Light & Power Co. have a perpetual and exclusive franchise, and that it would be folly for the corporation to enter into a contract with the Hydro-Electric Power Commission without having first acquired the present plant or made some arrangement with the company to distribute the power. Some time ago when the question of the purchase of the public utilities was before the Council, the Electric Light Co. submitted \$55,000 as the price they wanted for their plant. Anxious to make progress in regard to bringing cheap power here, the Council has referred the matter of Niagara power to a special committee, instructing them to procure the service of an electrical engineer to furnish them with a valuation of the local plant. It has been pointed out that in the event of the Council and the company not being unable to make an amicable settlement that the matter be decided by arbitration.

#### PEMBROKE.

Meat was the principal article on the market here again on Saturday, and prices were away down. Poultry, too, made a fair show with prices fairly reasonable, excepting turkeys, which took a jump of 2c a pound, bringing the price up to 20c. There was a trifle more butter brought in, but 30c per lb. was still asked, while eggs brought 30c and 32c. Potatoes took a step higher, and now sell for 90c and \$1 a bag. Turnips were offered at 40c a bag, and parsnips at 80c. Cabbages sold at 60c a dozen. Other vegetables were scarce and price high. This will probably be about the last market at which vegetables will be offered, as the weather has been rather cold and there is the danger of goods being badly frozen. Apples this year that have been imported fall badly short of those of previous years, the No. 1 of some varieties being little, if any, better than No. 2. A few baskets of grapes were imported and sold at 35c and 40c, these being about the last of the season.

Some of the grocers are beginning to display their fruits for the Xmas trade, and some very fine Valencia raisins are being shown in trays.

I was rather surprised to hear from your Montreal correspondent that in such a large city there was no retail grocers' union, as among so many there should be a really strong body. I was at one time connected with the National Association of Grocers' Assistants, in the Old Country, and can testify to the good done there by amalgamation. Next year, through the efforts of their General Secretary, the firm of Goodall, Backhouse & Co. have offered the splen-

did prize of a fully fitted up store, to the value of £300, or \$1,440, open to the member of the above society who proves on examination to be the best all-round man with the greatest knowledge of his trade. Besides this, technical classes have been started in nearly all the large business centres, open to members and non-members, for a small fee. Nor has the social side been neglected. Concerts and dinners are of frequent occurrence, at which many always be found some prominent member of the Wholesale or Retail Merchants' Association. Added to this, a sick and out of employment, and old age pension is connected, to which a member may subscribe if he desires. Your clerk readers will see from this how great a benefit such a union would be to them. Although the society was received at first with distrust by the employers, they have been quick to recognize the advantages both to themselves and the men in their employ, because they are always able to apply to the branch secretaries to obtain proficient men from among the members of the society. I should like to see the formation of a union, with branches all over the Dominion.

**LONDON.**

Messrs. Graves and Slate, representing the Heinz Pickling Works, of Pittsburgh, Pa., appeared before a special meeting of the Board of Trade one day this week for the purpose of obtaining information regarding the advantages London offers for the establishing of a branch concern here. Several members of the county council were also in attendance. The delegates seek information as to available sites for a factory and also for a farm suitable for raising vegetables about ten acres in extent.

The scarcity of fodder is inducing farmers to sell their cattle at sacrifice prices rather than feed them.

Several local dairy men have raised the price of milk to seven cents per quart, the highest on record locally.

Produce dealers report a great scarcity of fresh eggs. There is, however, a good supply of packed eggs in the storehouses.

**GUELPH.**

Representatives of the canning factory which it is proposed to start in Ontario, were in the city this week again. They had another conference and looked at some of the sites, but have not decided to locate at present.

Those new 2½-lb. boxes of sodas to sell at 25c. and 30c. are much better than a 3-lb. box that we have to change odd cents for, such as 27c. and 32c.

Geo. Williams, who has one of the finest grocery and baking businesses in Ontario, returned to the city from the west to-day. He looks fine and enjoyed his trip immensely and also met many old friends. But he saw no place that suits him like Guelph. By the way, at his store at present, is displayed in one of his handsome windows a great variety of California fruits and vegetables, for which his store is noted. They are

very tastefully set out and reflect credit on the window dresser.

Choice hothouse tomatoes at \$2 per basket, before the common tomatoes are done, is something unusual in this city.

The shops have all got going again and business in the grocery line has already begun to feel it. This was quite noticeable on the market Saturday by the crowds of both buyers and sellers.

It was reported last week that flour had dropped 20c. a hundred, but it turned out to be only a report. (Additional correspondence on Page 40)

**TRAVELER GOES SOUTH.**

Chas. Newman, city traveler for the Davidson & Hay, Limited, left on Tuesday for Port Orange, Florida. Mr. Newman has been with this firm for eleven years, and has made a host of friends among business men in the city. Lately he has been pluckily fighting against poor health, and his trip to Florida is an effort to regain health. Mrs. Newman and the family are still

Belleville merchants are concerned over the prospect of increased tolls on the Bay of Quinte Bridge.

Montreal grocers are benefiting in an indirect way from the financial stringency.

The Stratford correspondent thinks it well worth while to get the children's trade.

Saskatoon wheat is being demanded for flour.

Local farmers have boycotted Woodstock's market, as a result of amended regulations.

Ingersoll market benefited from the amended regulations recently applied to the market in Woodstock.

in the city, but will join Mr. Newman in their new home shortly.

On Saturday afternoon the employes of Davidson & Hay, while giving Mr. Newman a little send-off, showed their good wishes by presenting him with a traveling bag, a tobacco pouch and pipe. In making the presentation, Lieut.-Col. Davidson spoke of Mr. Newman's good record with the firm. Mr. Geo. Moffat will fill Mr. Newman's position.

**TRAVELER'S SAD LOSS.**

The sympathy of members of the trade is being extended to J. H. Boyd, traveler for the Red Rose Tea Co., who lost his wife last week. Mrs. Boyd, nee Miss Nina Smith, was a Toronto young lady whose home was at 48 Yorkville avenue, and was of particularly bright disposition. The young couple were married about a year ago, and have been particularly happy in their home in Hamilton. The matter has come as a very serious blow to the young husband, whose happiness has been wrapped up in his home.

**OUR TRADE WITH MEXICO.**

**Canadian Commissioner Addresses Toronto Board of Trade.**

In an address before the Board of Trade last Thursday, A. W. Donly, Canadian commercial agent in Mexico, showed that immense opportunities existed for the development of Canadian trade in that country.

After dealing briefly with some misconceptions in regard to Mexico, Mr. Donly said that its population was about 13,000,000, and its foreign trade was worth about \$300,000,000 a year, or half that of Canada. About 75 per cent. of the people were "peons" or peasants, who received low wages and whose purchasing power was low. But the rest of the population was about equal in purchasing power per capita to the people of Canada. About 70 per cent. of the Mexican trade was now in the hands of the United States.

The Mexican Government and people generally are very friendly to Canada and this, with the recent subsidization of the Canada-Mexico steamship lines on both Atlantic and Pacific would seem to offer particularly good opportunities to Canadian exporters.

Mexico's resources are varied. She could sell us hemp, sisal, sugar, tobacco, oranges, bananas, coconuts and other tropical fruits. Her credit is particularly good and the country's finances are in excellent shape and although in some cases payments might be a little slow, returns would be sure. There are scarcely half the number of failures there that we have in Canada. Canada could advantageously sell to Mexico railway ties, pulp, barley for malting purposes, potatoes, apples, cattle for breeding, fish, agricultural implements, plumbers' supplies and other things.

In discussing why Canadian trade has not developed with greater rapidity Mr. Donly said that while Canadian and United States prices are about even, the United States manufacturer gives a 70 per cent. discount, while Canadians stick to a reduction of 40 per cent. The Statesers, too, send their drummers right into the country, and conduct a decidedly more aggressive campaign.

In conclusion, Mr. Donly advised the Canadian manufacturer to take a trip to the republic before opening up a business campaign. He said further that our business men who wished to develop the trade should have good local agents, should advertise in good mediums, and should be particularly careful about packing.

Speaking to The Grocer after his address, Mr. Donly said that the great trouble was that the greater part of the Mexican goods which come to Canada were bought through American firms who have developed the business there. The oranges and coffees and vanilla beans which come to Canadian markets from Mexico come via New York firms and Canada gets no credit for this business. Canadians must stand on their own feet.

J. E. Richards, the well-known Markdale merchant, had the pleasing experience the other day of shooting a good sized deer in the vicinity of the town. This is Mr. Richard's first deer, and he is as pleased as Punch over his success.

## A NEW CHRISTMAS WINDOW

How to Work Up An Attractive Snow Scene—An Idea Which Any Grocer Can Readily Carry Out.

Christmas time is rapidly rolling round and in a few weeks most grocers will be so busy with holiday trade that they will have no time to devote to anything out of the ordinary. Now is the time to plan Christmas window display.

Here's an idea which should provide for a very attractive window which could be used in various ways and which may be inexpensively built up from materials every grocer has around his store. It is a representation of a snow scene and should be particularly applicable all over Canada.

Take large sheets of pasteboard sufficient to a little more than cover the flooring of the window; the reason why the pasteboard is required in sufficient quantity to more than cover the flooring is because it is proposed to moisten the board with a large sponge or brush in order that it may become pliable, so that while it remains in a moist state it can be readily shaped into the semblance of miniature hill and dale with a background of snow-covered mountain peaks.

The moistening of the pasteboard causes it to shrink, also the forming of a sheet up into a high mountain peak greatly reduces the space it will cover in the window, all of which you should take into consideration.

Care should be taken that in moistening the pasteboard it does not become too wet. If this occurs no damage will result, aside from an unnecessary delay (waiting for it to partially dry out again) before it is capable of retaining the desired forms in which it is to be moulded.

The board, while drying, is apt to expand at the base, and therefore should be pressed back to shape whenever this occurs until it is sufficiently dry to retain its shape, and when perfectly dry it will be found to become quite rigid and immovable, thus greatly helping to maintain the symmetry of the vista.

Everything must be in perfect harmony. Assuming that the mountains have already been created out of the pasteboard, the next thing is not to wait for the snow storm, but rather to take a brush and liberal supply of flour paste and besmear a small section of the mountain or valley at a time, having near at hand a supply of granulated sugar, powdered sugar or salt, which sprinkle on top of the paste while it is still moist. It is only necessary to apply the paste in sections where one is engaged in the work. If two are employed, one can apply the paste, while the other follows with the application of the sugar or salt, and for this reason it is far better that two persons should undertake this part of the work, as it will save time and add to the neatness of the "fall of snow."

Ice palaces, castles, forts, houses, bridges, etc., can be readily made by utilizing loaf or lump sugar as building blocks with which to construct any of the above.

The window can be still further improved by placing here and there toy trees upon the mountain sides, and in the valley toy trains of cars, highly colored, houses, etc., all of which would be in marked contrast to the white background and tend to enliven the window. Sticks of candy may be utilized to build fences and even buildings

### PRIZE CHRISTMAS WINDOWS.

As in former years, The Canadian Grocer again offers prizes for a Christmas window-dressing competition. This year, however, on the suggestion of one of our readers in a country district, the competition will provide for two classes, as follows:

**CLASS I.**—Open to grocers and grocery clerks in city stores.

**CLASS II.**—Open to grocers and grocery clerks in stores in country districts.

The division has been made because it was thought that those who will enter under Class II. had not the same opportunities nor materials so conveniently at hand as those engaged in retailing in the city.

Two cash prizes are offered in each class, 1st, \$7, 2nd \$3. The photographs will be judged by a competent authority in the trade. Photographs for competition will be received up to December 31st.

If you have a first-class Christmas window, and every grocer ought to have one, have it photographed, and send it on to us with a description of it and the name of the man who dressed it. The result will be announced early in the new year.

and various other ideas which suit particular cases will arise as the window develops.

This window will prove not only a trade winner by day, but at night, under artificial light, the display will also stand out brilliantly and the sparkling sugar will glisten like real snow.

### STORE DECORATION.

There is just as much difference between two stores as there is between two persons. A store has a personality. It pleases or displeases, attracts or re-

pels. Since this is the case, it is well worth while considering how we can make the personality of the shop pleasing and attractive. There are just as many different elements in the personality of a shop as there are in that of a being. In the limits of one short article it would be impossible to treat satisfactorily of all of these elements. We will consider only one of them, the interior decoration of the shop, which is one of the most important and fundamental.

The retailer is frequently so engrossed with his duties that he fails to realize the importance of having his shop correctly decorated. In decorating, as in dress, it is always preferable to avoid extremes. Simplicity should invariably be the keynote of every scheme. It not only shows much better taste, but it also shows a keen appreciation of the value of appropriate decoration as a direct aid to business, for the plainer and simpler the background, the greater is the opportunity to set off effectively the various articles of men's wear in an attractive display. Where the decorations are elaborate, the attention of the customer will invariably be diverted to some extent, and the goods will not so strongly impress him.

In general, when considering the decorative scheme of the shop, the color chosen for the side wall controls the colors to be used on the ceiling and on the floor. Starting always with the color of the side wall as the basis, the tones of color become lighter in the border, frieze, and cornice, or any of them, or up to the centre of the ceiling, where the lightest tones should be, to make the shop look brighter and give the ceiling the effect of greater altitude. As the tones of color should get lighter toward the centre of the ceiling, so also they should get darker toward the centre of the floor.

In decorative color schemes, as in all color schemes, there are always two methods of choosing colors, either color schemes of contrast or color schemes of analogy. In a color scheme of contrast we find such colors as green and red, or blue and orange. Whenever we find a color scheme done in harmony of analogy, such related colors are used as yellow, green, and blue, or, perhaps, blue, violet, and red, or orange, yellow and red.—Storekeeper.

### WINDOWS REFLECT THE MAN.

Show me the store with tastefully dressed windows, always clean and brightly lighted, writes T. S. Fettinger, and I will show you a store that is aggressively managed, up-to-date, well stocked with seasonable goods, and run on a plan that is almost bound to make head.

Show me a store with slovenly windows, ill dressed, seldom changed, poorly lighted, and I will show you a store that is lazily managed, if managed at all, equipped with poor stocks, and pursuing methods that lead to failure and extinction.

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Corn syrup  
" "  
" "

Cases, 2 1  
" 5-1  
" 10-1  
" 20-1

# Markets and Market Notes

## QUEBEC MARKETS

POINTERS—  
Fish—Revised.  
Green Fruits—Firm.  
Beans—Easier.

Montreal, Nov. 21, 1907.

Whatever may be the amount of truth contained in financial crisis reports, certain it is that two at least of the largest wholesale grocers here are on the point of refusing further orders, from sheer lack of force to handle the goods. There have been few decided changes since last week. There has been a decline in the price of camphor. Ceylon is playing an important part in the camphor market. There has been a sharp advance in sardines, owing to the fact that the catch has been almost nil, and stocks are very low. Demand continues good, especially for French sardines. These have advanced from 50c to \$1 per case. Norwegian sardines have also advanced 50c per case. One firm here contracted for 300 cases of sardines, and they will not receive a single case. Pot barley has firmed up somewhat, and is now quoted at \$6.50 per bbl., and \$3.25 per bag. Some lines of biscuits have advanced about 1/2c, and demand is very brisk, especially for the higher quality goods. One line of cocoa has fallen off 1c per pound. One of the largest grocery firms in Montreal has decided not to ship by freight from this date at their own risk, any more goods damageable by frost. In consequence, light wines, all goods in vinegar, mineral water, cheese, extracts of malt, ales, biters, stouts, aerated waters, and such lines, will be shipped by express. Export trade is practically ended. On the whole, however, reports show that this year's trade compares very favorably to date with last year's, both in volume and collections.

SUGAR—There continues a brisk demand for immediate consumption, as was noticeable last week. No speculation is being done. Generally speaking, the market continues featureless.

Granulated, bbls	\$4 40
1-bbls	4 55
bags	4 35
Paris lump, boxes, 100 lbs	5 25
50 lbs	5 35
25 lbs	5 55
Extra ground, bbls	4 80
50-lb. boxes	5 00
25-lb. boxes	5 20
Powdered, bbls	4 60
50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 "	4 00
No. 1 bbls	4 00
No. 1 bags	3 95

SYRUPS AND MOLASSES—There is no stock of sugar syrup on the market. Molasses continues firm at unchanged prices. On the whole, the market is steady.

Barbadoes, in puncheons	0 27	0 32
in barrels	0 31	0 33
in half-barrels	0 31	0 34
fancy	0 32	0 35
extra fancy	0 33	0 36
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	
1-bbls	0 03	
2-bbls	0 03	
3 1/2 lb pails	1 25	
25 lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
5-lb. 1 doz	2 75	
10-lb. 1 doz	2 65	
20-lb. 1 doz	2 60	

TEA—Prices for all grades continue firm, and no falling off is expected. Low grades in Japans and blacks are very scarce, and consequently prices are extremely high.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20
India—Pekoe Souchongs	0 16	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
pea leaf	0 13	0 27
pinhead	0 30	0 45

COFFEES—There is a firmer feeling in coffees. Reports say that there has been a slight advance in prices in the English market. Locally prices remain unchanged.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio, No. 7	0 08	0 09
Santos	0 08	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The stringency in the money situation has not affected the volume of holiday orders. Arrivals are mostly being taken up immediately. The local market is firm for prompt deliveries, but these are very hard to obtain, owing to the disorganized state of shipping facilities. The situation in the prune market is expected to be very firm, as there are only 15,000,000 lbs. of prunes this year, against 185,000,000 lbs. last year. There has been an advance in Valencia raisins. Currants are a little easier in the New York market, but continue unchanged here. The first of the new crop Grenoble walnuts have reached New York, and small lots are being forwarded here. Prices quoted are from 14c to 15c. The new crop shelled walnuts are now due in New York. This will place them on the local market much earlier than was anticipated. Prices quoted in advance are from 25c to 26c.

Currants—		
Filiatras, uncleaned, barrels	0 07	0 08
Fine Filiatras, per lb., in cases	0 07	0 07
" " cleaned	0 07	0 08
" " in 1-lb. cartons	0 08	0 09
Finest Vostizzas	0 08	0 09
Amalias	0 08	0 08
1 lb. packages	0 08	0 08
Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 13
1-lb cartons	0 15	
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08	0 09
Four crown, fancy, 10-lb. boxes	0 06	0 07
Three crown	0 06	0 06
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 07	
Selected, per lb.	0 07	0 08
Layers, "	0 08	0 08
Dates—		
Hallowees, per lb	0 05	0 06
Sais, per lb.	0 04	0 05
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.	0 30	
Peaches, "	0 18	
Pears, "	0 16	
Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters"	3 00	
" "	1 75	
"Royal Buckingham Clusters," 1/2-boxes	1 37	
" " boxes	4 50	
"Excelsior Window Clusters"	5 50	
" "	1 50	

California Raisins—		
Fancy seeded 1-lb. pkgs	0 12	0 13
Choice seed, d. 1-lb. pkgs	0 12	0 10
Loose muscatels 3 crown	0 10	0 11
" " 4 crown	0 11	0 13

Prunes—		
Oregon prunes 25-lb. boxes, 30-40s.	0 11	
" " 40-50s.	0 09	
" " 50-60s.	0 19	
" " 60-70s.	0 08	
" " 70-80s.	0 18	
" " 90-100s.	0 07	

SPICES—Cream of tartar is very much firmer this week. Peppers generally continue firm, while there has been a decline of 1c per lb. on Singapore black pepper, whole, which is now quoted at from 13c to 15c. Ginger, cloves and nutmegs continue firm.

Peppers, black	Per lb.	0 16	0 20
white	0 25	0 30	
Ginger, whole	0 16	0 20	
Cochin	0 17	0 20	
Cloves, whole	0 20	0 30	
Cream of tartar	0 25	0 32	
Allspice	0 12	0 18	
Nutmegs	0 30	0 55	

RICE AND TAPIOCA—There has been no further news either to confirm or deny the Indian famine reports. As a result buyers are simply watching developments, and the rice market remains unchanged. There have been some new arrivals of tapioca on the local market, and better deliveries are being made. The primary markets are fluctuating considerably in a small way, but there has been no decided change. On the local market prices remain unchanged.

R rice, in 10 bag lots	3 10
R rice, less than 10 bags	3 20
C Rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 7 1/2 0 08

BEANS—The bean situation is a little easier this week, owing to more offerings from the west. Peas, especially the higher grades, are scarce. The crop this year is far short of last year's, and the primary markets are already nearly exhausted. High prices are anticipated.

Choice prime beans	2 00	2 10
Soup peas, whole, bag 2 bushel	2 50	2 60

EVAPORATED APPLES—The market is in a state of stagnation. New crop apples are quoted at easier prices, with practically no demand. The supply will be very short this year because of the high price of green apples in barrels. Very small lots of dried apples are coming in, and these are not nearly up to last year's in quality.

Evaporated apples	0 10	0 10 1/2
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MAPLE PRODUCTS—There is very little stock in the market; syrups, especially, are short. The demand for sugar continues strong. No change in prices.

Pure maple syrup, bulk, per lb.	0 07	0 08 1/2
Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 08	0 08 1/2
Beauce County per lb.	0 09	0 09 1/2

## CANNED GOODS

MONTREAL—No further information has been received from the canners regarding shortage. The market is slightly firmer in feeling. On the whole, the situation remains unchanged.

TORONTO—There has been a rumor among the trade during the week of a movement which would affect canned

THE CANADIAN GROCER

goods' prices, but this could not be definitely confirmed. Under the prevailing conditions of short supply, it seems scarcely probable that any such movement is possible. As a matter of fact, those who know say that several firms are oversold in the lines of tomatoes and corn, in which there seems to have been the greatest shortage. The greater part of the canners' stocks of vegetables appears to have been already sold, though various firms say they are holding on to small lots. Under these conditions deliveries are anything but brisk.

ONTARIO MARKETS.

POINTERS—

- Sugar—Steady.
- Beans—Easier.
- Evaporated Apples—Lower.
- Collections—Somewhat stiffer.

Toronto, November, 22nd 1907.

Business generally continues good and Christmas buying is well on the way. Mediterranean fruits have arrived in considerable quantities and are being rapidly distributed.

Though prices in several lines of groceries have eased slightly during the week, wholesale houses generally seem to be adopting a somewhat more conservative policy, probably because collections are to a slight extent less satisfactory. Business houses do not anticipate any trouble, but they are exercising care to provide against a possible contingency.

TEAS—Stocks held locally, particularly of low grades, are small, and supplies are very difficult to obtain at the ruling prices.

The season for Indians is practically closed in Canada by the end of the year, and no further supplies can be expected from that source till June. In Ceylons there is no close season, but shipments diminish considerably during the winter months. These facts, coupled with the knowledge that there are practically no reserves to draw on, lead to the conclusion among those interested in seeing a decline that there will be no relief for at least six months.

All low-priced package teas are being sold at a loss under present prices, and there is a strong probability of a number of packers discontinuing the sale of the 25-cent package.

Japans have been on a higher level than any other teas during the season, but as the season's shipments are practically over, and very small stocks are held locally, there can be no material change for six months.

It seems to be the general opinion in the trade that just now the retailer will consult the best interests of both himself and his customers by encouraging the sale of higher priced teas. A package at 30 or 35 cents will prove more satisfactory in the end by furnishing the customer something better than rubbish and providing for a reasonable profit to the grocer.

COFFEE—The stationary position of Brazilian markets, which, owing to the

enormous quantity exported, virtually controls the market, would seem to tend towards higher prices. The United States, however, which is a very heavy consumer, is troubled by monetary conditions not favorable to free import, and as this is felt to a lesser degree in Europe, prices are on a slightly more favorable basis for buyers. It is considered probable that these relaxed conditions will shortly lead to another upward tendency.

SUGAR—The Ontario market remains steady with no appreciable change. The slump in American business appears to have been quite serious, but none of the trouble has been felt on this side of the border.

Paris lumps, in 50-lb. boxes.....	5 15
in 100-lb. ".....	4 85 5 05
St. Lawrence granulated, barrels.....	4 50
Redpath's granulated.....	4 50
Aosdia granulated.....	4 45
Berlin granulated.....	4 40
Phoenix.....	4 45
Bright coffee.....	4 40
No. 3 yellow.....	4 30
No. 2 ".....	4 20
No. 1 ".....	4 10
Granulated and yellow, 100-lb. bags ec. less than bbls.	

SYRUPS—There is no change in prices and not a great deal of business is passing.

Syrups—	
Dark.....	0 33 0 35
Medium.....	0 33 0 35
Bright.....	0 38
Molasses—	
New Orleans, medium.....	0 30 0 35
bbls.....	0 30 0 35
Barbadoes, extra fancy.....	0 40 0 50
Porto Rico.....	0 45 0 60
West Indian.....	0 30 0 35

DRIED FRUITS—Deliveries are being made pretty generally and new arrivals are going out very fast. A mail advice from Petras to a local broker, regarding currants, says that stocks have been well cleared out up to date. Shipments are considerably below last year. Indications are that the whole crop will be run off at good prices.

Valencia raisins continue fairly steady at the advance noted last week.

2 lb. Tins, 2 doz. in case.....	Per case	2 40
5 " " " " ".....		2 75
10 " " " " ".....		2 65
20 " " " " ".....		2 60
Barrels.....	0 03½	
H lf Barrels.....	0 03½	
Quarter.....	0 03½	
Falls, 38½ lbs. each.....	1 75	
25 ".....	1 25	

Maple syrup—	
Gallons, 6 to case.....	4 80
" 12 ".....	5 11
Quarts, 24 ".....	5 41
Pints, 24 ".....	2 90

Prunes, Santa Clara—			
100-120s.....	Per lb	Per 100	
90-100s, 50-lb boxes.....	0 06	70-80s ".....	0 07
80-90s.....	0 06½	60-70s, 50-lb boxes.....	0 06½

Note—25 lb. boxes ¼c. higher than 50 lb.			
Candied and Drained Peels—			
Lemon.....	0 11 0 11½	Citron.....	0 21 0 22
Orange.....	0 11 0 12		
Peaches.....	0 18 0 20		

Figs—	
Elemes, per lb.....	0 08 0 15
Tapnets, ".....	0 03½ 0 03½
Bag Figs.....	0 04½ 0 05

Currants—			
Fine Filialtras.....	0 07 0 07½	Vostizzas.....	0 09 0 09½
Patras.....	0 08 0 08½		
Uncleaned, ¼c. less.			

Raisins—	
Sultans.....	0 12½ 0 16
Fancy.....	
Extra fancy.....	
Valencias, new.....	0 06½ 0 07½
Seeded, 1½ packets, fancy.....	0 12
" 12 oz. packets, choice.....	0 11½
" 12 oz. ".....	0 09

Dates—			
Hallowes.....	0 06	Fards choicest.....	0 09
Sairs.....	0 05½	" choice.....	0 08½
Domestic evaporated apples.....	0 09 0 09½		

NUTS—New crop Grenoble walnuts came into the local market in quantity

this week and in very satisfactory quality. The wet weather has delayed shipments of all shelled walnuts and the market is to some extent firmer.

Almonds, Tarragona, per lb.....	0 15
" Formigetta.....	0 13½ 0 15
" shelled Valencias.....	0 32 0 35
Walnuts, Grenoble, ".....	0 12½ 0 13½
" Bordeaux, ".....	0 10½ 0 11
" shelled.....	0 27 0 28
Filberts, per lb.....	0 11

SPICES—An advance in cream of tartar was noted during the week. This was due to the floods in southern France interfering with the process of manufacture. The advance will likely be greater.

Peppers, blk.....	Per lb.	0 16 0 20
" white.....		0 25 0 30
Ginger.....	0 18 0 35	
Cinnamon.....	0 18 0 35	
Nutmeg.....	0 30 0 75	
Cloves, whole.....	0 30 0 50	
Cream of tartar.....	0 22 0 25	
Allspice.....	0 16 0 20	
whole.....	0 17 0 20	
Mace.....	0 06 0 85	
Mixed pickling spices, whole.....	15 0 20	
Cassia, whole.....	0 20 0 20	
" ground.....	0 25 0 50	

RICE AND TAPIOCA—Tapioca continues easier. Some supplies which were shipped to local houses from Pencing are of very questionable quality and cannot be satisfactory.

Rice, stand. B.....	Per lb.	0 03½ 0 03½
Rangoon.....	0 03½ 0 03½	
Patna.....	0 05 0 06	
Japan.....	0 05½ 0 06½	
Java.....	0 06 0 07	
Sago.....	0 05 0 06	
Seed tapioca.....	0 07½ 0 07½	
Carolina rice.....	0 10	
Tapioca, medium pearl.....	0 07	

BEANS—The supply is more plentiful this week, the market being filled by parties which have been holding considerable quantities. As a result prices have dropped about 20 cents all round.

Beans, hand picked, per bush.....	1 30 2 00
" prime No. 1.....	1 80 1 91
" Lima, per lb.....	0 07

EVAPORATED APPLES—The market is considerably easier this week. Some firms which have been holding stocks in anticipation of advances have begun to unload and this has had an immediate effect on prices. Demand is quite brisk, for supplies are being rushed to the lumber camps before the close of navigation.

Evaporated apples.....	0 08 0 09
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MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Nov. 21, 1907.)

Although general business in the West as in the East, is adversely affected by the money stringency, the Winnipeg wholesalers have no complaint to make of a shortage of orders. Merchants are of business compares favorably with the of business compares favorably with the corresponding months last year.

New currants and raisins are on the market, and prices will be noted below. These are among the few lines in which advances have not been made. The oatmeal market continues very firm, and no declines are expected, although the high prices have very appreciably curtailed the sales.

CANNED GOODS—Prices are unchanged. The demand is far from active, owing to the high prices charged.





**CORRESPONDENCE**

**CHATHAM.**

Though grocers in other towns may indulge in a pessimistic outlook, those in Chatham certainly do not. Enquiry as to the general tone of business in the city elicited responses which were most encouraging. Local grocers are doing a good business, and thus far, every month is at least equal to, if not in advance of the same month the preceding year. Where business men are affected, it is merely by local conditions.

\* \* \*

Harry A. Andrew, of the Liverpool House, has made a further advance in the direction of early closing. Beginning with Monday, November 18th, the store closed every evening at 6.15, Saturday and evenings before holidays excepted. Hitherto, Mr. Andrew has made a practice of closing at 7 o'clock sharp. After looking into the matter very carefully, however, he decided on this further advance, which he anticipates will be better for all concerned—employer, employees and general public.

\* \* \*

The regular meeting of the Retail Merchants' Association here recently was well attended. In addition to the transaction of general business, manager Jas. Simon, of the Canadian Bank of Commerce, delivered an interesting address on banking in its relation to business. The executive intend to make such addresses a regular feature of future meetings. Incidentally, the local branch received a pat on the back from Provincial Secretary E. M. Trowern, of Toronto, who congratulated Chatham on the active interest being taken in association work.

The proposed annual banquet was strongly favored. Messrs. Stone, Westman, Anderson and Poile, being appointed to make arrangements. January 14 was suggested as an appropriate date. Mr. Spencer Stone suggested, with a smile, that the grocers' section provide provisions.

\* \* \*

With reference to the sale of new goods by auctioneers on the market, something definite has at last evolved. Secretary Winter Stein interviewed the mayor, the mayor referred him to the city solicitor, and the latter stated that nothing could be done till the licenses expired; but that a clause prohibiting the auctioning off of new goods might be inserted in next year's licenses. The present licenses, however, don't expire till September, 1908. The association intends to keep pegging away.

\* \* \*

Transgression of the rule prohibiting members from advertising in programs was brought to the notice of the association. Four members advertised in the programme of the Collegiate Institute annual sports recently. The association administered some mild reproof, the comment being made that as the transgressors lost more than anybody else, they could be safely left to their own reflections. A member of a leading hardware firm confirmed the statement. "The ad. cost me \$2," he said, "and the only return I received was an invitation to loan them a coil of rope. It cost me \$2 more to

put the rope into such shape that I could sell it."

President Cowan stated that, since the association's rule was passed, the practice of soliciting program advertising and of selling tickets had fallen off perceptibly, and was to all indications rapidly dying out.

\* \* \*

The grocery firm of Ruttan & Lindsay, Wallaceburg, has been dissolved. Mr. Noble Lindsay has disposed of his interests to his partner, Mr. Ruttan, and will embark in business at Charlemont, where he has purchased the general store of Johiel Walker, the transfer taking place November 15.

\* \* \*

As forecasted some time ago, bean prices have slackened. They now range from \$1.30 to \$1.50, the latter being the price for choice hand-picked. The drop is the result of increased deliveries, due to the high prices offered and the favorable weather conditions for bringing in the beans. A large section of the growers seem to have regarded the prices offered as too good to be passed by, and to have considered that a bird in the hand was worth two in the bush.

\* \* \*

J. R. Palmer will leave Tilbury shortly for this city, to take charge of his new bakery on Patteson Ave. The building, which cost about \$5,000, is thoroughly up-to-date. Mr. Palmer will do a wholesale business only.

\* \* \*

A. M. McCormick & Sons, of Pelee Island, have had their fire insurance adjusted and the stock for their new store ordered. A large supply of all lines is being rushed in.

\* \* \*

T. M. Edmondson, Centre St., who has been visiting here for the past six weeks, returned last week to Sudbury, where he is in the butcher business.

\* \* \*

The Hawken Milling Company, of Wallaceburg, are already prepared to buy grain. The machinery is being installed and operations will commence in the near future.

\* \* \*

The potato crop, as far as can be learned, has turned out somewhat better than was expected. Potatoes just now are selling pretty steadily at \$1, though a rise is anticipated as soon as farmers commence to resort to their pits.

\* \* \*

Albert Baxter, of Dresden, who recently disposed of his bakery, will leave shortly for British Columbia.

\* \* \*

It is anticipated that the Wallaceburg Sugar Company will begin refining imported raw sugar as soon as the beet campaign is concluded. The company has now six pulp driers in operation, turning out 600 bags of stock food per day. Next year more are to be added.

\* \* \*

The employes of the Kent Canning factory claim the record of the prov-

ince for labelling and casing goods. On Thursday they put up 1,360 cases, each case containing 24 cans, all labelled by machine in nine hours. The average day's work is about 800 cases.

\* \* \*

Bradley & Sons had a couple of very attractive windows recently. One advertised Red Rose Tea, the display being a fireplace, constructed of tea boxes, the grate being lined with tea paper and containing a pot and sticks, red tissue helping out the illusion of a fire. The mantle above the fireplace was surmounted by a clock, teapot, etc. The big corner window contained a fortress built of canned goods, with cannon—otherwise catsup bottles—peeping defiantly through the embrasures.

**SASKATOON.**

A brisk trade is being done here and grocers are looking forward for their Christmas stocks, which will be heavier this year than ever. Good butter is not too plentiful, but there is a sufficient supply for immediate consumption, and the outlook for a winter supply is by no means promising. The price has advanced for creamery butter to 40 cents per pound. Eggs are not so scarce, being shipped in from outside points.

\* \* \*

Fruit is now plentiful on the market and continues to arrive in abundance. Grapes form a large percentage of the fruit deliveries and there is a constant supply of Ontario apples. Winter apples are making their appearance. They are of the Ontario varieties. Shipments of California fruit are also being received.

\* \* \*

Wheat is again assuming a normal price. The last two weeks have seen many fluctuations, the price to-day being 3 cents better than a few days ago. That there is a demand for Saskatoon wheat in other western points is now an assured fact. A few weeks ago parties from Edmonton and Prince Albert sampled "Hub" wheat, as they wanted a good article for milling purposes, for the manufacture of high-grade flour. The result has been that the Saskatoon Flour & Milling Co. have entered into a contract to supply Edmonton with 10,000 bushels, and an agreement is pending to supply a Prince Albert firm with a monthly shipment of four or five cars.

\* \* \*

Speers & Paul have vacated the premises occupied by them on Twentieth St., and have moved their stock into their new building on Twenty-second street, which is more commodious.

\* \* \*

John McConnell has moved from Saskatoon to Asquith, where he has opened a bakery and confectionery business.

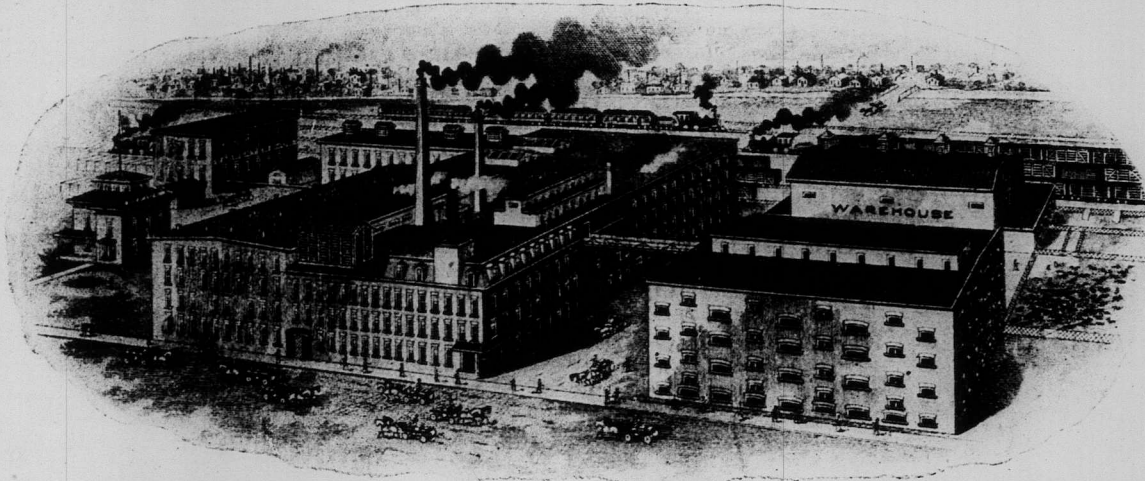
\* \* \*

G. C. MacDonald, of the City Store, Prince Albert, announces a removal sale. The stock consists of groceries, dry goods, and boots and shoes, and must be reduced before being transferred to the new premises.

\* \* \*

N. H. Russell, Prince Albert, who is the district agent for J. Y. Griffin & Co., has received a carload of bacon, hams, pickled pork and bologna, also a shipment of eggs, consisting of four hundred and fifty cases.

# Beaver Brand Hams and Bacon



"GOVERNMENT INSPECTED"

**I**NGERSOLL PRODUCTS were never in better demand than at present. Every year they are becoming better known. Every month the orders are in excess of the previous period, and the sales consequently larger. Wherever high-class goods, **QUALITY GOODS**, are consumed you will always find **INGERSOLL PRODUCTS** to the fore. This trade is built upon the **ROCK OF QUALITY**, and the proof is the steadily increasing demand. Are you selling **INGERSOLL PRODUCTS**? If not, try them, and prove our statement. **THERE IS NO FINER QUALITY PRODUCED.** Send for a trial order and write us for further particulars.

## The Ingersoll Packing Company, Limited

PORK PACKERS

Ingersoll, Ontario, Canada



# DRIED FRUITS

The fruit trade this Fall has been exceptionally good, and the markets have made a steady advance, thus insuring a profit to early buyers.

The most important advance in the season has been that of Valencias, the market for which went up 6/- in Denia last week and before buyers on this side were aware of it and when most people were looking for a drop at this time of the year. Now we are not going to ask this full advance, but will more than divide with you, and we quote for immediate acceptance as follows :

<b>Monton's Selects</b>	<b>5 7/8 c.</b>	<b>Trenor's Selects</b>	<b>6 c.</b>
<b>Rowley's</b>	<b>6 1/4 c.</b>	<b>Rowley's extra choice seedless,</b>	<b>at 8 c.</b>

## FIGS THAT ARE FIGS

Fancy quality Figs of all kinds are going to be scarce before the turn of the year. You who want the very best quality that comes out of Smyrna will send us an order for the Camel brand which we offer at the following prices :

<b>3 Crown 1 3/4 inch, 12-lb. boxes</b>	<b>8 c.</b>	<b>4 Crown 2 inch, 12-lb. boxes</b>	<b>8 1/2 c.</b>
<b>5 " 2 1/4 " "</b>	<b>9 1/2 c.</b>	<b>6 " 2 1/2 " "</b>	<b>10 5/8 c.</b>
<b>7 " 2 3/4 " "</b>	<b>11 3/4 c.</b>	<b>Umbrella boxes, 3 in. "</b>	<b>13 5/8 c.</b>

<b>Boxes, finest Naturals, 28s,</b>	<b>5 3/4 c.</b>
<b>" fancy packed Naturals, 28s,</b>	<b>6 1/2 c.</b>
<b>Bags, choice Naturals, 28s,</b>	<b>3 3/4 c.</b>
<b>" fancy Naturals, 28s,</b>	<b>4 3/4 c.</b>

Ludella Tea is the finest that can be produced for the money in any particular quality. Your profit is also assured because we look out for it when making the selling prices.

# H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. = TORONTO

*It pays to have proper connections in*

## The West

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

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

*Charges Reasonable*                      *Satisfaction Guaranteed*

### R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

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

## Fresh Arrivals This Week

- Fancy California Navels*
- Fancy Sweet Sonora Oranges*
- Fancy Florida Oranges*
- Fancy New Lemons*
- New Grenoble Walnuts.*

**HUGH WALKER & SON**  
GUELPH, ONT.

In Everything we Manufacture  
**OUR AIM IS QUALITY.**

That is why we make

# "Young-Tom" Washing Powder

which is "for PURIFYING and  
CLEANSING UNEXCELLED."

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

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

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

# A Liberal Education for \$2.00

You may feel indifferent when we first call your attention to the special merits of the Busy Man's Magazine.

But an examination of a single copy will make you "Sit up and take Notice." You will not find a dull page in it. Every one of its 140 pages is live, up-to-date reading matter, brim full of good things.

You will become more interested in it than in any other magazine you have ever read; simply because the Busy Man's contains the choicest and most timely articles appearing in the current issues of all other magazines and periodicals.

Those whom we found most difficult to persuade to examine a copy of the Busy Man's are now our most enthusiastic readers. They find the articles helpful and instructive as well as entertaining. The fact that not one per cent of our thousands of readers discontinue their subscriptions is a pretty strong recommendation, but the unsolicited testimony of Busy Man's readers is even more convincing.

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WRITE US TO-DAY.

## THE BUSY MAN'S MAGAZINE

Montreal

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## The Superior Quality

of our

### Mild Cured Hams

### Boneless Breakfast Bacon

### Skinned Smoked Backs

meets the most exacting requirements of your customers.

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

# COOKED MEATS

are just as handy and just as much in demand to-day as during the warm weather. In fact more so, because more of your customers are living in flats and rooms that do not permit of cooking.

We offer you a good line of Cooked Hams, Pork Tongue, Ox Tongue, English Brawn, Head Cheese, Jellied Hocks, Jellied Tenderloins, Bolognas, Frankfurters. Also Fresh Sausage and Pickled Pigs' Feet.

All made under government inspection.

**F. W. Fearman Co.**

Limited

**Hamilton, Ont.**

## The Pleasure of Business

is the appreciative customer—the man who tells you he's satisfied with the goods. Moreover, besides the pleasure of it, you are sure of the profit. Thus you will do yourself a good turn by placing an order for



**CORONA BRAND**



## HAM AND BACON

It's all in the exquisite flavor! We certainly do know how to cure Ham and Bacon!

We have no retail stores.

**The Montreal Packing Co.**

LIMITED

**MONTREAL, P.Q.**

## "RYAN BRAND"

provisions are produced with a view to HOLDING, as much as merely GETTING, customers. It doesn't pay us to ship one inferior article. If you become our customer, you will stay right with us, from choice—just as the sale of "Ryan Brand" will create for you the staying, paying customer.

Why not write us about the matter?

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

70-72 Front Street East  
**TORONTO, - ONT.**

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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

Activity in cheese this week is slight. The season is pretty nearly over at this port. Last vessels are leaving, and already dealers are beginning to plan for the winter. Winter rates, storage, and other such questions are occupying the minds of the trade.

Prices are about the same as they were a week ago. For September cheese holders are asking 13c to 13½c, sometimes demanding a little more. Later makes are selling at various prices. Some ask as low as 11½c, while others are demanding 12½c. The average price seems to be about 12c.

Dealers are not offering early makes at all freely. Present prices do not pay them. They bought this cheese at pretty good prices and carrying charges have helped to make it more costly. By holding on for a while they will be able to obtain figures which will let them off with some kind of profit.

Demand from England is fairly good, and exports last week show up well, being considerably ahead of those of the previous week, though below the corresponding week last year.

Receipts for the week were 44,685 boxes, against 39,806 boxes previous week, and 47,737 boxes same week last year. Total receipts since May 1 have been 2,017,262 boxes, as compared with 2,277,062 boxes same period, 1906.

Shipments were 49,668 boxes, against 35,262 boxes previous week, and 58,964 boxes for the corresponding week in 1906. Total shipments since May 1 have been 1,912,247 boxes, against 2,164,626 boxes same period last year.

Good demand for butter is reported by dealers, who continue to transact a satisfactory domestic business. Nothing is being done with the other side. Canada is taking all the butter produced in the country, and firm prices rule everywhere.

Since last week quotations have changed but slightly, and the range might be called almost the same. For September-

October make holders are asking 29c, some of them 30c, but later receipts are not so stiff in price. In the trade 27½c, 27¾c and 28c are the prices which are most frequently quoted. Sometimes 28½ cents is obtainable.

Receipts are falling off considerably. With the coming of the really cold weather factories will be closing up, and from now on the make will show an appreciable decrease almost weekly. With a more marked scarcity, and stocks not particularly heavy here, better values will be obtainable. A great many factory owners will close up around the first of the month, while there will be few who will venture to run all during December.

Importations are still arriving. It is mostly Irish factory butter, which is being received, and, as usual, it does not meet with the entire approval of users, particularly since it is scarcely as good as our late fall dairy butter.

So far there has not been a great deal of Siberian butter brought in.

Dairy butter continues exceedingly scarce in western, as well as eastern, Canada. Demand on the part of eastern dealers continues strong, but so great is the call for butter in the west, firms cannot ship to the east in anything like usual quantities. Creamery held by easterners is wanted badly by merchants in the west, who are getting what there is to spare.

Receipts of butter last week amounted to 6,057 packages, against 8,063 previous week, and 6,185 packages same week last year. Total receipts since May 1 amount to 378,898 packages, as against 573,847 packages for the corresponding period in 1906.

Shipments last week amounted to but two packages, against three packages the previous week, and 747 packages same week last year. Total exports since May 1 amount to 66,761 packages, as against 361,165 packages same period, 1906.

## THE PROVISION SITUATION

As reported last week, the English market has been in a very unsatisfactory condition, and at latest reports it continues very weak and ragged. This condition made itself felt in a material drop in prices during the week, Danish bacon coming down 5 shillings, and Irish shipments 3 shillings. As yet, however, there has been no material change in the Canadian situation.

The financial stringency which is seriously affecting American packers, does not seem to have had any noticeable effect here. Canadian packers are experiencing no difficulty in securing money enough to conduct business comfortably.

Danish deliveries last week were only moderate, the figures being 36,000. American shipments have been even lighter than previously, aggregating

only 11,600. Credit deliveries of Canadian bacon have been moderate.

Prices for Canadian hogs remain at about the same figures as in last report, as follows: F.o.b., country points, \$5.50; fed and watered, \$5.80, and on cars at factory \$5.50.

The New York Journal of Commerce, in its regular weekly review of the American situation, says: "Finances have been the controlling factor in local markets this week. Packers have been the chief sellers of futures at declining prices, both in and out of sympathy with grain, as financial pressure has been greater in this trade than in the grain trade at the West. Packers are all avoiding accumulations of spot stuff. Deliveries are light, owing to continued small receipts of hogs, but the supply has been sufficient to

enable the packers to break prices further during the week in their effort to get products to a lower cost of production. Exporters have done little and transfers of cash lard have been made between packers in the West for financial reasons, reports having been continuous for two or three weeks that some of them are compelled to take this course to secure cash to carry on their business, as farmers have demanded cash for their live stock. There has been no other feature of interest or any change in the situation."

## MONTREAL.

PROVISIONS—There is an easier feeling in pure lard this week. Compound lard has also shown a tendency to fall away. Smoked meats continue steady and quiet.

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

BUTTER—The butter market continues slightly easier in feeling. Dairy butter is scarce, under a slightly better demand than for other lines. On the whole the butter situation is satisfactory.

Creamery, choice, boxes.....	0 27 0 28½
" " pound prints.....	0 28 0 29
Dairy, tubs.....	0 25
Fresh large rolls.....	0 25 0 25½

EGGS—The market in eggs continues firm in price, with active demand. Receipts are more liberal than formerly, although new gathered eggs are scarcely coming in at all.

Selects.....	0 26½ 0 27
No. 1.....	0 23 0 24
Seconds.....	0 18 0 20

CHEESE—There are not many offerings in cheese this week, and prices are not very strong. Some dealers are holding stock in anticipation of a brisker market. Prices remain unchanged.

Cheese, old.....	0 18½ 0 16
" " new, large.....	0 13 0 13
" " twins.....	0 13½ 0 13½

HONEY—There continues to be a very fair demand for honey. White clover is almost off the market, as the stocks are very low. There is a more abundant supply of buckwheat, however. Prices continue unchanged.

White clover comb honey.....	0 14 0 16
Buckwheat, extracted.....	0 07½ 0 09
Clover, trained, bulk.....	0 11 0 13

## TORONTO.

PROVISIONS—The provision market has a steadier tone. No material change in prices has been recorded. Pork products are somewhat dull owing to high prices. Lard is easier. Venison

is being freely offered and is in fair demand.

Long clear bacon, per lb.	0 10 1/2	0 11
Smoked breakfast bacon, per lb.	0 15	0 15 1/2
Roll bacon, per lb.	0 10 1/2	0 11
Small hams, per lb.	0 15	0 15 1/2
Medium hams, per lb.	0 14 1/2	0 15 1/2
Large hams, per lb.	0 13 1/2	0 14
Shoulder hams, per lb.	0 10 1/2	0 11
Bacon, plain, per lb.	0 17 1/2	0 18
" pea meal.	0 18	0 18
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 12	0 12
" tubs	0 12 1/2	0 12 1/2
" pails	0 12 1/2	0 12 1/2
" compounds, per lb.	0 09 1/2	0 09 1/2
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	8 00	8 00
" front quarters	5 00	5 00
" choice carcasses	7 50	8 00
" common	4 50	5 00

SPRAGUE

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

**WINDSOR SALT**  
Table, Dairy and Cheese Salt,  
Fine and Coarse Salt.

Write for Prices.  
**TORONTO SALT WORKS**  
Agents for **WINDSOR SALT**

**BUTTER, CHEESE, EGGS**

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.

**BUTTER and EGGS**

— WE ARE —

**BUYERS and SELLERS**

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

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,  
**TORONTO.**

ORDER NOW

**Butter**  
**Tubs**

**Boxes and Paper**

Best Goods, Prompt Shipment

Prices Right

**WALTER WOODS & CO.**

Hamilton and Winnipeg

Mutton	0 07	0 08 1/2
Lamb	0 08	0 09 1/2
Hogs, street lots	8 25	8 75
Veal	0 09	0 10 1/2
Vens n.	0 09	0 10

**BUTTER**—The high prices, so unusual at this season, have resulted in weakening the demand. The supply of butter has improved. As a result there has been a drop all round of 1c per pound. No foreign butter is being offered here.

Creamery prints	0 29	0 30
Creamery solids	0 29	0 29
Dairy prints, choice	0 26	0 27
" ordinary	0 22	0 24
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

**EGGS**—The market remains much the same. Demand is still rather dull, consequent on the high prices. Selects are a shade lower.

Eggs, candled	0 22	0 23
" selects	0 26	0 26
" limed	0 23	0 23

**CHEESE**—Business is dull. Prices are easier and have been lowered another point.

Cheese, large	0 13 1/2	0 13 1/2
" twins	0 13 1/2	0 14

**HONEY**—The market is very quiet under the prevailing high prices.

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

**POULTRY**—Fowl have become more plentiful. Some choice lots are arriving. Prices are easier.

Live Weight.		
Spring chickens, per lb.	0 04	0 06
Old fowl	0 03	0 05
Ducks	0 06	0 06
Geese	0 08	0 08
Turkeys	0 10	0 10

Dressed weight.		
Spring chickens, per lb.	0 09	0 11
Old fowl	0 06	0 07
Ducks	0 18	0 10
Geese	0 08	0 10
Turkeys	0 12	0 14
Squabs, per doz	2 50	3 00

**TRADE NOTES.**

T. Gaboriault, general storekeeper, of Deleau, Man., is succeeded by H. Desmarais.

Frank Kraemer, Edmonton, Alta., has assigned his grocery business to J. B. Walker.

The assets of J. Sauviat & Cie, general storekeepers, L'Islet, Quebec, have been sold.

The general store of H. V. Landry, Casselman, Ont., was destroyed by fire last week.

H. C. Frymire, grocer, of Toronto Junction, has assigned to John McEachren.

W. C. Christmas, the well-known Montreal grocery broker, was in Toronto on Saturday.

The assets of P. Bertrand, general storekeeper, of Monetville, Ont., were sold during the week.

F. G. Spencer, who has been in the grocery business at Glace Bay, N.S., has made an assignment.

Welsh & Bredin, Owen Sound, Ont., have assigned their bakery and grocery business to H. E. Sampson.

Kent & Brown, Moose Jaw, Sask., have secured the grocery business of Doctor Bros. & Kennedy, Ltd.

**BUTTER FROM WHEY.**

**A New Discovery in the Dairying Industry Promises Considerable Revenue.**

In the past the butter fat not utilized in the making of cheese has gone to waste. Incidentally it has contributed largely to the unpleasant odors that emanate from cheese factories. Though used in many localities as a food for hogs, it was practically an economic loss. As far as the cheese industry is concerned it has always been a nuisance.

Within the present year several cheese factories in the Province of Ontario have turned this more or less despised whey into a valuable asset of the cheese industry. A few enterprising cheese men have poured the whey into a separator and have made butter from the fat retained, such excellent butter that samples have taken prizes in competition with home-made and creamery butter.

At a recent meeting of the Peterboro Cheese Board samples of such butter were passed around among the members and pronounced by those present to be equal to that made from cream. It is estimated that approximately four pounds of butter can be obtained from 1,000 pounds of whey.

Plausible as this may seem, serious doubts have arisen among some cheese men as regards its ultimate success. No one appears to question the practicability of the scheme, but rather its real gain. The real issue rests on the amount of butter fat in whey, and on this important fact opinions differ. One critic claiming that the amount of butter fat in whey is 1-10 of 1 per cent. estimates that out of 25,000 pounds of whey there could be manufactured only 25 pounds of butter. In addition, there would be the labor of one man for at least eight hours in passing it through the separator. Then, there would be a depreciation in the value of the separated whey as a food product. On the whole, he concludes, the process would be unprofitable.

Against these views we have the unbiased opinion of a dairy expert, Frank Hens, chief dairy instructor for western Ontario. According to his estimate, there is an average of over 3 per cent. of butter fat left in whey when it is ready to dip or to be run off the curd in cheese-making. On this basis over three pounds of butter can be manufactured from 1,000 pounds of whey. At the same time, he concludes, that the whey is not injured for feeding purposes. Coming as it does from one having a scientific grasp of the situation, this information is valuable, if not decisive.

That the new process has already attained considerable magnitude is evident from the fact that one cheese maker has written the Ontario Agricultural Department claiming to have realized \$1,500 on whey butter this year. With the prevailing high price of butter there seems to be no reason why it should not be a paying proposition.

These facts are most significant. They go to show that the manufacture of so-called "whey butter" is passing out of the experimental stage and obtaining a recognized position in the dairy industry. Not only is this a distinct economic gain, but it will prove eventually a profitable source of revenue.



## Clark's Mince Meat

Your customers want the very best Mince Meat on the market for Christmas cooking, and that means **Clark's.**

### CLARK'S MINCE MEAT

is scientifically prepared, and is the acme of perfection. Once a customer tries it steady sales will follow.

Hermetically sealed tins, pails, barrels and half barrels.

A one cent postal brings prices.

**WM. CLARK - MONTREAL**  
Manufacturer

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

## O'MARA'S

### Hams and Bacon

Under Government Inspection

**JOSEPH O'MARA**  
Pork Packer, PALMERSTON



## Horseshoe Brand HAM AND BACON

never fails to please particular people. We are not bragging. If you place your next order for Ham and Bacon with us, proof positive of our assertion will naturally follow in the increased sales you make to the best kind of customers. Why not place a trial order?

**JOHN DUFF & SON**  
Hamilton, Canada

By  
Royal Warrant  
Purveyors



To  
H. M. King  
Edward VII

There is only one

# BOVRIL

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

Supplies can be obtained from—

BOVRIL LIMITED,	27 St. Peter Street	MONTREAL
W. S. CLAWSON & CO.	11 and 12 South Wharf	ST. JOHN, N.B.
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R. S. McINDOE	120 Church Street	TORONTO
W. L. McKENZIE & CO.	308 Ross Avenue	WINNIPEG
A. G. URQUHART & CO.	336 Hastings Street West	VANCOUVER

and from all wholesale houses  
throughout Canada

## CEREALS AND CONFECTIONERY

**Flour Quotations Recovered, Though Markets Continue Unsteady—Government Helps to Finance Crop Movement—Winnipeg Inspections.**

The decline in flour prices on Eastern markets, noted last week, did not last long, for the markets recovered toward the end of the week, and the old basis was established. The mills have orders enough to keep them busy for some weeks yet. Merchants in the interior seem anxious to get in their winter's supply before the close of navigation, and thus orders from the country are generally pretty fair. City trade also is reported good. The demand from European sources has been fairly active and some sales have been made to English account, but this business is not very free, as freight space on Atlantic steamers is very scarce.

It seems likely that the fact that the Government has taken definite steps to assist the four or five banks most interested to finance the movement of the Western wheat crop, will reflect at once in an easier situation. The exact nature of the arrangements made has not been made public, but it is now definitely settled that a good share of the two millions gold reserve of the Treasury which the Government has advanced, will be used for this purpose.

Inspections of wheat at Winnipeg on Saturday were 305 cars, compared with 192 for the corresponding day in 1906. Grading returns were: No. 1 northern, 32 cars; No. 2 northern, 72 cars; No. 3 northern, 70 cars; No. 4 northern, 28 cars; No. 5 northern, 17 cars; No. 6 northern, 13 cars; winter, 12 cars, and other grades, 61 cars. Fifty-eight cars of oats, 32 cars of barley and 12 of flax were also inspected.

Wheat on passage to Europe decreased 1,832,000 bushels during the past week. Corn decreased 2,088,000 bushels.

The visible supply of wheat in Canada and the United States decreased 1,591,000 bushels during the past week, compared with an increase of 923,000 bushels last year. Visible corn increased 54,000 bushels, and last year decreased 834,000 bushels.

### MONTREAL.

**FLOUR**—The flour market has completely recovered from last week's falling off, which was due to the money situation, and not at all to supply and demand. Prices are now steady and no change is anticipated. Demand continues fair.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 10
Glenora.....	5 51
Manitoba spring wheat patents.....	6 10
" strong bakers.....	5 50
Five Roses.....	6 10

**ROLLED OATS**—There is a good demand for rolled oats. In some quarters a slightly easier feeling in price is reported. On the whole the market is steady, and last week's prices remain unchanged.

Fine oatmeal, bags.....	3 40
Standard oatmeal, bags.....	3 40
Granulated.....	3 45
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 75
Rollod oats, 90-lb. bags.....	3 35
" 80-lb. bags.....	3 11
" bbls.....	6 90

**FEED**—Bran is up again to its former level. The decline which took place last week was only temporary, and a repetition is not expected. The demand for all kinds of feed continues to be fairly firm.

Ontario bran.....	22 00 23 10
Ontario shorts.....	24 00 25 00
Manitoba shorts.....	25 00 27 00
" bran.....	23 00
Mouillie, milled.....	26 00 31 00
" straight grained.....	27 00 33 00
Mill feed.....	1 50 1 55

### TORONTO.

**FLOUR**—The local market dropped somewhat in sympathy with the recent slump in Montreal, and as yet has not recovered. Local millers have been able to secure considerable supplies from reserve stores and have not felt very seriously as yet the delay in moving the western wheat crop. The market, however, is very unstable and changes may occur at any time.

Manitoba Wheat.	
80 per cent. patents.....	5 80 6 10
85.....	5 50
Strong bakers.....	5 40

Winter Wheat.	
Straight roller.....	4 90 5 10
Patents.....	5 20 5 40
Blended.....	5 25 5 30

**CEREALS**—The market continues about the same as a week ago, with no noticeable change in quotations. Arrivals in western ports are slightly freer, though the quality continues very poor for milling purposes.

Rollod wheat in barrels, 100 lbs.....	3 05 3 25
Rollod oats, in wood, per bbl.....	6 60
" in bags, per bag 90 lbs.....	3 17 3 25
Oatmeal, standard and granulated, per bbl.....	7 10
" in bags, 98 lbs.....	3 58

**SUCHARD'S COCOA**

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

FRANK L. BENEDICT & CO., Montreal  
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**H. CONSTANT**

First and sole maker in Canada  
of all kinds of

**MACARONI, VERMICELLI AND PASTES**

92 Beaudry Street MONTREAL

**GRAHAM FLOUR**

Made from carefully selected wheat.  
Send for trial lot

**A. A. McFALL**                      **BOLTON, ONT.**

48 Highest Awards in Europe and America

**WALTER BAKER & CO.'S**

**CHOCOLATE & COCOA**



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

**Walter Baker & Co., Limited**

Established 1780, Dorchester, Mass.

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MONTREAL, CANADA

**DON'T WHINE!**

**When Collections are Slow**

Send them to

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313 New York Life Bldg.  
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**AND WE WILL GET THE MONEY FOR YOU**

**NAP G. KIROUAC & CO.,**  
Receivers and Shippers of Flour and Grain.  
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125 St. Peter St.,                      **QUEBEC.**

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

Flour

The of att dropp again of the stocks to dis cost c civic : provic annua When the fig mitter tender ing flo hope on.

Busi is con such : of pot being Island quoted are es They cents quoted mand said, 1 United loadin for th Dageci town l bags c Mess McPhi at Bri a prod are pe doubt ness.

Conc South his po ship w his pr new fin extend

A ca Ont., The fl on the ter an high.

The built a Hewar The pl plete

The Compa N.S., early l thousa

## TRADE CONDITIONS IN NOVA SCOTIA

Flour Market Recovered From Recent Slump—High Freight on Ontario Flour—Canning Factory Burned With Large Stock.

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Nov. 18th, 1907.

The flour markets continue the centre of attraction. Early last week the price dropped 20 cents per barrel, but it has again advanced to the old figure. Some of the jobbers here hold very large stocks, but they are not overly anxious to dispose of their holdings. The high cost of flour is a serious matter for the civic authorities here, as they have to provide for about five thousand barrels annually for use at the City Home. When the tenders were opened this year, the figures were so high that the committee declined to accept any of the tenders. The authorities are now buying flour in 200 barrel lots, with the hope that the price will ease off later on.

Business generally is good, and there is considerable activity in many lines, such as produce, etc. Large shipments of potatoes, turnips and oats are now being received here from Prince Edward Island ports. Potatoes as usual are quoted at 45 cents per bushel, but they are expected to go down to 40 cents. They will not likely be less than forty cents this season. Nova Scotia are quoted at 55 cents. There is a good demand all round for potatoes, due it is said, to the shortage of the crop in the United States. Six schooners are now loading at Prince Edward Island ports for the American market. The steamer Dageid, which sailed from Charlotte-town last week for St. John, had 6,000 bags of potatoes and oats.

Messrs. Rod. McIsaac and Stephen McPhie, have entered into partnership at Bridgeport, N.B., and are conducting a produce business on Main street. Both are popular young men and will no doubt make a success of their new business.

\*\*\*

Conductor Foster, of the Halifax and South Western Railway, has resigned his position and entered into a partnership with R. S. Trask, of Yarmouth, in his provision and grocery business. The new firm will renovate the premises and extend its business.

\*\*\*

A car load of flour from Chatham, Ont., arrived at Glace Bay last week. The flour weighed 45,000 and the freight on the car amounted to \$210. The latter amount is considered to be very high.

\*\*\*

The Portland Packing Company have built a new up-to-date lobster factory at Howard's Cove, Prince Edward Island. The plant will be one of the most complete on the Island.

\*\*\*

The Acadia Creamery and Canning Company's plant at Kingston Station, N.S., was completely destroyed by fire early last week, causing a loss of nine thousand dollars, which was covered by

insurance. The plant was complete in every respect and one of the best in the valley. The destruction of the plant at this season of the year, will be severely felt by the owners, as they had a large stock of canned goods on hand. Two cars of canned apples ready for shipment, and 750 barrels of apples, which were to be canned were destroyed. The company also had a large butter business, and canning at a season of the year when this article is scarce, will cause much inconvenience to the customers.

### KEEP ON THE MOVE.

Are you actually busy all day long? Busy with business? Busy accomplishing things that count? Judging from past experience a writer in an exchange believes that the average retailer in the small town wastes at least a quarter of his time. He not only wastes the time, but is at the same time firmly convinced that he is the busiest man in the town and does not have half enough time to take care of his business properly.

Many retailers will not only waste a great deal of time between jobs in the store, but will even go outside and play croquet, pitch horse shoes, or waste an hour or two in some other occupation while he has work to do inside, which, if properly cared for, will increase his profits considerably in the course of a year.

Many fail to realize that their time is charging himself up with every minute they take from their business they are cheating that business out of. They are not accustomed to put a price on their own time, even though most of them draw a certain salary from their business each month.

One retailer recently brought himself to realize the value of his own time by charging himself up with every minute thus wasted, at the same rate he allowed himself a salary. It was a great surprise to him the way his salary was thus reduced, and any retailer who will honestly follow up such a plan for a month will see where there is a leak in the business at a very vital point, and once such a leak is found, he is not a shrewd merchant if he does not stop it.

### TRADE NOTES.

Dickson & Co., general storekeepers, Glace Bay, N.S., have made an assignment.

Noble Lindsay has secured the general store business of Jahiel Walker, Charlemont, Ont.

The grocery firm of Ruttan & Lindsay, of Wallaceburg, has been dissolved, E. H. Ruttan will continue the business.

## More Money

is made by ten grocers who cater to the high-class trade, than is made by a hundred grocers who are not particular about the quality of the goods they sell. The inference is

## Quality Counts

That's the reason for the unparalleled popularity of

## Mooney's Perfection Cream Sodas



Their success is built upon the foundation of lasting goodness. Are you acquainted with our Profit Story?

## The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



## COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

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

## Bode's Buster Brown Gum

To assist the grocer in selling Buster Brown Gum we have inaugurated a prize competition, giving each boy or girl saving the eleven letters (one letter to each one-cent package) forming the words B-U-S-T-E-R B-R-O-W-N, a handsome watch.

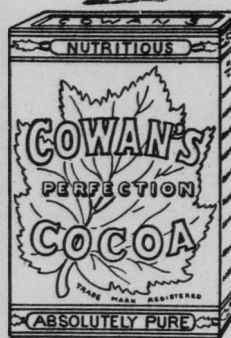
This competition has already created a strong demand for this popular brand, and progressive grocers all over Canada are stocking Buster Brown Gum to meet this demand, and at the same time reap the large profits obtainable on this brand.

If you are not yet supplied write us. It will pay you. Your competitor will take advantage of this opportunity if you do not.

**THE BODE'S GUM CO., LIMITED**  
MONTREAL

## COWAN'S Cocoa and Chocolate

is absolutely Pure!



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

**THE COWAN CO., Limited**

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

## PURITY FLOUR

Mills at  
WINNIPEG  
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Montreal, Que.  
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Brandon

It pays you to pay for quality.

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

## PURITY

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

The consumption of imported chocolate is bound to be restricted. Prices are too high.

You are always safe in selling the Canadian housekeeper's favorite

## Mott's

"Diamond" and "Elite"  
brands of

## Chocolate

Quality unsurpassed and prices right. Push it.

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

SELLING AGENTS:  
J. A. Taylor Montreal    H. S. McLeod Toronto    J. E. Huxley Winnipeg    Arthur Nelson Vancouver

# ARRIVING THIS WEEK

Ex. SS URANIUS

One Million Eight Hundred and  
Seventy-five Thousand Sardines

## The Original Crossed Fish Brand

of Selected Fish packed in Virgin Pure Olive Oil

These are the FINEST line obtainable.

Ask Your Wholesale Grocer.

### W. G. PATRICK & CO., AGENTS

MONTREAL

TORONTO

WINNIPEG

# BUDA

## The Flour of Quality

One of the Choicest blended Flours on the market. This Gold Medal Flour is daily bringing new orders to us and increasing the trade of our many customers. It is milled from selected wheat by men with over a half century of intelligent experience in the milling of High Grade Flour.

WILL YOU ORDER TO-DAY ?

For lowest prices write or wire

### J. B. HARTY

### PICTOU, N.S.

Sales Manager for the Maritime Provinces, Province of  
Quebec, Newfoundland, West Indies.

Car Lots, Assorted or Straight.

## Just What You Want For Christmas Trade

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

## Pernot's Biscuits

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

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

## Leon Fontanel & Co.

4-6 St. James St., MONTREAL  
20 Reamur St., Paris (France)

GROCERY NEWS OF NEW BRUNSWICK

General Drop in Prices With Advance of Season—New Assistant Receiver-General—Hog Markets Well Supplied.

Special Correspondence of The Canadian Grocer.

St. John, N.B., Nov. 18.

During the past week there has been a drop in the price of many kinds of groceries. In some cases this is due to the advance of the season, as the new crop is coming in; but the stringency in the money market is also affecting prices in the local market. Manitoba flour remains firm, and Ontarios have returned to the top notch mark reached three weeks ago. Cornmeal shows a tendency to decline. In the country market there is little change in prices, and sales are reported somewhat dull. Lamb has advanced a little, being somewhat scarcer. There is a good supply of all kinds of vegetables.

The following despatch from Hartland, Carleton county, under date of Nov. 14, will be of interest to provision dealers: "Joseph McGee and H. N. Boyer, buying dressed pork for shipment to Halifax, met with a deadlock in their business this week. They had purchased a large quantity which they were to ship to-day when they received notification that, to comply with a law enacted during the last session of Parliament, hogs dressed for export or interprovincial trade must have the heart, lungs and liver left in the carcass and pass Government inspection. Through ignorance of the law these conditions have not been met and the proposed shipment to Halifax is off for the present. This is a severe blow, not only to shippers, but to the farmers, as the price realized from pork sent to the Halifax market is about \$10 per ton more than that in St. John or elsewhere in the Province.

As matters stand now the local market is glutted and the price has fallen from eight and a quarter to six and a half cents, a difference of \$35 to the man that has a ton of pork to sell."

Another Hartland despatch says: "Upwards of 100 carloads of Carleton county's big hay crop go out each week and the business will continue throughout the winter. Ten to twelve dollars per ton is a price easily obtainable by the farmer. Local shippers are getting frequent orders from sections that in ordinary years produced hay to ship. Oats continue firm at 40 to 45 cents. Eggs and butter continue scarce and high—24 cents for either. As yet poultry is not seen in the market, except for local demand."

The death of Frederick E. Flewelling, aged forty-five, took place Nov. 10, at his residence, 66 Bridge street. Mr. Flewelling had been in failing health throughout the summer, but had been confined to his room but a few days. He

was a son of the late Isaac Flewelling and had lived in this city all his years. He conducted a grocery store in Bridge street, and was well and favorably known.

The much talked of increase in the price of milk has failed to materialize. Several of the largest producers refused to advance the price, and the rest were forced to fall in line. The price remains at 7 cents, though the probability is that there will not be any great supply this winter as farmers say they will not force production owing to high prices of feed.

Retail grocers report that the Lipton Limerick contest has resulted in a large increase in the demand for Lipton teas.

The following contracts have been awarded for supplies to the winter port steamers:

Allan Line—Meats and poultry, John McDonald, jr.; fish, Phillips & Co.; vegetables and fruit, F. E. Williams & Co.

C.P.R. Liverpool Line—Meats and poultry, Kane & McGrath; fish, Vantwart Bros.; vegetables, etc., Phillips & Co.; hams and bacon, Slipp & Flewelling.

C.P.R. London & Antwerp Line—Meats and poultry, John McDonald, jr.; fish, P. Smith; vegetables, Phillips & Co.; hams and bacon, Slipp & Flewelling.

C.P.R. Bristol Line—Meats and poultry, John McDonald, jr.; fish, P. Smith; vegetables, Phillips & Co.; hams and bacon, Slipp & Flewelling.

George Robertson, M.P.P., who some years ago conducted one of the largest wholesale and retail stores in St. John, has been appointed assistant receiver-general for New Brunswick, and entered upon his new duties to-day. Mr. Robertson took an active part in promoting the opening of trade in the West Indies. His many friends all over the Province will extend him congratulations on his appointment.

J. T. McLean, London, has taken over the grocery business of E. L. Liddicoatt.

Joseph Lablane, of the Marotte, Leblanc Co., has returned to Montreal from New York.

J. D. Bell, Montreal representative of Thos. Bell, Sons & Co., Liverpool, England, has just returned from a short visit to New Brunswick and Nova Scotia.

Henry Adams, of Dienslam & Sons, Ltd., of London, Eng., a noted tea house, was in Toronto for several days recently, with Geo. Musson & Son, the well known local tea brokers.

Milk is Scarce

FUSSELL'S

BUTTERFLY BRAND

Condensed Milk

Red Butterfly

Evaporated Cream

Silver Butterfly Brand

Unsweetened Milk

White Butterfly Brand

Thick, Rich Cream

Golden Butterfly Brand

Can Be Shipped Prompt from Europe

Prepared in the Highlands of Norway and Austria

TEN GOLD MEDALS AWARDED

Contractors to the British, German and Norwegian Governments

FUSSELL & CO.

LIMITED

LONDON, ENG.

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

Or Particulars and Prices of the Agents,

JOHN W. BICKLE & GREENING  
HAMILTON

CARMAN, ESCOTT & CO.  
WINNIPEG

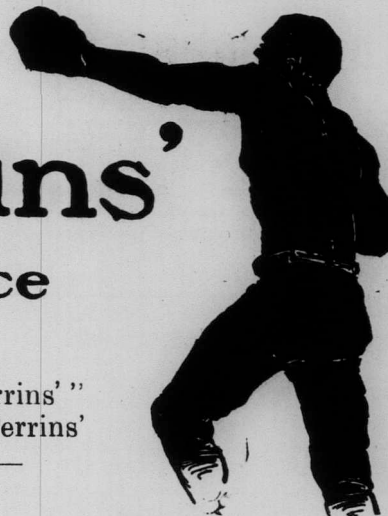
# Hit Out Straight from the Shoulder

When a salesman tells you that such  
and such a sauce is "as good as"

# Lea & Perrins' Worcestershire Sauce

He deserves to be enlightened—

There is no "just as good as Lea & Perrins'"  
Sauce—There is only one Lea & Perrins'  
Sauce—the only original and genuine—



Every jobber sells it—

## J. M. DOUGLAS & CO., MONTREAL

Established 1857

Canadian Agents.



# Royal Yeast Cakes.

Most Perfect Made.

## Sold and Used Everywhere.



With Royal Yeast on your shelves you have in stock the  
Standard Yeast of Canada. **You** know it and **your customers**  
know it, two good reasons why you should not experiment  
with unknown and unsaleable brands.

Order from your wholesale grocer.

**A Pure Dry  
Hop Yeast.**



**Highest Honors  
at all Expositions.**

ESTABLISHED 1852.

FRUITS, VEGETABLES AND FISH

Markets Continue Brisk With Prices Easier on Several Lines—Potatoes Firm and Rising—Fish Prices Slightly Easier.

The fruit markets are quite brisk, in spite of the much-talked-of financial stringency. Buying for Christmas business may account for this to a great extent, but conditions are very encouraging. Imported new crop oranges from Mexico, Jamaica, Florida and Porto Rico are coming in quite freely in good qualities. New crop lemons are also being received. All this new fruit means good demand.

In vegetables recent reports indicate an abundant crop of cabbages, with quality excellent. The onion crop seems to have been affected by late fall rains and is not at all satisfactory. New Brunswick potatoes, which have for some years been considered standard, are not being bought so readily this year, as the quality is not at all regular. Imported truck is scarce and therefore higher in price.

Large supplies of frozen fish have eased the markets slightly, though demand continues brisk. Both Pacific and Atlantic fish are arriving steadily in quantities.

MONTREAL.

GREEN FRUIT—Lemons, oranges, cranberries and Almeria grapes are the market favorites this week. In these lines demand is very brisk. The new crop of lemons is arriving. The quality is very satisfactory, and this year's crop is at least up to the average. There are some very fine quality Cape Cod cranberries in the market. Prices are a little easier than last week. The apple crop has been considerably injured by frost, and prices are firmer. Late Valencia oranges are still on the market, but demand is limited.

Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 25
Cocoanuts, per bag	4 00	4 00
Lemons	3 00	3 75
Porto Rico oranges, box	4 75	5 00
Jamaica oranges, bbl	4 00	5 00
Nassau grape fruit, box	4 50	5 00
Florida grape fruit, box	7 00	7 00
California grapes, crate	2 75	3 00
Almeria Grapes, keg	4 00	5 50
Cape Cod cranberries, bbl	9 00	11 00
Nova Scotia cranberries, bbl	10 00	10 50
Apples lameuse, bbl	3 50	5 00
" other fall varieties, bbl	3 25	5 00

VEGETABLES—There is a scarcity of celery on the local market, due to slow shipment from the country. The crop of celery this year is very good, both in quantity and quality. The market continues full of very good quality cabbage. It is reported that the country is also full of cabbage, owing to the abundant crop. Turnips are not so plentiful as formerly, and are being quoted at from \$10 to \$12 per ton. Hot-house cucumbers are scarce on the Boston market, and, as it rules prices here in these goods, there has been a decided firming up this week. There is practically no demand for mushrooms. The wet wether this fall has had an injurious effect on the onion crop, which otherwise would have been very satisfactory. At the time of gathering, onions need sunny weather to properly dry out the lower point, or root end, of

the bulb, otherwise they will not keep. Many nice lots are this year defective in not being thoroughly dried.

Parsley, per doz. bunches	0 10	0 15
Sage, per doz.	0 60	0 60
Savory, per doz.	0 30	0 30
Cabbage	0 75	0 75
Turnips, bag	0 25	1 00
Celery, doz	0 75	1 00
Water cress, large bunches, per doz	0 75	1 00
Spinach, per box	0 50	0 50
Green peppers, bag	1 00	1 00
Boston hot house cucumbers, doz.	1 50	1 80
Potatoes, per bag	0 75	1 00
Sweet Potatoes bbl	3 75	4 00
Sweet Potatoes, basket	1 75	2 00
Beets bag	0 75	0 75
Carrots, bag	0 75	1 25
Tomatoes, box 30 lbs.	0 25	0 30
Hot house tomatoes, per lb.	0 65	0 75
Spanish onions, small crates	2 00	2 25
" large crates	0 14	0 13
Canadian onions, lb.	0 90	1 00
Boston lettuce, per doz.	1 90	1 00
Mushrooms, per lb	0 90	1 00
Horse radish, per lb.	0 20	0 20

FISH—There is an easier feeling in cod and haddock owing to the supply being more plentiful. A large supply of frozen fish, including sea herring, halibut, salmon, pike and dore, is now on the market. They are reported to be very nice lines of goods. There is an active demand for salt herring, and prices for green cod are firm, under a brisk demand. The market for shell oysters is not so firm as for oysters in bulk. The demand for the latter is quite strong.

Fresh and Frozen Fish.

Haddock, express, per lb.	0 04	0 05
Halibut, express, per lb.	0 08	0 09
Mackerel,	0 09	0 12
Dore,	0 07	0 07
Pike, lb.	0 06	0 07
Market cod, lb.	0 04	0 04
Steak cod, lb.	0 06	0 07
Whitefish, lb.	0 10	0 10
Flourishers, per lb.	0 10	0 10
Sea trout, lb.	0 08	0 10
E. C. Salmon, lb.	0 08	0 10
No. 1 Smelt, lb.	0 08	0 10
Dressed mullheads, lb.	0 08	0 10
Smoked and Salted—		
New haddies, boxes, per lb.	0 07	0 09
Kippered Herring, 50 lb. box.	1 10	1 25
Smoked herring, per small box	0 16	0 16
Yarmouth Bladders, per box.	1 25	1 25
Prepared and dried—		
Skinless cod, 100 lb. cases	5 25	5 25
Boneless cod, 20 lb. boxes	0 07	0 08
Boneless fish, 20-lb. boxes, bricks	0 06	0 06
Boneless fish, 25-lb., boxes, per lb.	0 05	0 05
Shredded cod, 2 doz., per case	1 80	1 80
St. John bladders box	1 00	1 00
Oysters—		
Standards, bulk, per imp. gal.	1 40	1 50
Standards, imp. qt. tins, sealed	0 40	0 40
Selects, bulk, gal.	1 60	1 70
Malpeques, bbl.	10 00	15 00
Malpeques, common grades, per bbl.	8 00	10 00
Caraquets, bbl.	7 00	7 50
Paper pails, 100, pint size	0 80	1 10
" 100, quart size	1 00	1 50
Pickled fish—		
No. 1 Labrador herring, per bbl.	6 00	6 00
" per half bbl.	3 25	3 25
No. 1 Salt herring, per bbl.	5 50	5 50
" per half-bbl	3 00	3 00
No. 1 Mackerel, pails.	1 80	2 00
No. 1 sea trout, 100 lb. kegs	6 00	6 00
No. 1 Green cod, per lb.	0 03	0 03
Small " " "	0 03	0 03
Large " " "	0 05	0 05
Labrador Salmon, 1-bbls.	7 00	7 00
Salt sardines, bbl	5 50	5 50
" 1/2 bbl	3 50	3 50
No. 1 salt eels, lb.	0 07	0 07

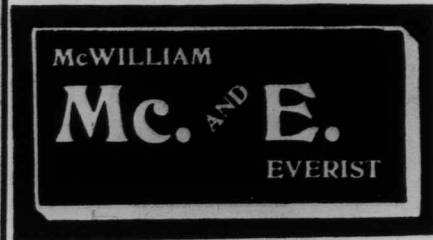
TORONTO.

GREEN FRUITS—The market is becoming quite brisk. Hard times have but little effect on the fruit situation. The demand for some lines of imported fruits is active. Mexican oranges are in and are well colored for the first arrivals. Navels are beginning to ar-

APPLE EXPORTERS

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

CANADIAN APPLES



25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

EXPERIENCED ADVERTISEMENT WRITERS

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

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rive. Small lots of Canadian grapes continue to come in, but the quality is not the best. Apples are firm in spite of their unsatisfactory condition. Cranberries are plentiful and a little easier.

Oranges, Jamaicas, per lbl	5 00
Florida's, new	4 10 4 50
Oranges, Mexicans, new	2 50 2 75
Lemons, California, 240, 300, 360, 420	4 75 5 00
Verdilla 300's 360's	3 75 4 50
Messina's, new crop	3 75 4 50
Grape fruit, 54's 80's, 96's	3 75 4 50
Apples, No. 1 winter fruit	3 25 3 75
No. 2	2 00 2 00
lower grades	1 65 1 75
Bananas, Jamaica firsts, per bunch	2 00 2 25
Bananas, jumbo bunches	1 25 1 35
Bananas, 8 hands, green	1 65 1 75
Bananas, Firsts	0 20 0 25
Grapes, Canadian	11 50 12 00
Quinces, per basket	5 50 7 40
Cranberries, per bbl	5 50 7 40
Almeria grapes, per keg	5 50 7 40

**VEGETABLES**—The feature of the week is the firm potato market. Prices of Ontarios have made another advance and are in sharp demand. Delawares remain unchanged. Judging from the present outlook it seems probable that prices will continue high. California celery is arriving in considerable quantities, and is a good quality. There is a steady demand for onions, beets, carrots, lettuce and parsnips, with a slight stiffening in prices.

New Brunswick Delawares, per bag	0 95
New potatoes, Canadian, per bbl	0 90 1 00
Sweet potatoes (Jersey), per bbl	3 00 4 00
Onions, Spanish, per case	2 40 2 50
per bag	0 70 0 75
Beets, per bag	0 75 0 90
Jarrots, Canadian, per bag	0 70 0 75
Parsnips, per bag	0 75
Cauliflower, per doz	1 50
Carley, per doz	0 25
Celery, Canadian, per doz	0 35 0 40
California, per doz	0 75
Lettuce, imported	1 35
Cucumbers, imported, per doz	1 40

**FISH**—The fish market remains steady, with prices practically the same. Regular shipments from both British Columbia and Atlantic ports keep supplies full. Haddock and cod are not up to the mark for quality. Ciscos are plentiful. There is a slight drop in the price of finnan haddie.

Perch, large, per lb	0 07 0 08
Blue pickerel, per lb	0 06 0 08
White fish, Georgian Bay, per lb	0 12
Whitefish, winter caught, per lb	0 10
Haddock, frozen, per lb	0 07 0 08
Herring, medium, per lb	0 07 0 08
jumbo, per lb	0 10
British Columbia salmon, per lb	0 12
Quail, per lb	0 10
Trout, fresh, per lb	0 11
Ciscos, per basket	1 00 1 25
Labrador herring, per bbl	5 00 5 50
Halibut, fresh caught	0 10
Shredded cod, per lb	0 08
Shredded cod, per doz	0 95
Halifax fish cakes, case	2 40 3
Acadia tablets, per case	4 80
Live lobsters	0 20 0 35
Bluefins, small white, per lb	0 12
Mackerel mediums, each	0 07
large	0 25
Finnan Haddie, per lb	0 08
Oysters, per gal	1 80 1 85
Shell oysters, blue pints, per 100	1 50
Boaters box	1 50
Kipperd Herring	1 75

The photographs used in the article, "Harvesting the Canadian Apple," in a recent issue were furnished by the kindness of McWilliam & Everest, Toronto.

Finlay Coons, of A. Sweet & Co.'s department store at Winchester, Ont., was recently married, and has taken a house in his native town. "Fin," as he is nick-named by his friends, is very popular among the travelers in this section of Ontario. Winchester, a thriving farming and cheese section of eastern Ontario, had the misfortune of losing considerable of its business places by fire a short time ago, as also the hotels, so travelers are a little handicapped at present there by scant accommodation.

# LEMONS

Extra Fancy Home Guard Brand

Messina Lemons—

Perfect in quality, color and size.

## NEW NUTS

are now arriving—

WALNUTS, PECANS, ALMONDS, Etc.

# WHITE & CO., Limited

HAMILTON  
32 and 34 YORK STREET.

TORONTO  
Cor. FRONT and CHURCH  
(THE BUSY CORNER.)

## THE STRINGENCY

We all know money is scarce—consequently it behooves every dealer to be particular and get the best value for his money. Moral—Handle only "St. Nicholas," "Home-Guard," "Kicking," or "Puck."

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

Our First Car

## FANCY ALMERIA GRAPES

is here

Prime Quality, long-keeping Handsome Fruit

## NEW FIGS

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

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

## FIRST NEW DATES

Due this week

We would be pleased to have your orders.

## HUGH WALKER & SON

Established 1861

Guelph, Ont.

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

## BRONCO BRAND NAVEL ORANGES

Grown on the celebrated  
Redlands Heights  
in California

Will appeal to dealers in high  
quality

No other orange can match  
their superb delicacy of  
flavor and exquisite  
bouquet

First car of season due in  
Toronto Monday next

### White & Co., Ltd.

### Toronto

Sole Distributing Agents

### BUSINESS CHANCES

Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

### Jamaica Oranges

Fine goods, \$5.00 per barrel.

### Cranberries

Carload fancy stuff just arrived.

**The Dawson Commission Co.**  
Toronto

Consignments of Farm Produce  
Solicited

## FRUITS and VEGETABLES!

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

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

### J.V DE YBARRONDO & CO

Successors to James Violett & Co  
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS  
R<sup>o</sup> ROSE CHOICE  
SUPERIOR EXTRA  
EXCELSIOR  
EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED  
GREEN PEAS OLIVE OIL  
MUSHROOMS SARDINES &c

BORDEAUX FRANCE

Shippers Also of

All Canned  
Vegetables,  
Pure White Wine  
Vinegar,  
Clarets, Brandies  
and Champagnes.

### SPANISH FLOODS DELAY RAISINS

Serious Conditions in Malaga Affect  
Exports of Raisins.

Rose & Laflamme, Montreal, have received advices from the Malaga Chamber of Commerce, which illustrate present conditions in Spain as a result of recent floods and explains the delay in the shipments of Malaga raisins this year.

The report states that over 50,000 people in that country have suffered losses. Of these, 20,000 are left totally destitute, and are depending for the necessities of life on charity. So far, no reliable estimate of the financial loss has been made. The people of Malaga are living in a state of consternation lest there should be a repetition of the great floods, as the rainy season has set in. Another circumstance which adds to the difficulty of the situation, is the threatened outbreak of an epidemic, due to the germ-laden vapors rising out of the morasses, in which are to be found much organic matter, such as dead animals, and even human bodies in a state of putrefaction.

The Chamber of Commerce, Industry and Navigation of Malaga, is spreading the news through every channel, and at the same time is asking assistance from all quarters.

One of the direct results of the calamity is that the local markets will be kept waiting longer than could have been anticipated for shipments of Malaga raisins.

L. Touzin & Cie., are opening a general store at Lac aux Sables, Quebec.

C. H. Binks, Montreal, has just returned from a trip to the Maritime Provinces.

Zeph. Hebert, of Hudon, Hebert & Co., Montreal, leaves New York Dec. 5th on the steamer La Provence, for a trip to Europe. He will be away three to six months.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, i.e. a word each insertion.

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

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

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

### 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

### BUSINESS CHANCES.

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

GROCERY BUSINESSES—1 have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

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

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

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

### FOR SALE

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

### SITUATIONS VACANT.

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

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

### SITUATIONS WANTED.

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

### MISCELLANEOUS.

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

### WANTED.

WANTED—Few more good selling lines of grocery specialties; Toronto and Ontario district. Apply box 165, CANADIAN GROCER. Toronto. [48]

**Largest Packers of Sea Foods on  
North Atlantic Coast**

**Packers of  
Celebrated**

**"Halifax"  
"Acadia"  
"Bluenose"**

**Brands of**

**Prepared  
Boneless  
Codfish**



**Packed in  
clean original  
packages.**

**The  
Trade-Mark  
of quality on  
every package**

**Sold by grocers  
everywhere  
from Atlantic  
to Pacific.**

SEND FOR PRICE LISTS

**ATLANTIC FISH COMPANIES, Limited**

**Head Office: LUNENBURG, N.S., Can.**

**Works at  
LaHave, N.S.  
Lunenburg, N.S.  
Canso, N.S.**

**Ingonish, C.B.  
Port LaTour, N.S.  
Cape Island, N.S.**

**Agents, Quebec and Ontario:  
A. H. BRITTAIN & CO., - MONTREAL**

**Bay of Islands, Nfld**

**BRUNSWICK BRAND**



**1/2 Oil Sardines—3/4 Mustard Sardines—  
Finnan Haddie—Kippered Herring  
Herring in Tomato Sauce—  
Clams and Scallops**

**ALL NEW PACK**

**Connors Bros., Limited**

**Black's Harbor, N.B.**

When selling your customers

**SARDINES**  
it is always good policy to sell  
**"King Oscar" brand  
Sardines**

These are the finest selected  
Norwegian Fish, packed in Pure  
Olive Oil and are a delight to the  
customer—Ask your jobber for  
them.

**J. W. Bickle & Greening**

(J. A. HENDERSON)

**Canadian Agents, HAMILTON**

# NEW SMOKED FISH

Here are a few suggestions it will pay you to look into at once. Our prices will interest you.

FINNAN HADDIE

KIPPERED HERRING

ST. JOHN BLOATERS

YARMOUTH BLOATERS

All fresh cured stock. We are receiving these daily. All other kinds in season.

DO YOU RECEIVE OUR CIRCULAR?

P. O. BOX 659.

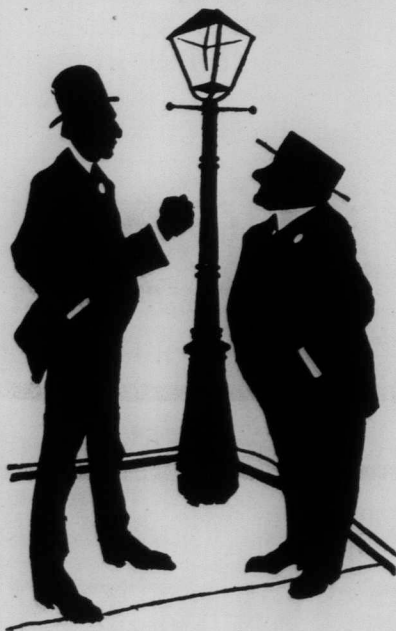
LONG DISTANCE TELEPHONES.

**LEONARD BROS.,** 20-26 YOUVILLE SQUARE, **MONTREAL**

ST. JOHN, N. B.

GRAND RIVER.

GASPE.



If you are interested in Fish let us impress on you that we are headquarters for everything in this line. Ask for our regular quotation list and see for yourself the opportunities for good buying. We have a full supply of

**FRESH, FROZEN, SALT, SMOKED  
FISH and OYSTERS**

*The* **F. T. JAMES CO., Limited**

Wholesale Fish and Oyster Distributors

76 Colborne St. **TORONTO**

F. T. JAMES,

Manager

Agents for Ontario:  
Messrs. W. B. Bayley & Co., Toronto.  
Agents for Quebec:  
Messrs. F. L. Benedict & Co., Montreal

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

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

UNQUESTIONABLY THE VERY BEST  
TO BE HAD OF ALL WHOLESALEERS  
**THOS. SYMINGTON & CO. EDINBURGH**

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**RELY ON RETAIL GROCER.**

Maconochie Bros., Ltd., London, England, manufacturers of high grade pickles, sauces, marmalades, fish, etc., express their belief that the retail grocer is personally the best medium for advertising the merits of a really good article, claiming that his verbal recommendation will carry more weight with customers than any printed matter can possibly do. To keep their goods prominently before the trade they use the columns of The Canadian Grocer, and this, coupled with the liberal inducements offered to gain the grocers' cooperation has been productive of wonderful results. The goods now being on sale in almost every retail grocery store from coast to coast in Canada, demonstrating that quality and fair prices win the confidence of the consuming public, and that salability and fair profits gain the support of the merchant.

As a measure of reciprocity to grocers who have pushed the sale of their products, Maconochie Bros., some six months ago, inaugurated a wrapper competition, the conditions of which were very simple, viz., to remove the wrappers from the bottles and send them to their Canadian agents, the MacLaren Imperial Cheese Co., Ltd., 69 Front St. E., Toronto, before Dec. 1st. Nine cash prizes, aggregating \$250, are offered to the senders of the largest number of wrappers, and the winners will have good reason to congratulate themselves upon any special effort made to thus augment their profits. The result of the competition will be waited for with interest, as there is much speculation as to just how many wrappers will be re-

quired to win the first prize of \$100. There is certainly a wide diversity of opinion in regard to this, ranging all the way from 100 to 1,000 wrappers.

**DRIED FRUITS DELAYED.**

**Montreal Firms Experiencing Difficulty in Having Goods Forwarded.**

A peculiar condition of affairs somewhat alike to the Canadian car shortage question is bothering the wholesale men in Montreal. Dried fruit importers are having great difficulty in getting their shipments through. Wm. C. Christmas, commission merchant, of Montreal, reports that a shipment of dried fruit which left Red Bluff on November 1st, had not reached Chicago on November 9th. The cause of this delay is not a want of cars, but a want of power on the Southern Pacific Railway. A member of one of the large importing firms who has just returned from an extended trip to the Pacific coast, confirms the above statement and adds that he saw hundreds of cars laden with dried fruit with no engines to take them over the Southern Pacific Railway.

Whatever the cause of this condition may be, it is certainly causing the merchants in Montreal much uncertainty regarding their shipments of dried fruits.

W. G. Cochrane, manager of the Montreal branch of the Quaker Oats Co., has gone to take charge of the company's branch at St. John, N.B.

**OFFICERS OF WESTERN TRAVELERS.**

**Northwest Association Holds Nominations at General Meeting in Winnipeg.**

The general meeting and nomination of officers of the Northwest Commercial Travelers' Association was held on Saturday, November 9th, in their new building at the corner of Bannatyne and King streets, Winnipeg.

President J. E. McRobie occupied the chair, and after a short address, nominations of officers and directors for the ensuing year were made as follows:— President, Geo. Wilson, by acclamation; vice-president, A. S. Lock, by acclamation; treasurer, L. C. MacIntyre, by acclamation, for Winnipeg. Vice-president for Calgary, E. Dogg, B. W. Libby; vice-president for Edmonton, George Stockand, F. M. Morgan; vice-president for Regina, P. Cooper, by acclamation; vice-president for Vancouver, L. D. Birely, by acclamation; vice-president for Victoria, Herman Erb, by acclamation.

The results will be reported at the annual meeting, which is to be held on December 21st.

It was decided that the new building should be formally opened by a conversation on Dec. 30, for the travelers and their lady friends, expenses of same to be borne by the association. It was also decided to hold a public reception New Year's day. The president and officers with the club officials be composed as a reception committee. After a full discussion regarding the club, its fees and dues, the meeting then adjourned.

Everything in the line of

**SALT**

**VERRET, STEWART & CO.**

LIMITED

**MONTREAL**

**FRUIT**

We are now offering the trade, in lots to suit :

- Mexican Oranges**
- Jamaica Oranges and Grape Fruit**
- Florida Oranges and Grape Fruit**
- California Winter Nellis Pears**
- Almeria Grapes, etc.**

Send us your orders. Prices always consistent with best quality.

**Montreal Fruit Exchange**

195 McGill Street - Montreal

## WHEN OLD SIR WALTER

did civilization a good turn some centuries ago by introducing my Lady Nicotine, he little dreamt how many Millions of Money would go up in smoke in the 20th century. But so it is, and every grocer ought to be sharing in those millions.

# T. & B.

is an unailing foundation upon which to build your tobacco department. T. & B. smokes cool and fragrant, never clogs a pipe or bites the tongue. Moreover, a smoker soon finds this out, and insists on having T. & B.

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

HAMILTON, CANADA

## Sales Manager Wanted

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

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

Send applications to the

**Canadian Grocer  
Toronto**

## Money

CAN BE SAVED BY MEANS  
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE  
SUCH A POLICY WHILE YOU  
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the  
New Accumulation Endowment Policy  
sent on application.

## Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. O. MAGDONALD,  
ACTUARY.

J. K. MAGDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

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**MONTREAL RETAIL GROCERS MEET.**

The regular meeting of the Retail Grocers' Association was held on Thursday, Nov. 7th. As was expected, the attendance was large, despite the bad weather. The first important question to be dealt with was the financial report. Secretary J. A. Beaudry submitted a detailed statement. This statement is of great importance at the present moment, for on it hinges the whole question of the relation between the retail grocers and the retail merchants. On Nov. 14th there is to be a special meeting of the retail grocers, when Mr. Boileau will put the matter before the members. If the report submitted proves satisfactory; that is, if the grocers think they are getting full value for their fees, the retail grocers and the retail merchants will probably remain united. But if otherwise, it is probable that there will be a separation.

A resolution was passed which may have very far reaching effects on the trade, viz., to petition the Department of Trade and Commerce to create a special bureau, analogous to the Railway Commission, to regulate prices. This step is necessitated by Act 520 of the Criminal Code, and the Co-Operative Bill. These, explained Mr. Beaudry, are directly opposite in their effects. Act 520 prevents merchants from entering into any agreement, whereby competition is lessened, whereas the Co-Operative Bill extends the right of such agreement to include retail grocers, and therefore its effect would be to kill competition.

The next resolution passed by the meeting related to peddlers' and hawkers' licenses. At present a peddler or a hawker has to pay \$50 per annum. The meeting expressed itself in favor of having the license fee increased to \$200. The reason for this is as follows. Formerly St. Henri and St. Cuneconde were separate from Montreal, and each required all peddlers and hawkers to pay a fee of \$100. Now, however, these places are parts of Montreal, and the license fees have in consequence been abolished, leaving only the old Montreal fee of \$50 to be paid. The grocers hold that their resolution is really a reduction on the former rates, because, under their resolution, a peddler or hawker can cover the same territory for \$200 for which he would have had then to pay \$250. On the other hand, they claim that the present fee of \$50, covering all parts is inadequately small.

The most practical, perhaps, of all questions came up next for discussion. The creation of a "black list." One of the greatest banes of the retail grocery business is bad pay. And it is to deal with this difficulty that the "black list" is to be organized. The association is proceeding with great care and regularity in order to protect itself against possible legal actions. Each member of the association is furnished with printed forms. Suppose Mr. A— fails to pay his grocery bill. His grocer fills out one of these forms, notifying him that unless he pays within a certain stated time his name will be sent to the association to be black listed. If Mr. A— still does not pay, the grocer makes out another form and sends it to the secretary of the association, who in turn informs Mr. A— that unless he pays his account within a specified time

his name will be entered on the black list. If this does not have any effect, the grocer then fills out form No. 3, which he sends to the secretary, who forthwith enters Mr. A— on the list of bad pays. These lists are sent to all the members, who in turn will refuse credit to every person therein enumerated. There is a form, No. 4, by which the grocer notifies the secretary of the association when Mr. A— pays, and the secretary then has his name removed from the black list.

The system is very perfect and should have a most salutary effect on that class of trade, which saps the profit from the retail grocery business.

The meeting throughout was very animated and the manner in which the members took part in the discussion clearly showed how keenly they were interested.

**MANUFACTURERS' AGENT ABROAD.**

Harold F. Ritchie, manufacturers' agent, 18 Church street, Toronto, left on the Lusitania last Friday for Great Britain and the continent for a buying trip. While abroad he will be on the lookout for a few lines to add to his Canadian list of agencies. Among these latter are Taylor & Pringle, Owen Sound; Imperial Extract Co., Toronto; Moos & Co., Paris, France; C. H. Cochrane & Co., Ottawa and Geo. S. McConkey. Mr. Ritchie represents these concerns from Toronto to Vancouver. His present trip abroad will extend over two months.

M. F. Goddard, representing the Maple Tree Producers' Association, of Waterloo, P.Q., was in Toronto last week on the lookout for fall business.

On Nov. 7 Dakers Cameron, the popular secretary of the Canadian Manufacturers' Association, Montreal, was married to Miss Elsie Margaretta Fenwick, of Montreal. They have gone south on their honeymoon trip.

Handle

**OLD CHUM  
Cut Plug  
Smoking  
Tobacco**

It's a Trade Bringer

**CLAY  
PIPES**

Those made by  
**McDOUGALL**  
are peerless. Insist upon  
having them

**D. McDOUGALL & CO., Glasgow, Scot.**

**JOS. COTE**

Importer and Wholesale Tobacconist  
Established in 1887

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

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

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

**SWEET  
CAPORAL**



**CIGARETTES**  
STANDARD  
OF THE  
WORLD

Handled  
by all the  
Wholesale Trade

**INTERESTING MONTREAL CASE.**

**E. D. Marceau Co. Remain in Their Old Premises.**

A case replete with interest has just finished its journey from the Superior Court through the Court of Review to the Court of Appeal, final judgment having been given but recently by the latter court.

The facts are as follows: E. D. Marceau, Montreal, leased premises from one Valois, for the sum of \$1,000 per annum. In February, 1906, Mr. Marceau installed a coffee roaster. Valois took action to have the lease cancelled on the ground that the presence of the coffee roaster converted the premises into a factory. Damages were also asked. The Superior Court decided for the plaintiff, the Court of Review for the defendant, and the Court of Appeal for the plaintiff, sustaining the decision of the Superior Court.

A representative of The Grocer called on Mr. Marceau, who said: "A court of justice can base a judgment they render only upon existing facts. They cannot take motives into account, if they could, I venture to say that a different decision would have been reached in this instance." He explained, further, that at the trials the plaintiff contended that a coffee roaster would shake the building down. However, since judgment has been rendered the lessor has agreed to allow him to stay in the premises, and to retain the coffee roaster, for an increase of rental from \$1,000 to \$1,320 per annum. The Court of Review, in reversing the decision of the Superior Court, held that a coffee roaster was a necessary accessory to the business of the defendant. Mr. Marceau thought that the following fact would bear that out. When he installed the roaster, he roasted 3,000 lbs. of coffee during the first month, whereas last month he roasted over 30,000 lbs., an increase of over 1,000 per cent., and all within less than two years.

Mr. Marceau expressed his intention of purchasing the property in the near future when he intends to make extensive changes.

**MONTREAL FIRM LIQUIDATES.**

Ernest Bouthillier, the pickle, jam and catsup manufacturer, Montreal, doing business under the name of Joseph Lamoureux & Cie, went into liquidation on Saturday last. The assets consist of a stock of groceries, food stuffs, other merchandise stored in warehouses, certain licenses, book debts, and chattels, pertaining to the premises.

The principal claimants are: Joseph Lamoureux, \$13,974; Hochelaga Bank, \$13,000; Edwardsburg Starch Company, \$1,979; Rattray Sons Co., \$945; St. Lawrence Vinegar Co., \$1,540; H. R. Silver, \$2,951; W. & F. P. Currie & Co., \$704; Acme Can Works, \$770; Indiana Glass Co., \$1,835; Wilson Patterson Co., \$3,765; M. P. Darwin, \$1,004; William H. Dunn, \$2,202; La Cie de Conserve de St. Isidore, \$1,054; J. Pinder

& Co., \$1,846; Laporte Martin & Co., \$1,050; Theo. Lefebvre & Cie, \$1,390; Doyle & Jackson, \$3,300; A. J. Hughes, \$4,910; Leon Tanguay, \$10,000. Bolidian & Chalifour have been appointed liquidators.

**GETS ANOTHER DIRECTORSHIP.**

**President Meighen Now on Montreal Street Railway Board.**

Robert Meighen, president of the Lake of the Woods Milling Company, has just been elected to the directorate of the Montreal Street Railway Company.

Mr. Meighen enjoys the reputation of being one of the leaders in the business community of Montreal. He is a financier of no mean ability, and his name on a board of directors possesses a power all its own. Consequently, he is much in demand in this respect, and occupies a place on the directorate of several leading Canadian concerns, including, outside of his connection with the Lake



**ROBERT MEIGHEN,**  
New Director of the Montreal Street  
Railway Company.

of the Woods Milling Company, the presidency of the New Brunswick Railway, seats at the directors' tables of the Bank of Toronto, Canadian Northwest Land Company, Dominion Transport Company, St. John Bridge and Railway Company, Montreal Street Railway Company. Mr. Meighen will be a valuable addition to the Street Railway board. He replaces the late Lt.-Col. Fred. Henshaw.

**EXTENDED TRIP IN NEWFOUNDLAND.**

T. T. Cartwright, special representative of E. W. Gillett Co., Limited, in the Maritime Provinces and Newfoundland, has just returned from a five months' trip through Newfoundland. Mr. Cartwright circumnavigated the ancient colony, touching at every port and fishing village. In conversation

with The Grocer, Mr. Cartwright stated that business generally was good, although very late, owing to the most backward season known to the colony. Receipts for fish are very good for shore catch. Labrador fish are a little short and prices somewhat lower than last year. Cod liver oil is very cheap and it hardly pays to refine it, the price being around 30c per gallon. The large production of Norwegian cod liver oil is one of the principal factors to this low price. Salmon fishing is very good, large amounts of fresh salmon being shipped to Boston, and this trade is increasing with every season. The Atlantic Fish Co., of Canada, ship from the west coast by express to North Sydney, where the fish are re-iced and met at the Straits of Canso and taken to the freezer at Canso, and later sent to Boston. Development of the pulp and paper industry at Grand Falls is going on in a stupendous way and Lord Northcote (Harmsworth) when plant is completed will have the most complete establishment in the world. Already over two million dollars have been spent at Grand Falls and in connection with the plant. A. E. Reid Co. are also building large pulp mills at Bishops Falls. Mr. Cartwright speaks most glowingly of the colony's prospects. Before going on his next trip to the island, Mr. Cartwright will make a business canvass of the Eastern Townships.

**TRADE NOTES.**

J. P. Taylor, grocer, Toronto, has sold out to Lyons Bros.

Jas. McCoy has opened a grocery store in Danville, Quebec.

J. Adam Heroux, grocer, of Shawinigan Falls, P.Q., has assigned.

F. C. Hachey, general storekeeper, of Rogersville, N.B., has assigned.

Wm. Richardson, Quyon, Quebec, is starting a new grocery business.

W. Hardy, Quebec, has assigned his grocery business to V. E. Paradis.

Eustache Pelletier, general storekeeper, of Petite Meschins, has assigned.

The assets of Jos. St. Piejre, grocer, of Montreal, were sold during the week.

An assignment has been made by Graham & Hope, general storekeepers, of Valetta, Ont.

Chas. E. Ladouceur, grocer, of St. Andrews East, Quebec, is paying a short visit to Montreal.

The assets of Sealund & Mallett, general storekeepers, of Wetaskiwin, Alta., were sold last week.

W. H. Gordon, general storekeeper, of Daysland, has disposed of his Hardisty branch to McCartney & Co.

The cheese and butter factory of A. E. Brown, at Salisbury, N.B., was totally destroyed by fire on Nov. 6.

J. H. & W. H. Riesberry have purchased the grocery business lately conducted by Madden Bros., of Toronto.

Z. A. Lombert, one of Montreal's prominent retail grocers, is registered at the King Edward, Toronto, this week.

T. S. Vipond, head of the firm of T. S. Vipond & Co., wholesale produce merchants, Montreal, has left to spend the winter, as is his custom, in Jamaica. He intends to return about the middle of April or first of May, 1908.





It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

ROYAL BAKING POWDER CO., NEW YORK

**Are  
Your  
Goods  
on  
The  
Market?**

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale? Advertise in the condensed publicity columns of The Grocer and **Tell Us If You Don't Get What You Want.**

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

## "WALKER BIN" FIXTURES

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

Write for Illustrated Catalogue.

**The Walker Bin & Store Fixture Co**  
LIMITE  
BERLIN ONT.

Representatives:

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

'Immense store improvement for very little expense.'



**REFRIGERATORS**

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

## BAGS

We sell Eddy's Paper Bags.

Write for Prices.

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

Twine, Paper Bags  
and Jute Goods.

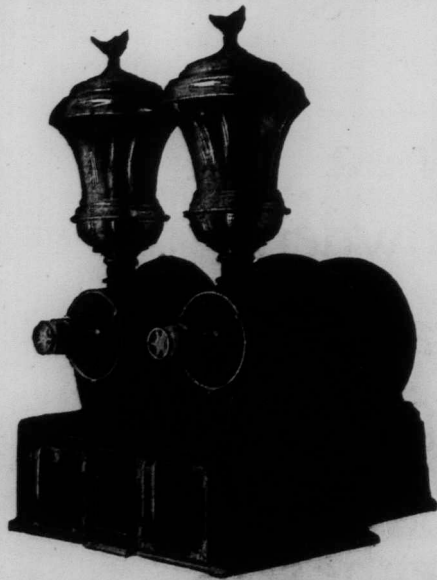
Phone Main 5548

## COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

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



Our  
Grinders  
Wear  
Longest

Grinding  
Capacity  
Granulating 2 lbs.  
per minute.

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

## INCREASE YOUR PROFITS

by avoiding loss. Keep track of every article sold by using our

### "Duplex" Counter Check Book

It is the simplest, cheapest and most thoroughly accurate way of recording retail sales.

Full particulars sent upon request

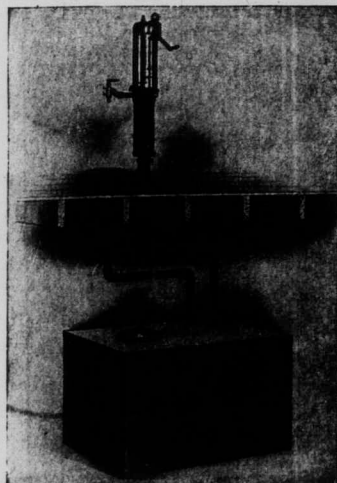
**The Carter-Crume Company, Limited**  
Toronto, Ontario

—BUY—

## Star Brand COTTON CLOTHES LINES —AND— COTTON TWINE

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

For Sale by All Wholesale Dealers.  
SEE THAT YOU GET THEM.



Cut 15  
Cellar Outfit for Heavy Oils.

## LINSEED OIL TANKS

The Bowser Self-Measuring Oil Tanks will handle Linseed Oil, Turpentine, Varnishes, Shellacs and Dryers just as readily as they do Kerosene and Gasolene.

The Bowser saves oil, saves time, saves labor, and so pays a bigger return than any other part of a store equipment.

The Bowser will handle the heaviest, stickiest oils without gumming—with absolute accuracy of measurement, without leakage, evaporation or waste.

The Bowser will draw and measure five gallons of Linseed Oil in less time than is required for one gallon with any other arrangement.

Send for Catalog B.

**S. F. BOWSER & COMPANY, Inc.**

66-68 FRASER AVE., TORONTO, ONT.

"If you have an old Bowser and want a new one write us for our liberal exchange offer."

*If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.*

**Is your equipment GOOD?  
Then make it BETTER.  
Don't rest till you have the BEST—**

## "ENTERPRISE"

SHARPENING DEVICE

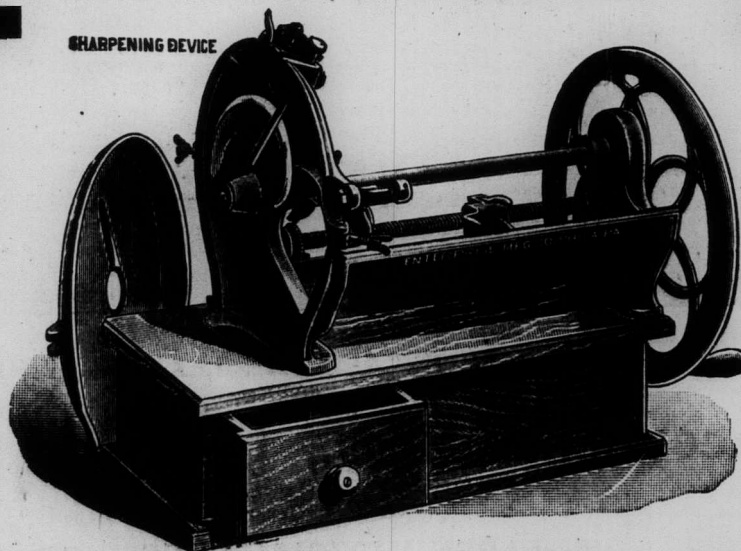
The experience of all users proves that

**"Enterprise" Rotary Smoked Beef Shaver**

greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to 1/8 of an inch.

**AUTOMATIC ADJUSTABLE FEED  
SELF-SHARPENING DEVICE**

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump and other specialties demanded by enterprising grocers.



**The Enterprise Mfg. Co. of Pa.  
PHILADELPHIA, U.S.A.**

No. 125 (with 2 blades) . . \$22.50

No. 129 (with 1 blade) . . \$22.50.

THE CANADIAN GROCER



FOR SALE BY ALL THE LEADING WHOLESALE GROCERS

**Maconochie Bros., Limited, London, England**

General Agents in Canada

**MacLAREN IMPERIAL CHEESE CO., LTD., TORONTO**

Quote  
The  
responsibl  
Grocer, at

3a  
w. 1  
Diamond—  
1-lb. tins, 3 doz.  
1-lb. tins, 3  
1-lb. tins, 4  
IMPERI  
Cases.  
4-doz. ....  
3-doz. ....  
1-doz. ....  
3-doz. ....  
1-doz. ....  
1-doz. ....



ROYA  
Sizes.  
Royal—Dime .  
1 lb. ...  
" 8 oz. ...  
" 1 lb. ...  
" 1 1/2 oz. ...  
" 1 lb. ...  
" 3 lb. ...  
" 5 lb. ...  
Barrels—Whe  
cent. discou  
CLEVELA  
Cleveland's—D  
" 8  
" 12  
" 15  
" 18  
" 24  
" 30  
" 36  
" 48

Barrels—Whe  
cent. discou  
T.  
Crown Brand—  
1-lb. tins, 2 doz.  
1-lb. " 2 "  
1-lb. " 4 "  
Keen's Oxford,  
In 10-box l  
Gillett's Mam  
JAMES  
6 1/2 size ....  
2 1/2 size .....

Wheat OS, 2-1  
at 7-1  
EBY  
Meat of Whea  
Wheat OS, 16  
" Pickaninney

Choc  
THE  
Perfection 1-  
Perfection,  
" 10  
" 5-  
Condensed coc  
Soluble, bull  
London Pea  
Special quotat

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 22, 1907.

Saking Powder.

W. H. GILLARD & CO.

Table listing Diamond saking powder prices: 1-lb. tins, 2 doz. in case \$3.00; 1-lb. tins, 3 " " 1.25; 1-lb. tins, 4 " " 0.75.

IMPERIAL BAKING POWDER.

Table listing Imperial Baking Powder prices by case and size: 4-doz., 10c. \$0.85; 3-doz., 6-oz. 1.75; 1-doz., 12-oz. 3.50; 3-doz., 12-oz. 3.40; 1-doz., 2 1/2 lb. 10.50; 1-doz., 5 lb. 19.75.



MAGIC BAKING POWDER

Table listing Magic Baking Powder prices by case and size: 6 doz., 5c. \$0.40; 4 " 4-oz. 0.60; 4 " 8 " 0.75; 4 " 8 " 0.95; 4 " 12 " 1.40; 4 " 12 " 1.45; 4 " 16 " 1.65; 4 " 16 " 1.70; 1 " 2 1/2 lb. 4.10; 1 " 8 oz. 7.30; 1 " 12 " Per case \$4.55; 1 " 16 " "

ROYAL BAKING POWDER.

Table listing Royal Baking Powder prices by case and size: Royal-Dime \$0.95; 4 lb. 1.40; 6 oz. 1.95; 12 oz. 3.55; 1 lb. 4.90; 3 lb. 13.60; 5 lb. 22.35.

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Table listing Cleveland's Baking Powder prices by case and size: Cleveland's-Dime \$0.83; 4 lb. 1.33; 6 oz. 1.90; 12 oz. 3.45; 1 lb. 4.65; 3 lb. 13.20; 5 lb. 21.65.

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Table listing T. Kinneare & Co. prices: Crown Brand—1 lb. tins, 2 doz. in case \$1.20; 1 lb. " 2 " 0.80; 1 lb. " 4 " 0.45.

Blue.

Table listing Blue prices: Keen's Oxford, per lb. \$0.17; In 10-lb. lots or case 0.16; Gillett's Mammoth, 1/2 gross box 2.00.

JAMES DOME BLACK LEAD.

Table listing James Dome Black Lead prices: 60 size \$1.40; 24 size 1.50.

Cereals.

Table listing Cereals prices: Wheat OS, 2-lb. pkgs., per pkg. 0.08; 7-lb. cotton bags, per bag.

EBY, BLAIN CO. LTD.

Table listing Eby, Blain Co. Ltd. prices: Meat of Wheat, per case 4.20; Wheat OS, 16 lb. bags 0.19; "Rickaninney" Buck Wheat Flour, doz. 1.00; Pancake Flour, 1.00; Pastry Flour, 1.00.

Chocolates and Cocos.

Table listing Chocolates and Cocos prices: THE COWAN CO., LIMITED. Cocos—Perfection 1-lb. tins per doz. \$4.50; Perfection 1/2 lb., per doz. 2.60; " 1 lb. 1.40; " 10c. size 0.80; " 5-lb. tins per lb. 0.40; Condensed cocoa, cream and sugar, doz 2.25; Soluble, bulk, per lb. 0.22; " 0.19; London Pearl per lb. 0.24; Special quotations for Cocos in bbls., kegs, etc.



Table listing Cowan's Cocoa prices: Chocolate—Queer's Dessert, 1-lb. cakes, 12-lb. boxes per lb. \$0.38; Queen's Dessert, 6s, 12-lb. boxes, lb. 0.43; Vanilla, 1/2 lb., 12-lb. boxes per lb. 0.35; Parisian 5s, per lb. 0.30.

The following sweetened for household purposes: Royal Navy, 1/2 lb., 12-lb. boxes per lb. 0.33; Diamond, 1/2 lb., 12-lb. boxes per lb. 0.35; Perfection, 2 1/2c. size, 2 doz. in case per doz. \$1.80; Perfection, 10c. size, 2 and 4 doz. in case, per doz. 0.90.

Tings for cake—Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1-lb. boxes, per doz. 1.75.

Table listing Chocolate prices: Maple buds, 5-lb. boxes, lb. 0.33; Vanilla wafers, " 0.35; " nonpareils, 5-lb. box " 0.28; " 2s, 5-lb. boxes, lb. 0.28; " " 2s, nonpareils " 0.28; Ginger, 5-lb. boxes, lb. 0.30; Milk sticks, box 1.35; Milk cakes, 5c. size, box 1.35.

FRY'S.

Table listing Fry's prices: Chocolate—Caracas, 1/2 s, 6-lb. boxes \$0.42; Vanilla, 1/2 s, " 0.42; "Gold Medal," sweet, 1/2 s, 6-lb. boxes 0.29; Pure, unsweetened, 1/2 s, 6-lb. boxes 0.42; Fry's "Diamond," 1/2 s, 14-lb. boxes 0.24; Fry's "Monogram," 1/2 s, 14-lb. boxes 0.24.

Cococa—

Table listing Cococa prices: Concentrated, 1/2 s, 1 doz. in box 2.40; " 1 lb., " 4.60; " 3 lb., " 8.25; Homocopathic, 1/2 s, 14-lb. boxes; " 1/2 s, 12 lb. boxes.

EPF'S.

Table listing Epf's prices: Agents, O. E. Colson & Son, Montreal. In 1/2 lb. and 1-lb. tins, 14-lb. boxes, per 0.35; Smaller quantities 0.37.

BENSIDORF'S COCOA

Table listing Bensidorf's Cocoa prices: A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto. 10c. tins, 4 doz. to case, per doz. \$ 2.40; " " 2 " " 4.75; " " 1 " " 9.00.

JOHN P. MOTT & CO.'S.

Table listing John P. Mott & Co.'s prices: R. S. McIndoe, Agent, Toronto. J. A. Taylor, Montreal. Jos. E. Huxley, Winnipeg. Standard Brokerage Co., Vancouver, B.C.



Table listing Diamond Chocolate prices: Elite, 1/2 s (for cooking) \$0.32; Prepared cocoa, 1/2 s 0.30; " 1/2 s 0.28; Mott's breakfast cocoa, 1/2 s 0.40; " 0.38; " No. 1 chocolate, 1/2 s 0.32; " Navy, 1/2 s 0.28; " Vanilla sticks, per gross 1.00; " Diamond chocolate, 1/2 s 0.24; " Confectioner's chocolate, 1/2 c. to 0.31; Sweet Chocolate liquors, 1/2 c. to 0.35.

WALTER BAKER & CO., LIMITED.

Table listing Walter Baker & Co., Limited prices: Premium No. 1 chocolate, 1/2 and 1-lb. cakes \$0.43; Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins 0.43; German Sweet chocolate, 1/2 and 1-lb. cakes 0.30; Caracas Sweet chocolate, 1-lb. cakes 0.35; 6-lb. boxes 0.35; Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes 0.35; Vanilla Sweet chocolate, 1-6-lb. cakes 0.47; 6-lb. tins 0.47.

Table listing Soluble cocoa prices: Soluble cocoa (hot or cold soda) 1-lb. tins 0.45; Cracked cocoa, 1-lb. pkgs., 6-lbs. bags 0.38; Caracas tablets, 100 bundles, tied 5s, per box 3.00. The above quotations are f.o.b. Montreal WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William St. Montreal.

Table listing Breakfast cocoa prices: Breakfast cocoa—Per lb. 5-lb. screw cap cans, 10 cans in case, 42c. 12-lb. boxes, 6 boxes in case, 1-lb. tins 42c. 6-lb. boxes, 12 boxes in case, 1-lb. tins 42c. 6-lb. boxes, 12 boxes in case, 1-5-lb. tins 43c. 12-lb. boxes, 6 boxes in case 45c.

Table listing Sweet cocoa powder prices: Sweet cocoa powder—12-lb. boxes, 6 boxes in case, 1-lb. tins 35c. 6-lb. boxes, 12 boxes in case, 1-lb. tins 35c. 6-lb. boxes, 12 boxes in case, 1-lb. tins 36c.

Table listing Premium chocolate prices: Premium chocolate—6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 33c. 6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 38c.

Table listing Milk chocolate prices: Milk chocolate—50-cent pieces to box, per box \$1.75. Vanilla sweet chocolate—50-cent pkgs., in box \$1.75.

Table listing Diamond Sweet chocolate prices: Diamond Sweet chocolate—6-lb. bxs. 12 bxs. in case, 1-lb. pkgs. 30c. 6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.

Table listing Diamond Sweet chocolate prices: Diamond Sweet chocolate—6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 26c. 6-lb. " " " " " 26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Table listing Canadian Cocoanut Co. packages: Packages—5c., 10c., 20 and 40c. packages packed in 15-lb. and 30-lb. cases Per lb. 1 lb. packages 0.26; " 0.27; " 0.28; 1 and 1/2 b. packages assorted 0.26; 1/2 and 1/4 b. " 0.29; 1/2 lb. " in 5 lb. boxes 0.29; 1 lb. " in 5, 10, 15 lb. cases 0.30.

Table listing Bulk prices: Bulk—In 15 15 lb. pails and 10, 25 and 50 lb. boxes. Pails: Tins. Bbls. White Moss, fine strip. 0.19 0.21 0.17.

Table listing Best Shredded prices: Best Shredded 0.18 0.16; Special Shred 0.17 0.15; Ribbon 0.19 0.17; Macaroon 0.17 0.14; Deseicated 0.16 0.14; White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Table listing Borden's Condensed Milk prices: "Eagle" brand (4 doz.) \$8.00 \$1.50; "Gold Seal" brand (4 doz.) 5.75 1.35; "Challenge" brand (4 doz.) 4.30 1.10; Evaporated cream—"Peerless" brand evap. cream 4.75 1.20; hotel size 4.90 2.45.



TRURO CONDENSED MILK CO., LIMITED.

Table listing Truro Condensed Milk Co. prices: "Jersey" brand evaporated cream per case (4 doz.) \$4.65; "Reindeer" brand per case (4 doz.) 5.60.



Coffees.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees. Roasted whole or ground. Packed in damp-proof bags and tins.

Table listing Coffee prices: Club House 0.32; Nectar 0.30; Empress 0.28; Duchess 0.28; Ambrosia 0.25; Plantation 0.22; Fancy Bourbon 0.20; Bourbon 0.18; Crushed Java and Mocha, whole 0.17; ground 0.17; Golden Rio 0.14.

Table listing Package Coffees prices: Gold Medal, 1 and 2 lb. tins, whole or ground 0.30; Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground 0.30; German Dandelion, 1/2 and 1 lb. tins, ground 0.22; English Breakfast, 1 lb. tins, ground 0.18.

THOS. J. LIPTON

retail wholesale Lipton's "Special" blend coffee, 1 lb. tins, ground or whole 0.40 0.30.

JAMES TURNER & CO.

Table listing James Turner & Co. prices: Mocha \$0.52; Damascus 0.28; Calro 0.20; Sirdar 0.17; Old Dutch Rio 0.13.

E. D. MARCEAU, Montreal.

Table listing E. D. MarcEAU prices: "Old Crow" Java \$0.26; "Condor" Java 0.30; Arabian Mocha 0.30; 15-year-old Mandheling Java and hand-picked Mocha 0.50; 1-lb. fancy tins choice pure coffee, 48 tins per case, per doz. 2.50; Madam Huot's coffee, 1-lb. tins, 2-lb. tins 0.32 0.62; 100 lb. delivered in Ontario and Quebec. Rio No. 1 0.15.

THOMAS WOOD & CO.

Table listing Thomas Wood & Co. prices: "Gilt Edge" in 1 lb. tins \$0.33; "Gilt Edge" in 2 lb. tins 0.32; Canadian Souvenir 1 lb. fancy lithographed canisters 0.30.

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Lafamme, Montreal and Toronto. 5 oz. bottles, 4 doz. per doz. 1.75; 10 " 4 " 3.00; Rep. quarts, 1 " 6.50; Imp. 1 " 9.00.

Cheese.

Table listing Cheese prices: Imperial—Large size jars, per doz. \$8.25; Medium size jars 4.50; Small size jars 2.40; Individual size jars 1.00; Imperial holder—Large size 18.00; Medium size 17.00; Small size 12.00; Roquefort—Large size 1.40; Small size 1.40.

Imperial—Large size jars, per doz. \$8.25

Table listing Coupon Books—Allison's prices: sale in Canada by The Eby Blain Co. Limited, Toronto. O. O. Beauchemin & Fils, Montreal. \$1., \$3., \$5., \$10 and \$20 books. In lots of less than 100 books, 1 kind assorted. 4c. 4c. 100 to 500 books 2 1/2c. 4c. 100 to 1,000 books 2c. 4c.

Allison's Coupon Pass Book.

Table listing Allison's Coupon Pass Book prices: 00 to \$5.00 books 3 cents each; 00 books 4 " 10 00 " 4 " 15 00 " 5 " 20 00 " 6 " 25 00 " 7 " 30 00 " 8 " 35 00 " 9 " 40 00 " 10 " 12 "

Cleaner.

Table listing Cleaner prices: Brunwick's Easybright 4-oz. cans \$ 0.90; 6-oz. " 1.35; 10-oz. " 1.85; Quart 3.75; Gallon 10.00.

Wholesale Agent. The Davidson & Hay, Limited, Toronto



A Guarantee that is Worth Something

**RISING SUN**  **SUN**  
**SUN** **&** **PASTE**  
**STOVE POLISH**  **STOVE POLISH**  
**IN CAKES** **IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

# Lucky Cannerners

We know of some cannerners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising cannerners.

**We have special facilities** for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transshipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

**Terminal Warehouse and Cartage Co.**

12-38 Grey Nun Street, MONTREAL

LIMITED

**Genuine Goods Mean More Money !**

Some "fruit essences" have been found, upon analysis to be made from anything but real fruit. One feature which distinguishes

**Shirriff's Highly Concentrated  
 PURE FRUIT ESSENCES**

is that they are absolutely pure fruit essences. Why not write us about profits?

**Imperial Extract Co., 18-22 Church St., Toronto**



LAPOR  
 'Vita' Paste  
 Bottles 1-  
 " 2  
 " 4  
 " 20  
 " 20  
 Prices on a  
 Robinson's p  
 " J  
 BATGER'S W  
 Agents, Ro  
 1-lb. glass jar  
 Prices on a  
 Compound E  
 12-oz. glass ja  
 2-lb. tins, 2 dc  
 5 and 7-lb. tin  
 crate...  
 7 and 14-lb. v  
 30-lb. wood p  
 Compound Fr  
 12-oz. glass ja  
 2-lb. tins, 2 dc  
 7 and 14-lb. w  
 30-lb. wood pa  
 Home Made J  
 1-lb. glass jar  
 case...  
 5, 7, 14 and 30  
 THE N. K. F  
 L



# THE A1 SAUCE

**A Fine Tonic and Digestive.  
An Excellent Relish For  
"FISH, FLESH or FOWL."**

**Simply A 1.  
Pleases everyone.  
The Public WILL have it.  
Sold all over the world.**

For particulars and prices write our Agent

**H. HUBBARD, 27 Common St., MONTREAL.**

**BRAND & CO., LONDON, - ENG.**  
Purveyors to H.M. the King, Mayfair Works, Vauxhall,  
LIMITED

**Extract of Beef.**

LAPORTE, MARTIN & OIE, LTD.  
"Vita" Pasteurized Extract of Beef.  
Per case.  
Bottles 1-oz., case of 2 doz ..... \$3 20  
" 2 " " 1 " ..... 3 00  
" 4 " " 1 " ..... 4 50  
" 20 " " 1 " ..... 4 75  
" 20 " " 1 " ..... 9 00

**Infants' Food.**

Robinson's patent barley 1-lb. tins .... \$1 25  
" 1-lb. tins .... 2 25  
" groats 1-lb. tins .... 1 25  
" 1-lb. tins .... 2 25

**Jams and Jellies.**

BATGER'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Lafamme, Montreal and Toronto.  
1-lb. glass jar, screw top, 4 doz., per doz 2 20  
THOMAS J. LIPTON  
Prices on application.

**Compound Fruit Jams—**

T. UPTON & CO.  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case ..... per lb. 0 07 1/2  
5 and 7-lb. tin pails, 8 and 9 pails in  
crate ..... per lb. 0 07 1/2  
7 and 14-lb. wood pails ..... per lb. 0 07 1/2  
30-lb. wood pails ..... 0 07 1/2  
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 1/2  
7 and 14-lb. wood pails, 6 pails in crate  
per lb. .... 0 07 1/2  
30-lb. wood pails ..... 0 07 1/2  
Home Made Jams—absolutely pure—  
1-lb. glass jars (16-oz. gem) 2 doz. in  
case ..... per doz. \$1 60 2 90  
5, 7, 14 and 30-lb. pails, per lb. .... 0 09 0 12

**Lard.**

THE N. K. FAIRBANK CO. BOAR'S HEAD  
LARD COMPOUND.



2-lb. tins ..... \$C 10 1/2  
4-bbls. .... 0 10 1/2  
Tubs, 60 lbs .. 0 10 1/2  
20-lb. Pails .... 2 18

**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 waters, 5-lb.  
cans ..... per can 2 00  
Licorice lozenges, 5-lb. glass jars ..... 1 75  
" 30 5-lb. cans ..... 1 50  
" Purity " licorice 10 sticks ..... 1 45  
" 100 sticks ..... 0 75  
Dulce large cent sticks, 100 in box ..... 2 25

**Lime Juice.**

BATGER'S LIME JUICE CORDIAL  
Agents, Rose & Lafamme, Montreal and Toronto.  
Quart bottles, 2 doz., per doz ..... 2 90  
Pint " 2 doz., per doz ..... 1 85

**BATGER'S LEMON SQUASH.**

Agents, Rose & Lafamme, Montreal and Toronto.  
Quart bottles, 2 doz., per doz ..... 2 90  
Pint " 2 doz., per doz ..... 1 85  
THOMAS J. LIPTON  
Prices on application.

**Lye (Concentrated).**

GILLET'S PERFUMED. Per case.  
1 case of 4 doz. .... \$5 50  
3 cases of 4 doz. .... \$3 50  
5 cases or more ..... \$ 40

**Mince Meat.**

Wetley's condensed, per gross net ..... \$12 00  
per case of doz. net ..... 3 00

**Mustard.**

COOLMAN'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 25  
" 1-lb. tins ..... 1 45

**H. D. MARCEAU, Montreal.**

"Condor," 12-lb. boxes—  
1-lb. tins ..... per lb. \$ 0 25  
" 1-lb. tins ..... 0 25  
" 1-lb. tins ..... 0 25  
" 1-lb. tins ..... 0 25  
" 1-lb. jars ..... per jar 1 20  
" 1-lb. jars ..... 0 25

Old Crow," 12-lb. boxes—  
1-lb. tins ..... per lb. 25  
" 1-lb. tins ..... 0 25  
" 1-lb. tins ..... 0 25  
" 1-lb. jars ..... per jar 0 70  
" 1-lb. jars ..... 0 25

**Olive Oil.**

LAPORTE, MARTIN & OIE, LTD  
Minerva Brand—  
Minerva, qts. 12's ..... \$5 75  
" pts. 24's ..... 6 50  
" 1-pt. 24's ..... 4 25

**Orange Marmalade.**

T. UPTON & CO.  
12-oz. glass jars, 2 doz. case ..... per doz. \$ 1 00  
Home-made, in 1-lb. glass jars " 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 2 doz. case,  
per doz. .... 1 75

**Sauces.**

PATERSON'S WORCESTER SAUCE.  
Agents, Rose & Lafamme, Montreal and Toronto.  
1-pint bottles, 3 & 6 doz., per doz. .... 0 90  
Pint " 3 doz. .... 1 75  
THOMAS J. LIPTON  
Prices on application.

**Soda.**

OOB BRAND.  
Case of 1-lb. contain  
ing 60 packages pe  
box, \$3 00.  
Case of 1-lb. (con  
taining 120 pkgs.  
per box, \$3 00.  
Case of 1-lb. and 1-  
lb. (containing 30  
pkgs), per box, \$3 00.  
Case of 50 pkgs. containing 50 pkgs. 1, per  
box, \$3



MAGIC BRAND. Per case.  
No. 1, cases, 60 1-lb. packages ..... \$ 2 75  
No. 2, " 120 1-lb. " ..... 2 75  
No. 3, " 60 1-lb. " ..... 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 2 25  
5 cases ..... 2 75

**Soap and Washing Powders.**

A. P. TIPPET & CO., Agents.  
Maypole soap, colors ..... per gross \$10 20  
" black ..... 15 20  
Oriole soap ..... 10 20  
Gloriola soap ..... 12 00  
Straw hat polish ..... 10 20

**Starch**

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb  
No. 1 White or blue, 4-lb. carton. \$ 0 07  
No. 1 " 2-lb. " 0 07  
Canada laundry ..... 0 06  
Silver gloss, 8-lb. draw-lid boxes. 0 08  
Silver gloss, 6-lb. tin canisters ..... 0 08  
Edward's silver gloss, 1-lb. pkg. 0 08  
Kegs silver gloss, large crystal ..... 0 08  
Benson's satin, 1-lb. cartons ..... 0 08  
No. 1 white, bbls. and kegs ..... 0 06  
Canada White Gloss, 1-lb. pkgs. .... 0 06 1/2  
Benson's enamel ..... per box 1 50 to 3 00

**Onlins y Starch—**

Benson & Co.'s Prepared Corn ..... 0 07 1/2  
Canada Pure Corn ..... 0 06 1/2

**Rice Starch—**

Edwardsburg No. 1 white, 1-lb. car. 0 10  
" 1 " or blue, 4 lb. lumps ..... 0 8 1/2

**BRANTFORD STARCH WORKS, LIMITED**

Ontario and Quebec.

Laundry Starches—  
Canada Laundry, boxes of 40-lb. \$0 06  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb. .... 0 06  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lb. .... 0 07  
Barrels, 200 lb. .... 0 06 1/2  
Kegs, 100 lb. .... 0 06 1/2

**Lily White Gloss—**

1-lb. fancy cartons, cases 80 lb. 0 08  
5-lb. toy trunks, 8 in case ..... 0 08  
5-lb. enameled tin canisters, 8  
in case ..... 0 08  
Kegs, ex. crystals, 100 lb. .... 0 07

**Brantford Gloss—**

1-lb. fancy boxes, cases 36 lb. .... \$0 08  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs., per case 3 60  
Celluloid Starch—  
Boxes of 40 cartons, per case .... 2 60





# BATGER'S

## Machine-cut Mixed Peel

In 1/2-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In 1/2 and 1-lb drums.

ROSE & LAFLAMME  
Agents  
MONTREAL AND TORONTO

When Ordering

# VALENCIA RAISINS

Ask for these Marks—

“M.D. & Co. Beaver”

Special Fancy Quality

“W. Abel” Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme

Montreal and Toronto

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This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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40 0 60  
35 0 50  
30 0 40  
grades—either

LIMITED.

12s... \$0 46  
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adies.

..... \$18 00  
..... 6 00  
..... 9 00

real. Per sal

quality.. \$0 34  
..... 0 30  
..... 0 27 1/2  
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ET BROOMS.  
e carpet brush  
very light and  
Per doz.  
..... \$4 70  
..... 4 00  
..... 4 10  
..... 3 35  
..... 3 65  
..... 3 40  
..... 2 90

ODEN TUBS

per doz. 9 00

per doz. 6 50

ODEN PAILS.

..... \$1 50

..... 2 05

ARDS.

..... \$1 10

..... 1 75

..... 1 95

..... 2 35

..... 2 25

..... 2 50

..... 2 70

..... 2 75

..... 3 35

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0 62 0 67

0 82 0 87

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in case...1 10

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Cowan Co., Toronto.  
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Epps, James, & Co., London, Eng.  
Lowrey, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Nestles Chocolate, Montreal.

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Canadian Cocoanut Co., Montreal.

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American Computing Co., Indianapolis, Indiana.  
Computing Scale Co., Toronto.

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Gillett E. W., Co., Toronto.

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Fussell & Co., London, Eng.  
Truro Condensed Milk Co., Truro, N.S.

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Brayley, J. M., Montreal

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Carter-Crume Co., Toronto

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Toronto Pottery Co., Toronto.

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Dawson Commission Co., Toronto.  
Duff & Son, Hamilton, Ont.  
Fearman, F. W., Co., Hamilton.  
MacLaren Imperial Cheese Co., Toronto  
O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.  
Power, B. I., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.  
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Hovell, A. J., & Co., London, W.C

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Bradstreet Co.

**Fish.**  
Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Connors Bros., Black's Harbor N.B.  
James, F. T., & Co., Toronto  
Leonard Bros., Montreal  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.

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Capetan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

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Bovril Limited, Montreal.

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Methven, James, London, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Tooth's Extract of Meat Co., London, Eng.

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Dawson Commission Co., Toronto.  
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Downey, W. P., Montreal  
Fisher, Frederick, & Sons, London, Eng.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
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White & Co., Toronto.

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Nicholson & Brock, Toronto.

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MacKay, John, Ltd., Bowmanville, Ont.  
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Colson, C. E. & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
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Lucas, Steele & Bristol, Hamilton.  
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Todhunter, Mitchell & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.

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Enterprise Mfg. Co., Philadelphia, Pa.  
Sprague Canning Machinery Co., Chicago

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Keen, Robinson & Co., London, Eng.

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Goodwillie—Rose & Lafamme, Montreal  
Lipton, Thomas J.  
Ozo Co., Montreal.  
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Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.  
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Ashley & Lightcap, Winnipeg.  
Burnell & Lindsay, Winnipeg.  
Carman, Escott Co., Winnipeg, Man.  
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Standard Brokerage Co., Vancouver  
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Strang Bros., Winnipeg, Man.  
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Fearman, F. W., Co., Montreal  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
Wagstaffe, Limited, Hamilton.  
Wethey J. H., St. Catharines.

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Ontario Office Specialties Co., Toronto

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Mathieu, J. L., Co., Sherbrooke, Que.

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Capetan Mfg. Co., Toronto.  
Douglas J. M., & Co., Montreal.  
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Ozo Co., Montreal.  
Hudon, Hebert & Cie, Montreal  
Mason, Geo., & Co., London, Eng.  
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Taylor & Pringle, Owen Sound, Ont.

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Common Sense Mfg. Co., Toronto.

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Majestic Polishes, Ltd., Toronto.  
Oskey, John, & Sons, London, Eng.

**Polishes—Shoes.**  
Dalley, F. F., Co., Ltd., Hamilton, Ont.  
Hawes, Ed., & Co., Toronto

**Polishes—Stove.**  
Hawes, Ed., & Co., Toronto  
Morse Bros., Canton, Mass.

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Barnard Frank H., Toronto.

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Eureka Refrigerator Co., Toronto  
Hillock, John, & Co., Ltd., Toronto.

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Canadian Salt Co., Windsor, Ont.  
Empire Salt Co., Sarnia, Ont.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

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La Cie Des Savon Francais, Montreal.  
Royal Crown Limited, Winnipeg, Man.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Welcome Soap Co., St. John, N.B.  
Young-Thomas Soap Co., Regina.

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Church & Dwight, Montreal.

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St. Lawrence Starch Co., Port Credit.

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Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Imperial Syrup Co., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.

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Greig, Robt. Co., Toronto.  
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**Veterinary Remedies**  
Young, W. F., Montreal

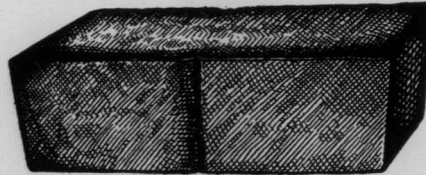
**Vinegar and Cider.**  
Belleville Fruit and Vinegar Co., Belleville

**Washing Compound.**  
Chouillou, C. A., Montreal.  
Gillett, E. W. Co., Toronto.  
Winn & Holland, Montreal.

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TWIN BLOCK  
PURE MAPLE SUGAR**

This Sugar has stood the test of Government analysis. Out of the many samples collected not one is reported adulterated.

**SUGARS and CANNERS Ltd., MONTREAL**



**"GLOBE" with Percolator.**

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

**R. CAMPBELL'S SONS**

HAMILTON POTTERY

HAMILTON, ONTARIO

**STONEWARE  
JARS**



of every description and size.

Special shapes to order.

**The TORONTO POTTERY CO.**

LIMITED

Toronto, Canada

Write for Catalogue

THE PEOPLE OF  
**JAMAICA**

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**KINGSTON  
"GLENER"**

might bring inquiries. Better write for rates to

**J. C. STEWART, Halifax.**

**Oakey's**

The original and only Genuine Preparation for Cleaning Cutlery, Ed. and Is. Canisters

**"WELLINGTON"  
KNIFE POLISH**

**JOHN Oakey & Sons, Limited**  
Manufacturers of

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Wellington Mills, London, England

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Every Housekeeper wants to use **the best.**

Every Grocer can supply her with

## "Cow Brand" Baking Soda

and by doing so satisfy every requirement of the article wanted.

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Every Jobber can fill your order.

### CHURCH & DWIGHT

Manufacturers

MONTREAL

## MINCE PIES

MADE FROM

### Wethey's Condensed Mince Meat

are what your customers want.

*Have you got this line in stock?*

Every day you are without this Mince Meat you are losing profits you might just as well have.

*It is a ready seller.*

*It is a steady seller.*

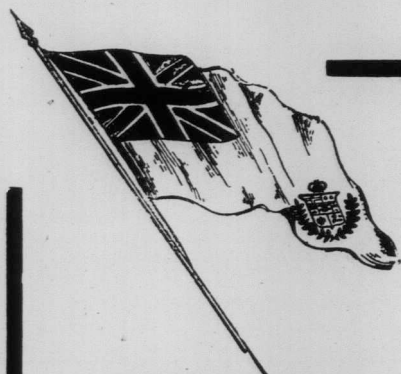
*It is a repeat seller.*

*It sells when other brands do not sell.*

All Jobbers. 3 doz. to a case.

### J. H. WETHEY, LIMITED

ST. CATHARINES



"EMPIRE" Brand

## For Christmas and Holiday Trade

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**Figs**

**Currants**

**Dates**

**Prunes**

**Malaga Raisins**

Full stocks of all these

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