

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, NOVEMBER 10, 1905.

NO. 45.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

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

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 408 St. Paul St., Montreal, Agents for the Dominion.

—You sell **Syrup**

- In selling Syrup *quality* and *price* are the
- two leading factors that influence sales and
- bring repeat orders from your customers.

"Crown"  Brand
TABLE SYRUP

is absolutely without a serious rival—its *quality* and selling powers have made it
CANADA'S BEST SYRUP

You can buy it through any jobber.
Do So and watch your Syrup trade grow.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Wm.
SARGENT, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

NOW IS THE WINTER
OF OUR DISCONTENT MADE
GLORIOUS BY—WHAT?—

"K KOVAH" PLUM PUDDINGS

In 1-lb., 2-lb. and 3-lb. Bowls

AND

"K KOVAH" MINCE MEAT

In 2-lb. Jars

Prices on Application

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

Works : Manchester, England.

The Winter Harvest:

NOW is time to sow for the Winter harvest.

Each Winter brings a crop of coughs, colds, bronchitis, etc. You can obtain a golden harvest of dollars by stocking the most reliable and best known cure for these troubles.

Sow well by ordering

MATHIEU'S SYRUP

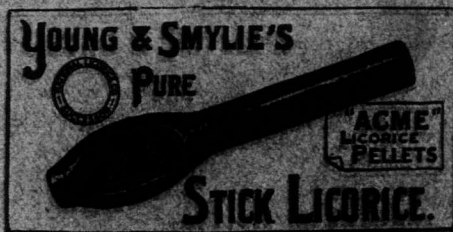
of Tar and Cod Liver Oil

NOW. Its sales are ever on the increase.

Mathieu's Nervine Powders are always in demand. Headaches are so common. 18 powders for 25c. They are extensively in demand.

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

**National
Licorice Co.**



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

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

Molasses

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

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

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

DEO. HUSON & CO.
JOHN W. BICKEL & GREENING,
DEO. H. BULLSHEP,
JOSEPH GERMAN,

TORONTO
HAMILTON
LONDON
WINDSOR

Doubt Less

“Earn More”
“Earn More”
“Earn More”
and
“Earn More”
“Earn More”

Earn More

Earn more money by buying goods of standard value—doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? “Doubt Less and Earn More.”

Sell Goods of Known Quality

Fry's
Cocoa and
Chocolate

As standard as sugar, salt, coffee or tea. Of known quality always. Purest, Richest, Strongest. Made by the largest manufacturers in the world.

RETURNED
NOV 15 1905

*3/8 Ontario
Cut Book 43
Page 28
A.M.*



“SHELL BRAND”
(LA COQUILLE)

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. “Earn More” by selling it.

Cox's
Gelatine

Has stood the test of time and has won out on intrinsic merit. Always strictly pure. Always does exactly the work cut out for it. “The Gelatine of Quality.”

LEADING WHOLESALERS SELL THEM

ARTHUR P. TIPPET & CO., Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

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

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

We will reship, sell or store for you. Write us.
Wilson Commission Co., Limited
Brandon, Man.

CALGARY.

The Best Salesman

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

Excellent Storage Accommodation.

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

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

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

EXPORTER of Cheese, Butter and Canned Goods.

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

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers.

WAREHOUSEMEN

Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber.

1483 Notre Dame Street
MONTREAL.

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

H. J. STEVENS

126 BOARD OF TRADE, - MONTREAL

Wholesale Brokerage

Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

C. E. KYLE

WHOLESALE GROCERY BROKER
and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO

Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers.

29 Melinda St., TORONTO

25,000 cases

canned goods to offer

TOMATOES
CORN

PEAS
CATSUP

Finest Goods Packed

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

ST. JOHN'S, N.F.

THOMAS B. CLIFT

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

ST. JOHN'S, N.F.

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

HAMILTON, ONT.

Long Distance Phones

OFFICE 715

HOUSE No. 1566

Norman D. McPhie

BROKER and

Commission Merchant

OFFICE:
58 KING ST. E.

HAMILTON, ONT.

OWEN SOUND.

J. K. McLAUCHLAN

COMMISSION MERCHANT

Warehouseman, Shipper and Steamship Agent

Owen Sound, - Canada

VANCOUVER.

J. McA. CAMERON

Manufacturers and Wholesale
Commission Agent

Correspondence Solicited

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

Reference—Bank of Hamilton

WINNIPEG.

CALGARY STORAGE

In a new brick block centrally located.

Dingle & Stewart

Winnipeg, Man.

Calgary, Alb.

COMMISSION BROKERS.

REGINALD LAWSON

MANUFACTURERS' AGENT and
WHOLESALE COMMISSION BROKER
UNION BANK BUILDING

Correspondence
Solicited

WINNIPEG, MAN.

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers' Agent

Member Western Wholesale Brokers' Association

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good
Canned Goods Agency

Correspondence
Solicited

Stuart Watson

Manufacturers' Agent and Wholesale
Commission Broker.

WINNIPEG, MAN.

Highest References.

Correspondence Solicited.

DO YOU wish to extend your business to this
GREAT WEST COUNTRY?
WE CAN handle your account to our
MUTUAL ADVANTAGE.

Correspondence solicited. Established over 12 years

GEORGE ADAM & CO.

Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON

Wholesale Broker and Commission
Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

CANNED SALMON

1905 PACK

Wire or write us for prices:

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

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

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

BRANCH HOUSE:

NICHOLSON, BAIN & JOHNSTON
CALGARY N.W.T.

Quaker Canned Goods

We finished packing Corn on the 6th this month and Tomatoes on the 13th. Taking the season altogether it has been the most favorable for quality we have ever experienced, the weather being about perfect all through the season for maturing vegetables in splendid condition. This applies to all lines, commencing with Peas and running right along into Beans, Corn and Tomatoes. With the fine quality of canned goods this season and the moderate prices there should be an enormous increase in the sales over previous years. While the pack has been large it does not exceed in our estimation the pack of two years ago in any line. Of course, we cannot speak for the whole country, but we know this applies to our pack. Judging from this we believe every case of Corn, Tomatoes, Peas and Beans packed will go into consumption before new goods come on the market next year. The fine quality of the goods alone this year over previous years should make an enormous increase in consumption, to say nothing of the much lower price the consumer can buy goods compared to the last two years. We packed thirteen thousand cases of Sugar and Cream Corn. This is a new line for us and is as fine in quality as the name denotes. We expect with this 13,000 cases sprinkled between the two oceans to lay the foundation for a trade in this line that will take the entire capacity of one of our factories next year to cater to.

THE PACKERS OF QUAKER CANNED GOODS

You may not know that **JAPAN TEAS** are intrinsically the most satisfactory and valuable for you to handle. Their superior qualities once known to your customers will make them turn to these **delicious, healthful** and **invigorating** teas. Ask your jobber or the travellers to submit their samples, draw them, give them to your best customers and you will find them grateful.

JAPAN TEAS

Are always
right and pleasing.



Don't Have to Confess

when a customer asks for

Paterson's Camp Coffee Essence

that you "are just out of it, but we will have some in a day or so." It's bad business. How is your stock of Paterson's? Is it low?

ROSE & LAFLAMME,
Agents, MONTREAL.

All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

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

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

Canadian Agents:

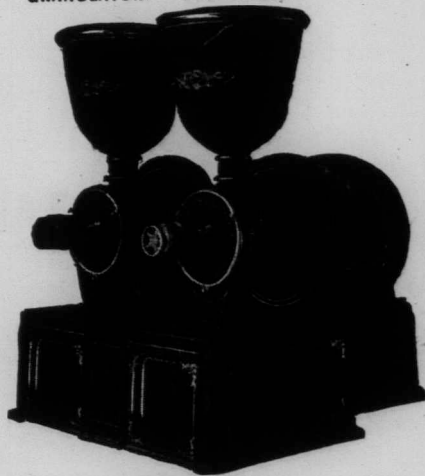
ROSE & LAFLAMME,
Montreal and Toronto

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating



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

Our Grinders Wear Longest

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

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

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

AGENTS: Forbess Bros., Montreal.
Dearbourn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Mince Meat

Now on Popular Call

This is the season when the grocer will find a ready sale for Mince Meat. It is not alone our statement but that of others—grocers and consumers—that this factory excels in the

manufacture of Mince Meats, and that this season we have out-done all past seasons in real delicacy of taste.

—In small and —large packages

The T. A. LYTLE CO., Limited

124-128 RICHMOND ST. WEST
TORONTO, Can.

The Only Spice of Life for Horses, Cattle and Poultry

is Myers'



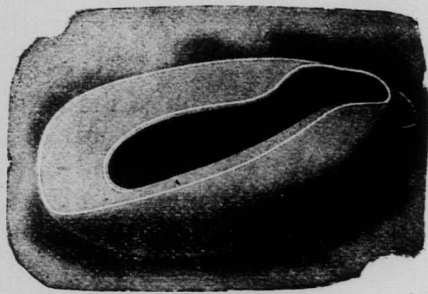
It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only \$5.50 per 100 pounds. A saving of \$4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

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

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

HAMILTON Pottery

HAMILTON, ONT.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Valencia Raisins

Tarragona Almonds

Sicily Filberts

Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC

Montreal

OTTAWA

**A
SURE
SUCCESS**
IT COULD NOT BE OTHERWISE
HOLBROOK'S
GENUINE IMPORTED
WORCESTERSHIRE
SAUCE
PAYS 40% AND

is the Premier of the
Acknowledged
Sauce
World



25c. Per Bottle

25c. Per Bottle

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

THE PEOPLE OF
JAMAICA
are now buying things in the
United States which they ought
to buy in Canada. They don't
know what we can do. A small
advertisement in the
**KINGSTON
"GLENER"**
might bring inquiries. Better
write for rates to
I. C. STEWART, Halifax.

**COX'S
INSTANT POWDERED
GELATINE**
1845-1905

An old friend in a new guise.
Saves time and trouble Recipes in every package.

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

W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist
Advice regarding processes of manu-
facture and technical applications of
chemistry.



**They Cost Less
Than Nothing**
Literally, ALLISON
COUPON BOOKS cost
less than nothing. By
using them a mistake is
impossible, thus saving
many times what we
charge for them.
Hence, by absolutely
saving a great deal
more than you pay for
them, they not only cost
less than nothing, but
you receive a great, big
premium with every
book you buy.

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

For Sale in Canada by
THE EBV, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

...ESTABLISHED 1849...

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

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

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

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A. ONT.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
VERMONT, B.C.		WINNIPEG, MAN.	

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

TOLEDO COMPUTING SCALES

Automatic but Springless.
The "Toledo" is a money saver because it posi-
tively stops the giving of overweight.
A time saver because it is Automatic.
A labor saver because there are no weights to lift, no
poises to slide, or prices to set.
A trade bringer because it indicates to the customer
in plain figures the correct weight of the article he is
buying.
It is honest both to the merchant and customer.
The Toledo system costs you nothing because it is
paid for with the money you are now losing.
For Catalogue and information apply,
THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

IT IS BEYOND QUESTION—— CEYLON GREEN TEA STANDS EASILY TOP

“ The advanced methods of its manufacture,
“ The rich fertility of soil,
“ The peculiarly advantageous climatic conditions—
“ All combine to give that **excellent aroma**
“ and **delicacy of flavor** which has given
“ **Ceylon Tea** (Green and Black)
“ the **Premier Place.**

Ceylon Greens Lead the Market

Place them side by side with other
growths and you will prove them
Incomparable.

CEYLON TEAS (Black and Green)
are the “Premier Teas” for the progressive
grocer.

A Delicious Cup of Coffee

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

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

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

"EAGLE"



FOR NEARLY 50 YEARS

Borden's Brands

have held the confidence of the consumer and the trade. The only reason for this is that they are **ABSOLUTELY** the most perfect milk products made—

They pay you the best profit because they bring you repeat orders.

WILLIAM H. DUNN, - MONTREAL

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

JOS. IRVING, 92 Wellesley St., TORONTO

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

"PEERLESS"



It isn't how much you do, but how well you do it, that makes you successful. In other words, **quality counts**. With the best interests of your business at heart, you would naturally select on this "quality counts" basis,

Chase & Sanborn's High-Grade Coffees

Chase & Sanborn

The Importers, - - MONTREAL

Why are You Working

late and early, day in and day out, year after year, behind the counter, in the office, or where you will?

The "why" is obvious. You are working

To Build Up Your Business

to increase your connection, to gain the confidence of and give satisfaction to your customers.

That connection when established is a valuable asset, the "good-will" you call it. It is worth dollars to you.

This is one more "WHY"—

why you should sell **Old Homestead Canned Goods.**

The **Old Homestead Brand** will help increase your connection.

The **Old Homestead Brand** will give satisfaction to your customers.

The **Old Homestead Brand** will make the building up of your business easy—because **Old Homestead Brand Canned Goods** possess every element of quality, are honest goods put up by the best processes, and are incomparably the finest goods on the Canadian market.

Don't destroy the effects of all your years of hard work by taking chances on inferior or common canned goods.

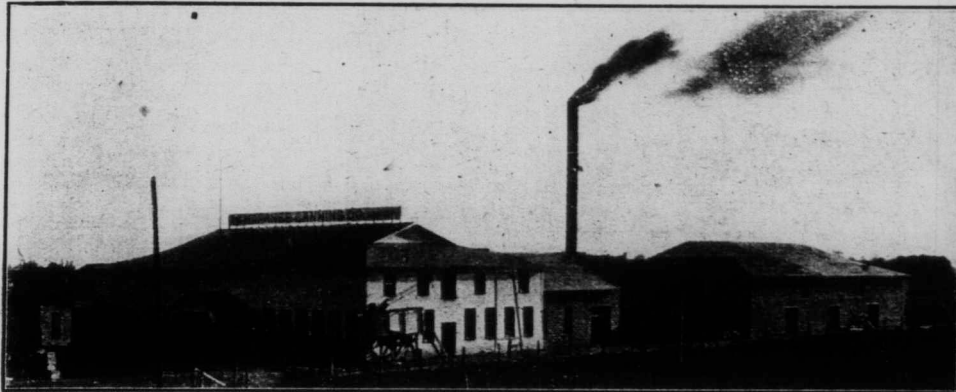
Insist on having **Old Homestead Brand.** Ask your jobber for the **Old Homestead Brand.** If he will not supply you write us direct for a trial order.

The Old Homestead Canning Co.
Picton, Ontario.

Corn and Tomatoes

The brand that leads is

Canada's Pride



This is not an empty boast but is our honest opinion, founded on the care with which we have selected the best of the crop, the way we handle it, and the superior equipment of our factory. Then, again, we have designed a label that will sell the goods for you.

CANADA'S PRIDE is a brand that will satisfy the daintiest palate. Just taste it and test it.

Your Jobber has the Goods ; If Not, Write Us Direct.

NAPANEE CANNING CO., LIMITED, NAPANEE, ONT.

W. A. CARSON, MANAGER.

SARDINES

There has been much talk lately about Canadian Sardines, as regards **QUALITY** and **PRICES**.

The "Golden Rule" Brand is **PERFECT** in quality, and in price **MEETS ALL COMPETITION**. Every can guaranteed.

Ask your wholesaler, and if unobtainable, **WRITE US DIRECT**.

J. W. WINDSOR, Montreal

There are a lot more grocers handling "**BEE**" brand goods to-day than when we addressed you through these columns before. **WHY?** Because

"**BEE**" brand goods pay you the profit and give the satisfaction.

SNOWDON, FORBES & CO.
MONTREAL

WE MAKE CLERKS ACCURATE

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

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

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

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

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

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

A receipt printed automatically goes to every customer.

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

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

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

Cash Registers for every line of business and one price for all

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY DAYTON OHIO

I own a _____ store. Please explain to me what kind of a register is best suited for my business.

This does not obligate me to buy.

Name _____

Address _____

No. Clerks _____



"The Brand of Quality"

Canned Vegetables, Fruits, Etc.,

We are now busily engaged canning
PUMPKINS and APPLES

Our output of Peas, Beans, and Tomatoes ("Threes") are all sold, but we still have For Sale about $\frac{1}{2}$ of our pack of Choice Tomatoes ("Twos") which we are offering at a very low figure.

Insist on getting the "Essex Brand." If your dealer cannot supply you, write to us.

THE ESSEX CANNING & PRESERVING CO'Y.

LIMITED

8 WELLINGTON ST. EAST, TORONTO - CANADA

Factories at Essex, Ont.

Agents

Toronto:

Anderson, Powis & Co.

Hamilton and Winnipeg:

Alfred Powis.

Vancouver:

C. E. Jarvis & Co.

Edmonton:

Bedlington & Fisher

St. John, N.B.:

J. T. Lyle

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

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.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private board \$12 to \$14 per week.

BOARD AND ROOM

"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA
Terms moderate. Also furnished cottages.

THE AMERICAN HOUSE

A. PASCHAL (Prop.) HAMILTON, BERMUDA
Centrally located. Open all the year round.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL.

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co 29 Broadway, New York.

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BRITISH AMERICA
ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,043,678.59.

LOSSES PAID SINCE ORGANIZATION, \$25,868,544.80.

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WESTERN ASSURANCE COMPANY.
Incorporated 1851

FIRE
AND
MARINE

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Ont.	Annual Income	3,890,000.00

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The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address: City Hall, Montreal, Que. Absolutely private treatment.

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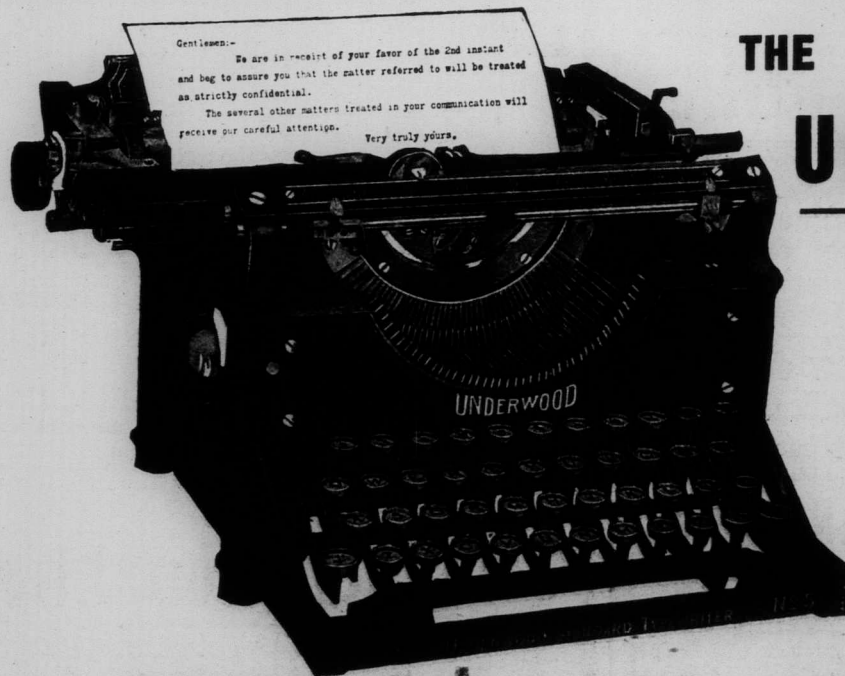
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Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

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Autumn Leaf Brand Canned Goods

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

THE FRANKFORD CANNING AND PACKING CO.,

Independent Packers

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

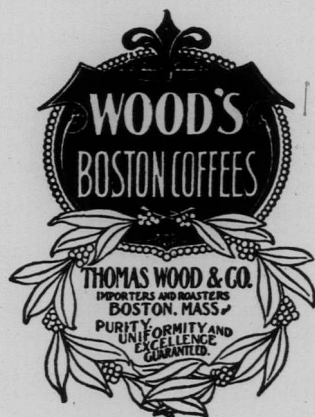
You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

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YOU CAN, BUT WILL YOU?



You ought to make More Money out of Coffee than from any other line in your whole Grocery Business.

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Use WOOD'S COFFEES and our Method of handling them. Our Method at once becomes YOUR Method.

Our Methodical System for Pure Goods helps every Grocer who ever traded with us. Try it and prove it to your own satisfaction.

CANADIAN FACTORY AND SALESROOM
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200 CANDLE POWER OF CLEAR, STEADY LIGHT

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

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

Satisfaction Guaranteed. Send for Catalog.

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ELECTRIC POWER COFFEE MILLS

FISHER CUT No. 102

This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

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

PICKLES

We have a large assortment of

Domestic and Imported

Order your requirements before cold weather sets in.

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We are Agents for the famous

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### Pickles and Sauce

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Warren Bros. & Co.

Wholesale Grocers

35-37 Front St. East

Toronto

SHIPPING FRUIT FROM EAST TO WEST

Some Interesting Pointers.

THE following particulars are extremely interesting and instructive. If Ontario fruit growers are to obtain full benefits of the large and increasing market which is opening up in the west, it can only be by putting into practice the lessons to be learned by the experiments in packing, shipping and selling herein referred to.

The fruit growers of Niagara district decided that during the fruit shipping season of 1905, a number of shipments of mixed fruits—such as apples, pears, plums, peaches, grapes, and tomatoes—should be made to Winnipeg, shipping about two carloads per week, commencing about August 15th.

It was further decided that three special shipments should be made, a man accompanying each car, noting the facilities afforded to shipments of fruit by the different transportation companies, as to matters of despatch, icing while in transit, etc., and also to report the condition of fruit and all matters of interest to fruit growers or shippers.

Despatch.

A car left St. Catharines, 7.45 p.m., and proceeded to North Bay, at which place it arrived 5.45 a.m. Sunday (having left St. Catharines on Friday). Fresh icing taking place.

The car left North Bay at 2 p.m. Sunday, on fast freight. This fast freight was due in Fort William at 1.30 Tuesday morning, but arrived there at 7.50 a.m. Here the car was again iced.

A car which was loaded at St. Catharines on the 5th—three days earlier than the one in question—only reached Winnipeg one day earlier, and was sold the same day. The one preceding that was 8 days on the road.

All this goes to show that with a reasonable effort on the part of the railway company cars of fruit can be laid down at Winnipeg from points in Ontario in five days, under ordinary conditions, instead of the 8, 9, and sometimes more, days which are often consumed in accomplishing the same delivery.

The relative rate of despatch between St. Catharines and Winnipeg of the car in question is as follows: From St. Catharines to North Bay, 34 hours, or a little less than 9 miles an hour. From North Bay to Winnipeg, 72 hours, or about 15 miles an hour.

If a car of fruit does not arrive at North Bay in time to be iced, and placed on the fast freight which leaves for Fort William and Winnipeg at 2 p.m. each day, it will remain there until same hour next day. Taking this fact, together with the slow rate of despatch from the point of shipment to North Bay, it will account for 1 to 2 days of the excessive time consumed in transit.

The time consumed in shipment to Winnipeg or west should not vary 3 or 4 days. Certain fruit at a certain

stage of ripeness, may be fair to good value; add but one day to its life and it may be almost worthless, to say nothing of three or four days, hence the great importance of despatch in special fruit shipments.

Conditions of Fruit and Marketing.

The car was placed at the Ottawa Fruit Exchange Warerooms, Winnipeg, during the night of the 13th, and opened next morning. The fruit was in good condition generally. Owing to a dull market it was decided to sell only the ripest fruit and leave balance, which was disposed of the following day. Owing to the large quantities of tomatoes shipped in from all sides, the demand for that commodity ruled very weak. Ripe lots sold fairly well, but half ripe or green were not wanted. Unfortunately a large percentage of tomatoes in car were shipped quite green, growers expecting that ripening and coloring would take place during transit, but this was not the case, however, as many opened up almost as green as at points of shipment. Green tomatoes will not command the highest price. Dealers say that there is danger of green tomatoes decaying rather than ripening.

Pears.

Pears in baskets showed ripeness, but sold readily at fair prices, while those in bushel boxes were more firm and commanded even better prices. The boxes referred to are the apple box size.

There is no question about the desirability of wrapping in paper. In every case wrapped fruit turns out in better condition generally.

As to the proper stage of maturity of fruit, while some lots that showed signs of ripeness at point of shipment arrived in a firm condition, this cannot be said to be the case generally. It is not advisable in long distance shipments to ship pears that show signs of ripeness. Dealers who pay high prices for such fruit want a reasonable time to turn over the goods at a profit. They will not take chances on fruit that is already ripe, but want something firm that will stand up for a few days at least.

Peaches.

The peaches arrived in fine condition, the fruit was fairly attractive, although small, on account of being picked immature. While the west is not the best market for Ontario peaches, there is no reason why large quantities cannot be marketed there with profit, providing that growers exercise care in selecting and packing.

Grapes.

The grapes in car were mostly "Moore's Early" and sold fairly well, although showing signs of ripeness. In most of the baskets shelling had taken

place, leaving the stems in view. This shelling is from two causes, over-ripeness and improper packing. Where grapes are loose in the basket the motion of the car will shake the fruit from the stems, which has a very damaging effect in the appearance. For long shipments grapes should be picked on green side.

Apples.

The car contained but few apples, and as the quality of apples around St. Catharines was poor generally this season, this fruit had but little to recommend it. Prices ruled only fair. Where fruit was of good quality, packing properly done, good paying prices were realized.

Loading.

The loading of the cars in question was not an easy task, on account of the many different styles and sizes of packages. Cross-walls were erected, but in two instances were broken down. In both cases this was caused by shunting in the yard in Winnipeg. Cross-walls are to be recommended and must be strongly built. If, however, the car is filled level and solidly through with one style of package, cross-walls may be dispensed with, but even in this case they help to prevent swaying of the packages, caused by the constant motion of the car. This often does much damage to fruit in weak packages, especially where heavy loading is practised. Decking cars for basket fruit strikes one favorably. The additional expense will be more than met by the improved condition in which the fruit will last; dividing the weight and affording better ventilation are two important conditions.

Many of the refrigerator cars now in use have only the smooth surface floors. I would highly recommend the slatted bottom for two reasons: First, as a better means of ventilation; and, second, to protect the lower tier of packages from water and dampness, often caused by tanks overflowing. It is quite common for a lower tier of baskets to show mould and sometimes damaged fruit, from above causes. Where the car floors are covered with narrow strips, cross floors should be used, without which the lower tier of baskets are sure to be damaged. The common half-inch lumber will serve for this purpose.

General Observations.

While the packing of the fruit in the shipment in question was fairly well done, this cannot be said of the general pack from Ontario.

From close observation and watching sales at the different warehouses in Winnipeg, there are what the fruit grower would consider two good profits in the difference of prices obtained for fruit packed freshly and tightly, showing a plump and attractive appearance, and that put up in a loose and slovenly

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

IN **CAKES** WELL KNOWN AND RELIABLE.

DURABLE ECONOMICAL
3000 TONS SOLD YEARLY

STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

IN **TINS** GUARANTEED TO THE TRADE

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

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

MORSE BROS., Proprietors. Canton, Mass.

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

manner in unattractive packages. The latter do not come into competition, only between the poor class dealers, and Ontario growers who will persist in putting their fruit on the market in this condition must be satisfied to remain amongst the poor class growers.

Surely this fact is well worth turning over in the minds of growers. Attention was drawn to two lots of apples in boxes sold by auction. The first realized 50 per cent. more than the second and was packed in tiers, California style; fruit of uniform size tightly packed. The other lot was of what is known as "rough pack" and not tiered. When the cover was removed the face apples had fallen in and were displaced. No doubt these two lots were practically of the same value when on the trees, and the failure of one lot to realize as much as the other was entirely due to the packing.

Branding and Stencilling.

Attention of shippers should be called to the desirability of having all packages neatly branded and stencilled. A car of apples in barrels shipped by growers in Brockville district, had the markings on barrels entirely in lead pencil. While the fruit was of fair quality the neglect to brand and stencil neatly cost the farmer 50 cents per barrel. Dealers view with suspicion packages so marked and often pass by fruit of fine quality on this account.

The Box as a Package.

The box as a package for apples is slowly but surely coming into general use. The principal reason for its not growing in favor more rapidly is the fact that the packing has been very faulty in Ontario box shipments so far, both to the western and European markets.

It is to be hoped that the efforts of the fruit division in employing Mr. B. T. Boies, of Vernon, B.C., to give practical demonstrations of box packing will do much toward bringing the box to the front as a package. From experience and observation there is no hesitation in saying that the box is the only fit package for early fruit shipment and the best one for fancy fruit. One shipper to the west received nothing for the fruit, and only 10c. each for his barrels. This was caused by the heating of the fruit in the barrels. If this same fruit had been put in boxes and properly cool-

ed, it would have been landed in fine condition.

The West as a Market.

Shipping fruit to the Northwest is now well past the experimental stage, and Ontario shippers and growers can safely regard this as a great market for fruit of all kinds. The western dealers say in substance: We have no No. 2 trade here; our people are all wealthy. Send us good fruit honestly and well packed, and we will give you in return good paying prices.

The present season a number of shipments of Ontario fruit have found their way to new markets, and this will go on increasing as the transportation facilities improve, until in a few years hundreds of cars will be shipped direct from the Ontario orchards to the consumers, instead of as in the past having to be re-shipped from Winnipeg. This involves extra handling of fruit and extra time in landing shipments at their destination, as well as increasing prices.

Under such circumstances dealers were often compelled to pay extremely high prices for damaged fruit. From all this it can be readily seen that there is a general improvement in sight, and the Ontario fruit growers will do well to meet the situation and take advantage of what I consider the great possibilities by first caring for their orchards so that a higher class article can be produced, and then put on the market honestly and well packed, in neat and attractive packages. There are now new conditions and new methods should be adopted, and the cheap disreputable practices so generally in evidence in past year shipments must be discarded.

NOTES WORTH NOTING.

There has never been a season in the history of the industry in which the farmers of Canada have been able to get such a high average price for cheese and butter.

The total number of packages of butter purchased were 701,803, at an average price of 21½ cents a pound, or \$12 a package, making a total value of \$8,412,000.

Lord Strathcona, writing to the Central Chamber of Agriculture in reference

to the butter bill, said that the Dominion Government feel that the provisions of the bill if adopted would be greatly in the interest of the Canadian butter trade, and they would regard the passage of the bill into a law with much satisfaction.

Canada is likely to have another new and important industry at a very early date. A meeting of capitalists, some of whom are British, was held at the King Edward Hotel, Toronto, a few days ago and a decision arrived at to form a company for the manufacture of soda ash and several kindred and similar products. At present about \$4,000,000 worth of these products are imported, and as Canada possesses the two chief factors in their production, salt and lime, it is believed the articles can be successfully and economically manufactured here.

A shortage in the egg supply loomed above the horizon some weeks ago in Vancouver, B.C., and as a result the price went up to 50 cents per dozen. This is the usual thing at this season of the year, and the only immediate result was the putting of his hands further down in his pockets by the purchaser.

But even at 50 cents the hens refused to do their duty and a practical famine prevails. Dealers in the heart of the city report no fresh eggs at all, and those on the outskirts report the supply to be very small and extremely fluctuating. Eastern eggs are in fair supply and sell at from 30 to 35 cents per dozen.

Prof. Ruddick, Dominion Dairy Commissioner, paid a visit to Brockville last week. He said that the Government cheese cool curing stations may or may not be continued, as they have about filled their mission.

"The great drawback we have now to contend with," said Mr. Ruddick, "is the standard of the factories. The makers are, for the most part, very bright, intelligent men, and have assimilated the pointers given by instructors and to-day they are superior to their equipment. The equipment is gradually being improved, but in many cases the milk producers are not getting the results they might and it would pay them to pull down the old factories and erect new ones with all the modern facilities and conditions for producing the best article of cheese.

California Seeded Raisins

We have them—**Buffalo, Polly and Royal Brands.**

Also in store this week: **Half-Barrels Sea Trout, Roquefort Cheese, English Rock Candy, Horehound Candy.**

LUCAS, STEELE & BRISTOL, - Hamilton

PICKLES

There is but little time to get in Fall supplies of Pickles before colder weather sets in.

We have a large and well assorted stock and prices are attractive.

Travellers have full particulars.

Bulk 1-2-3-5-10 gallon pails
Sour Mixed
Sweet Mixed
Chow

Bottled Crosse & Blackwell's
Rowat's
Heaton's
Gillard's
Flett's
Hannah's
Williams Bros. & Co.'s
Lytle's

JAS. TURNER & CO., HAMILTON

Ask for "Le Rayon D'OR"

VIRGIN SUBLIME OLIVE OIL

From our own productions in
BARI, LUCCA AND NICE
Purity guaranteed

Order through your jobber. If he cannot supply you it will be sent to you direct.

Address:—J. RUSSELL-MURRAY, 6 St. SACRAMENT ST., MONTREAL, exclusive representative in Canada for the World's Famous brand, "Le Rayon D'or" Virgin Sublime Olive Oil.

MENGERT, CAGNOLI & CIE., FORMERLY SUAUT & CO.
NICE, France. PRODUCERS AND PACKERS

Sultana Raisins

New Goods "Fine," "Choice"
Prices Right

THOMAS KINNEAR & CO.

Wholesale Grocers = - TORONTO and PETERBORO

MAPLE SYRUP

Imperial Brand.

Packed Wine Measure—Square Tins.

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

Packed Wine Measure—Round Tins.

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

Imperial Measure.

5 gallon tins, 1 to case	4 50
--------------------------	------

Beauce Brand.

Packed Wine Measure—Round Tins.

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

Imperial Measure.

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

Semper Idem Brand.

Packed Wine Measure—Round Tins.

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

Imperial Measure.

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

Syrup in barrels, 27 gallons	5 1/2 c. lb.
Syrup in kegs, 12 "	6 c. lb.

Fancy Table Syrups.

Tea Rose Drips.

Tins, 6 gallons (Wine Measure), per case	\$3 20
" 12 1/2 "	3 65
" 24 quarts "	3 85
" 24 pints "	2 00
" 5 gallons (Imperial Measure), "	3 00
350-lb. bbl., "	per lb., 3 1/2 c.
600-lb. bbl., "	3 1/2 c.

Kitchen Brand N.O. Molasses.

2-lb. tins, 24 to case, per case	\$2 00
3-lb. " 24 "	3 00

West India Molasses.

2-lb. tins, 24 to case, per case	\$2 00
3-lb. " 24 "	3 00

We are headquarters for Maple Products. Write us for discounts and terms. It will pay you.

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

BUSINESS PERSONALS.

THE Petrolea Packing Company's works were totally destroyed by fire on October 31st. The loss is about \$100,000. No one was hurt, but there were many narrow escapes. The fire will throw about one hundred persons out of work.

The following companies are interested: Northern, North British, Royal, Caledonian, Norwich Union, Mercantile, Atlas, Queen's, British American, London Mutual, Home Alliance, Western, Commercial Union, Waterloo Mutual, Equity, Merchants'. The loss may reach \$125,000.

Isaac Adler, grocer, Montreal, Que., has been burnt out.

Myles McCarron has accepted a position with the Wallaceburg Sugar Company as traveling salesman.

Vincent & Muloin, Joliette, Que., had their stock of groceries and liquors damaged by smoke and water; partially insured.

John H. West, general merchant, Scour Hill, Somerset, Bermuda, has removed to Roseau, Dominico, where he has opened up business as import, export and manufacturers' agent.

The Empire Salt Co. have made arrangements for a considerable enlargement of their plant next season. They will build additional buildings and engage in the manufacture of two other grades of salt in addition to the grades already being manufactured.

James Gallagher, proprietor of a grocery store at 463 King street east, Toronto, was crushed between two freight cars at the Cherry street level crossing on the 4th inst. and died from his injuries after having been removed to the General Hospital in the ambulance.

Robert Christie, president of Christie, Brown & Co., Limited, has been appointed a director of the Dominion Bank in the stead of the late William Ince. The other members of the directorate of this prominent financial institution are E. B. Osler, president; W. D. Matthews, vice-president; A. W. Austin, W. R. Brock, T. Eaton and J. J. Foy.

R. D. Ferguson, of Port Stanley, has purchased a large block of stock in the



UPTON'S

HOME-MADE

Jams, Jellies

and

Orange Marmalade

have the true fruit flavor.

They are sold by the leading grocers all over Canada.

Malaga Fruit

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

Eric Flour Mills and the company will be reorganized. John Campbell, who established the mills and has managed them for the past 23 years, will shortly retire from their active management. Asked as to his plans for the future, Mr. Campbell had nothing to say but that he was tired of business. The new president and manager will be selected at a meeting of the board of directors to be held later.

THE G.T.R. AND ONTARIO MILLERS

THE failure of the Grand Trunk Railway to meet the requirements of the grain situation has wide-reaching effects. While the loss to owners of lake vessels by delay in discharge is one of the large factors, the loss to small millers in Ontario is probably one of the most severe results.

To a miller whose operations are on a small scale the loss of even a day's operations is an important factor in the year's result, but when he is forced to leave his mill idle for weeks, the whole profit on the year's operations may be jeopardized.

The Railway Commission has ordered its expert to inquire into the charges of discrimination in car supply between exporters and millers, and no doubt justice will be done as between these parties some time, but will that time not be too late in many cases? While it may be the duty of the commission to

hold the balance even, it would appear that there are reasons for exceptional favors to some Ontario millers.

For instance, cases are cited by grain dealers, and will probably be investigated by the Commission, in which millers with orders for flour for the Georgian Bay have for a month been unable to secure delivery of the grain needed. This flour is intended to supply a district which must get in its Winter supplies before navigation closes. Surely this case requires exceptional and immediate inquiry, and, if correctly stated, immediate relief.

The situation seems, too, to offer room for independent inquiry by the commission. Rightly or wrongly, the feeling exists in the Province that it is injudicious for individual millers or grain dealers to make complaints against the company, that by coming out openly in complaint a miller or shipper puts himself under the ban of the company's officials, and can expect at the best nothing more than ordinary treatment in the way of car supplies. When ordinary treatment means the delay it involves to-day, it is not unnatural that these individuals hesitate to state their complaints openly. Under ordinary treatment the company's officials seem able to find innumerable excuses for non-supply of cars, and these individual shippers hesitate to incur the risk of finding the supply still further

reduced by additional excuses inspired by a feeling of antipathy.—Toronto Globe.

MR. MARSHALL'S NEW POSITION.

MR. C. L. MARSHALL has assumed the management of the agency department of the A. F. MacLaren Imperial Cheese Company. Both Mr. Marshall and the Imperial Cheese Company are to be congratulated. Mr. Marshall has had an extensive experience in the wholesale grocery business and his ability is widely recognized. He was for thirteen years in charge of the sample room of Warren Bros. & Co., Toronto, and during the last eighteen months was buyer for the Western Brokerage Company. His connection with the latter company brought him into touch with shippers the world over. This experience will naturally be valuable in his new capacity.

The appointment of Mr. Marshall to the agency branch of the MacLaren Imperial Cheese Co. was necessitated by the rapid growth of the agency business of that company. The president and general manager of the company is Mr. Henry Wright, who is one of the most energetic and aggressive men in the grocery and allied trades to-day.

The organization of the company is so complete that any article can be easily and effectually placed on the market.

Tartan
BRAND

Consult our
 Travellers before buying, or phone our long
 distance phone No. 596 for information.

OUR STOCK IS COMPLETE, ALL GOODS REQUIRED FOR

CHRISTMAS TRADE

FIGS—all kinds
 MALAGA RAISINS—all kinds
 SELECT VALENCIAS
 SULTANA RAISINS

CURRANTS
 PRUNES
 APRICOTS
 PEACHES, PEARS, PEELS

Also we are agents for **WAGSTAFF'S MINCE MEAT**,
 the most delicious ever manufactured in Canada.

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

Superlative Value

Some teas are good, others are better; but there's only **one best**—
Superlative value—

Blue Ribbon Ceylon Tea

That "rich and rare" flavor of **Blue Ribbon Ceylon Tea** creates **instant** and **permanent** satisfaction.

When customers ask for the **best tea** give them Superlative value—**Blue Ribbon Ceylon Tea**. They will ask for **no other** afterwards—**no other but Blue Ribbon**.

PROGRESSIVE RETAILING.

THE COUNTRY STOREKEEPER AND COLLECTIONS.

THE successful country merchant is invariably a man who gives close attention to the collection of his accounts; and the country merchant who cannot meet his obligations is mostly always a fellow who has so many other things to look after, he neglects the all important branch of his business—the collections.

The ambitious merchant is anxious to carry on a large business, and studies the best means of securing a large patronage.

The live merchant is a hustling fellow, who prides himself on being able to attend to the wants of four customers while his best clerk is waiting on only one.

The shrewd merchant is a person who buys flour a little less than the fellow across the way, and can always easily satisfy the most fault-finding patron.

The dickering merchant is a chap who knows the value of a colt, a beef critter or load of hay, and knows how and where to turn either to a customer at a neat profit.

And the lazy merchant is one who will always interest a customer with a story of the latest gossip about the Corners, but never has time to "post up" his

books, so a customer can settle an account, until the customer makes several attempts to "pay his store bill."

All these merchants have ability, and as a rule are good, keen, sound business men, and while some are really hustlers, they nearly all neglect that essential department—the collections.

The country merchant is usually a man who represents many characters, serves in different spheres of life, and represents many more different persons. To his customers he must be provider, legal adviser, banker, guardian, friend and benefactor. His customer wants provisions and dress; he must be ready to supply those wants. The customer is having property troubles, and he naturally goes to the merchant for an opinion on the proper course to pursue in preference to consulting a lawyer.

Another has come into the possession of a little larger amount of money than he usually has on hand, and he makes the merchant's safe his depository instead of leaving it at a bank. A day laborer who is offered work by different concerns will seek the suggestion of the merchant as to which concern it is advisable to sell his labor. A customer is in need of a few dollars in cash until "pay day," and he solicits the friendship of the merchant for an accommodation. And the man who is out of employment and has a sick family on his hands will almost always depend on the benefaction of the merchant to supply

him with the necessaries of life to carry him through his misfortune.

The patronage of the poor man is just as desirable as that of the rich. He will pay, if his mind is kept on the account. The poor man will get in debt and frequently is unable to pay, but then it is not always his own fault. Because a man owes a debt and cannot pay it is not a sign that he is dishonest. A debtor is not a scoundrel because he cannot pay.

The average man is honest, and the average man who gets trusted at a country store, at the time he procures the credit intends to pay. He may not do so, but then it is because the merchant allowed him to run up so large an account that the poor man cannot get enough ahead to pay. The merchant is really the one that is to blame for this condition of affairs, because he has allowed him to live beyond his means. The customer earns and has enough income to pay current ordinary living expenses, but can spare nothing to pay on an old account. The average laboring man is honest, abhors a debt, does not mean to live beyond his wages, but is heedless, thoughtless and is a fellow that needs a guard on his account.

Then is the time the merchant is a guardian; he should watch the account and caution the man to not allow the account to exceed the amount of his monthly wages. A customer is always surprised at the amount of his store bill, until he looks over it item by item, and will then feel that he has been imprudent and bought too freely. Is there

Something
decidedly **NEW—**

MACONOCHIE'S

PANYAN PICKLE

A delicious appetizing PICKLE—different from anything else on the market.

—Handsomely lever top bottles—Pints and Half-Pints—

It's bound to sell—Include a case with your next order—JUST FOR A TRIAL.

Talking
about
PICKLES

Reminds us—we have some interesting quotations on

MIXED and CHOW—5 gal. Pails

It will pay you to put in your Winter Supply now.

THE EBY, BLAIN Co., LIMITED—

**WHOLESALE GROCERS,
TORONTO**

any reason why so many merchants that seem to have a large and prosperous trade are forced out of business? Yes, they do not watch their accounts, and neglect the collections.

THE PEANUT HARVEST.

PEANUTS are harvested this month. When it is remembered that Americans consume annually more than six million bushels of peanuts grown in Virginia and other Southern States, at a cost of more than \$14,000,000, it is not to be wondered that a short crop has caused the producers to demand a high price.

In suitable soil the peanut will grow in any latitude where Indian corn will thrive, but a good crop depends entirely on the climate. It has been found that where the land is properly prepared there is little to be done in the way of cultivation after the seeds are placed in the ground.

It is always a nip and tuck race with Jack Frost to get the crop harvested before he shows his work, for a biting frost injures the nut and lessens the value of the vines for forage purposes. Plows are made for harvesting the crop. The plow is long and keen and goes deep into the soil, thus preventing the bruising of the nuts. As the plowman loosens the vines from their beds laborers with pitchforks follow him and remove the vines from the earth, shake off the loose soil and pile the vines with their roots laden with nuts in great piles.

These workers are followed by others, who take the nut laden vines and shock them around seven foot poles. When the shock is finished it is capped to keep out the rain, and the shock is left undisturbed until ready for the pickers, who are generally women and children and are paid so much per bushel.

The picking of the nuts is slow and tedious work and one of the largest items of expense to the grower. Some planters have invested in threshing machines, but nuts picked this way are not as marketable as the hand picked, the machine cracking and breaking the hulls.

In former years most planters had the nuts cleaned before sending to market, but since the establishment of peanut factories the nuts are brought in just as they are picked from the vines. The factories, which are in fact recleaners and graders, buy the output of the planters as farmers' stock, and after a treatment of cleaning, polishing and sorting by both hand and machinery the nut is ready for the consumer.

The factories are four story buildings, but the machinery is neither costly nor complicated, consisting of fans, brushes, polishers, sifters and separators. As the great load of nuts are brought to the factory they are sacked and carried to the top floor by elevators, where the nuts are dumped in large hoppers. Then they pass into large cylinders on the next floor, where they are cleaned by attrition, fans taking out the dust as they pass around the cylinders. From this floor the nuts pass on to tables on endless movable belts. At these tables

the hundreds of negro women and children pick out the discolored and faulty nuts and allow the better ones to pass on into a grader which grades the nuts as to size.

Through all this machinery the nuts have been polished until they come out looking as clean and polished as a pearl. In this condition they are placed in chutes, running to the lower floor, where they are sacked in burlap bags which have been stencilled with the names of the several brands, and are ready to be shipped to the cities throughout the country.

Every year the crop is becoming more valuable, and while almost all Americans are peanut eaters, great inroads are being made on the crop by its utilization for other purposes. Millions of bushels are now being used in the Old World for the production of oil, which is regarded as fully equal to olive oil. The meal or cake, after the oil has been pressed out, is an excellent food for cattle.

At least three million dollars may be added to the value of the peanut crop as a direct benefit to the farmer, who turns his hogs into the fields as soon as the crop is harvested. The nuts left in the ground furnish sufficient food for almost the entire winter. The razorbacks get down to business when they are hungry, and with their long snouts turn up the ground, finding the nuts where they had been pulled from the roots of the vines. The vines are carefully saved and cured, making excellent forage for all kinds of live stock.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

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

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

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

TELEPHONE M 3960

MINCE MEAT

Apples are scarce and high in price. This will make demand for Mince Meat better. We are charging no more for it than we did last year, and for good Mince Meat our price is low. When we say "good" Mince Meat we mean what we say—it is good. You cannot buy any better fruit, meats or spices than we use in making it. Try it. Send for our prices and you will want more.

F. W. FEARMAN CO.,
HAMILTON LIMITED

USE ONLY THE BEST



is the **STANDARD** article
READY FOR USE
IN ANY QUANTITY.

For making soap softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

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

ALWAYS PREPARED

to furnish prices on car lots or less in

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

OUR MOTTO :

Prompt shipment and one quality, namely, the best

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

73-75-77 Colborne Street

Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Montreal, Nov. 9, 1905.

THE cheese market has recently developed unusual strength for this season of the year, just when it was natural to expect more reasonable prices for late October made goods. All the country markets advanced sharply and evidently there are to be no cheap cheese to be had this year.

It has repeatedly been pointed out in these articles that the situation on cheese is strong and healthy statistically and that prices must surely advance. This advance has come much sooner than generally expected, which simply bears out the assertion that available supplies are inadequate for the consumptive demand.

As soon as our markets commenced to show firmness and resisting a decline, orders commenced to come in from the United Kingdom almost on best terms, and the result was eager competition of buyers at country points at steadily and quickly advancing prices.

There are no reliable figures at hand to estimate the stocks or available supplies of cheese on either side of the Atlantic, but some large operators who should know something in this direction figure our shortage in Canada at about 200,000 boxes as compared with last year. This includes the much lighter holdings at country points, as owing to the high prices prevailing the cheese factories have shipped out their product much closer than probably ever before. Stocks as reported from the different centres in Great Britain also show a marked decline as compared with this time a year ago, and as trade conditions in the United Kingdom are favorable there is apparently no cloud in the horizon to cause any anxiety about a probability of declining prices.

It would probably have been better for the general trade had prices remained moderate on present offerings of late made goods. The effort was made by our merchants to bring prices down rather than to advance them, but the pressure of demand from British importers was so strong that this effort failed utterly, and now the holdings on this side of the Atlantic consist mostly of high priced goods for which a profit will be demanded by the holders unless the stocks should prove too large later on for the consumptive demand. From the foregoing remarks this does not seem probable and the future prospects are at present decidedly in favor of higher prices during the coming Winter months.

The different markets in the United States also report a considerable shortage in supplies and as their prices are a long way above the prices in Canada, the argument that they will have no goods to spare for export seems reasonable. Their home consumption is said to be able to absorb all their supplies and probably more, so that very much higher prices are probable in the United

States before the new season of next year can open.

Mail advices just at hand from the different markets in Great Britain are still "bearish" in tone, yet within a few days after these reports were written the orders came in by cable at advancing prices, which shows how easily the British importers are influenced by advices from this side. They know they are in need of goods to supply their natural trade, and if they find that they will not be able to get their supplies any cheaper in the future, they will take them at best possible prices and take their chances on future profits.

There is likely to be a period of extreme dullness ahead of us, especially after the close of navigation, but when stocks in British markets commence to show a steady decline there will be renewed buying orders and then it will probably mean a further sharp advance in prices.

Butter has also had a sudden sharp advance in price lately. Quality is now less desirable for export purposes, but fresh made butter is in demand for our home consumption and as the season advances we are becoming more independent of the export demand. Australian butter is commencing to arrive in larger quantities in the British markets, which makes them more independent of Canadian butter, and as our stocks are very moderate we will have barely enough goods for our home consumption. The scarcest article on our markets is dairy butter. This scarcity has existed the whole season and prices have been forced up so high that there is not enough difference between ordinary dairy butter and finest creamery, yet the demand was for a lower priced article and arrivals of dairy butter were invariably sold out quickly at steadily advancing prices, so that now there is but very little left here and prices are largely nominal.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

October 28, 1905.

Butter.

The position of the butter market, both as regards Canadian and other butters, is better than last week, and the demand for saltless and salted Canadian is reported steady. Arrivals are not plentiful, which has doubtless tended to push business along in some degree, and prices are unchanged at the figures last quoted. The domestic make is short.

Yesterday's reports (October 27) state that 22,800 boxes of butter and 8,000 cwt. of cheese left New Zealand for this market two or three days back.

Butter importers here are watching with some anxiety the course of events in Russia, for although Siberian butter is not arriving in quite such large quantities as usual at this time of the year, it is possible that the disastrous rail-

way strike lately inaugurated amongst Russian railroad men will seriously impede if not entirely prevent the transport of Siberian butter through the western portions of Russia. Shortage of Siberian butter will, of course, have the effect of stiffening prices.

Arrivals of butter from all sources for the first three weeks of October show an increase of 11,096 cwt. over the corresponding period last year, and are as follows:

	Cwts.
Denmark	79,752
Canada	36,913
Russia	32,378
France	20,441
Australia	19,341
United States	14,095
Argentina	1,095
New Zealand	1

Bacon.

Business transacted during the past week has not been very heavy in volume, reports from some quarters being to the effect that there has been a decided lull. The shortage of supplies to which reference was made a week or two back, has of course had the effect of putting prices away up, and consumption is being curtailed considerably as a result. Reference is being made to Canadian bacon, price of which has within the past few days been within 2 to 4 shillings of finest Irish and Danish product. Prices must be expected to become lower each week as the year advances to its close, and it is hoped that packers will, in order to insure sales, do their best to lower the price of hogs.

Light weights in particular are very unpopular, and to quote from one who is in a position to speak with authority, "it is a wonder to merchants on this side why packers continue to purchase and ship these small unfinished pigs. If farmers would consult their own interests and feed these small pigs for a month or so longer, they would be producing a much more satisfactory article and improve the reputation of Canadian bacon."


Cheese.

There has been no great activity on the cheese market during the past few days. The demand has been fair to quiet at the quotations last given. Choicest September white is realizing 57 shillings and colored 58 shillings, with lesser grades two shillings below these figures.

Improved Storage Facilities for Canadian Produce.

Writing under date October 28th our special London correspondent gives the following important and instructive information regarding storage facilities.

"Reference has been made once or twice to the condition in which Canadian produce arrives on this market, and perhaps it would not be out of place to mention just here that within the past few months there have been great improvements completed, or nearly completed, for the reception and storage of Canadian butter and cheese, the good ef-



CHASER SOAP
Does the Work

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

CHASER SOAP

You receive a coupon worth 25 cents.

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

BUTTER

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

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
— WE ARE —
BUYERS and SELLERS

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

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.
Hamilton and Winnipeg.

facts of which have already been very noticeable.

"This is due to the enterprise of the proprietors of the Surrey Commercial Docks.

"There has been a great deal of well-merited praise bestowed upon both Canadian cheese and Canadian butter on account of the improvement in its quality, and while this improvement has in great measure been due to the efforts of Canadian producers to turn out finer quality, there can be no doubt that the greater facilities afforded by the docks to which reference is made, have co-operated to further the interests of Canadian shippers and British importers.

"When the old methods were in vogue it was the custom for Canadian liners to unload at Tilbury, some twenty odd miles from the produce markets, and the produce was then transferred to freight cars and brought to Commercial Road, where it was put up in stores without any cold storage appliance until it was required. The time and labor expended on this change from steamer to rail was

great, and naturally the quality of the goods was not improved by such unsatisfactory warehouses.

"Now, however, that is all changed. Instead of unloading at Tilbury, the Allan and Thompson liners, which carry the bulk of Canadian produce, come right up the Thames to accommodation afforded by the Surrey Docks, and unship their freight within two miles of Tooley street and Central Markets, the two great centres for produce in the metropolis. There is no longer any question of transfer to rail. Moreover, the Surrey Docks are complete with every modern convenience for the reception and storage of butter and cheese. If the produce is to be stored, it is placed in insulated chambers of correct temperature for the season. The chambers can be made warmer or colder at will. If it is desired to carry the produce away to the markets, there is every mechanical convenience for speedy and safe transport from ship or warehouse to the carts drawn up quite near. Within a very short while it has reached its destination."

PROVISION AND DAIRY MARKETS.

TORONTO.

THE demand for provisions continues good. Stocks are very short and arrivals are coming in equal only to the current demand, so that the possibility of any material fall in quotations is remote.

This week arrivals have been more plentiful, and condition reported as somewhat improved.

Long clear bacon is a little easier in price.

Barrel pork is also showing an easier tone than has been ruling of late.

Common beef is lower with still weakening tendency.

Dressed hogs are now arriving and are added to our quotations at \$7.25.

Meat—We quote:

Long clear bacon, per lb.	0 11½	0 11¼
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.		0 12
Small hams, per lb.		0 14
Medium hams, per lb.		0 13
Large hams, per lb.		0 11
Shoulder hams, per lb.		0 15
Backs, per lb.	0 15	0 16
Heavy mess pork, per bbl.	18 00	
Short cut, per bbl.	22 00	
Shoulder mess pork, per bbl.	4 50	15 00
Lard, tierces, per lb.		0 10½
" tubs "		0 10½
" pails "		0 11
" compounds, per lb.	0 07½	0 07½
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters.	6 00	7 00
" front quarters.	4 50	5 00
" choice carcasses.	5 50	6 50
" common.	3 10	4 50
Mutton.		0 08
Spring lamb.	0 09	0 10
Veal.	0 07	0 10
Hogs, street lots.	7 75	8 25
dressed car lots.		7 25

Butter—Arrivals of butter are showing greater quantities and quality is remarked as good. The closing down of cheese factories has not yet reflected fully on butter making. It is expected that at an early date creameries will be in full working with somewhat easier quotations. We quote:

Creamery prints.	0 23	0 24
" solids, fresh.	0 22½	0 23
Dairy prints.	0 20	0 21
" in tubs.	0 17	0 19

Eggs—A small quantity of new laid

eggs continue to arrive but are fetching increased prices as is noted in our revised quotations. Fresh eggs are also holding firm at 22c.

New laid eggs, per doz.	0 24
Fresh "	0 22
Pickled "	0 20

Cheese—The domestic cheese market has shown considerable strength since our last report, advancing some two or three points. There is apparently no definite reason for this, as there has not been any very great movement in demand, either as regards domestic or export trade. It would appear to be more of the character of a market spurt at the closing of the factories as the board reports also show a firmer and advancing tendency. We quote:

Cheese, large.	Per lb.	0 12
" twins.		0 12½

Cheese Board Report.

(For week ending Nov. 4.)

Board.	Boxes.	Price.
London.	2,305*	0 11 11-16
Woodstock.	4,070	
Brantford.	1,198	0 11 11-16
Madoc.	1,791	0 11½
Tweed.	1,700	0 11 13-16
Pictou.	975	0 11½
Belleville.	3,410*	0 11 13-16 0 11½
Napanee.	1,100*	0 11½
Kingston.	8 0	0 11½
Brockville.	5,000*	0 12
Iroquois.	859	0 11½
Perth.	2,050	0 12
Vankleek Hill.	2,539*	0 11½
Kemptville.	755	0 11 13-16
Stirling.	1,200	0 11½
Campbellford.	1,300	0 11 7-16
Cowansville, Que.	315	0 11½ 0 11½

*White and colored.

MONTREAL.

Provisions—The market continues steady with fair business in all lines.

Hams are reported easier as supplies are heavy.

Dressed hogs, \$8.75 per 100 lb. for fresh abattoir killed and \$7.50 to \$8.25 for country dressed.

Lard in good demand locally and prices unchanged.

Lard, pure tierces	0 10 1/2
" " 56-lb. tubs	0 11
" " 20-lb. pails, wood (10 1/2)	0 11 1/2
" " cases, 10-lb. tins, 60 lbs. incase	0 11 1/2
" " 5-lb. "	0 11 1/2
" " 3-lb. "	0 11 1/2
Lard, Boar's Head brand, tierces, per lb.	0 06 1/2
" " 1/2-tierces, per lb.	0 07 1/2
" " 30-lb. fancy tubs	0 07 1/2
Cases, 20 3-lb. tins, per lb.	0 07 1/2
" " 12 5-lb. tins "	0 07 1/2
" " 6 10-lb. tins "	0 07 1/2
20-lb. wood pails, each	1 47 1/2
20-lb. tin pails, each	1 37 1/2
Wood net, tin gross weight—	
Canadian short out mess pork	\$19 00 \$20 00
American short out clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 14
Hams	0 12 1/2 0 13 1/2
Extra plate beef, per bbl.	11 50 12 00

Poultry—The mild weather that has prevailed during the past ten days has had an effect of curtailing shipments of all kinds of poultry.

Turkeys are scarce, but this is attributed to the fact that American buyers in different parts of the country are picking up supplies for the United States Thanksgiving Day, which falls towards the end of this month. Turkeys are quoted at 14c., extra fine 14 1-2c. Geese have a fair demand at 9c. to 10c.

Ducks are in short supply and selling from 12 1-2c. to 13 1-2c.

Chickens are plentiful at 10c. to 12c. and fowls from 9c. to 10c.

Butter—The market has shown an improvement this week. This is due more to local demand than foreign inquiry. Export orders are light. The belief that stocks of all kinds of butter are light on this market is strengthening the prices here. Rally fancy makes are unobtainable at less than 23 1-2c. Good to fine creamery is firm at 22 1-2c. to 23c., and

choice at 23 1-4c. Dealers generally are of the opinion that stocks held here are only equal to the local demand and are using this as an argument for maintaining firm prices.

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

Eggs—A good trade is reported locally for eggs. The export demand is also unusually good. The English demand is heavy and shippers are kept hustling to get them out before close of navigation. Straight gathered No. 1 are quoted at 21c.; No. 2, 19c. to 20c.; and select fresh, 24c. to 25c.; some pickled eggs are selling locally, Montreal lined at 20c. to 21c. and Western, 19c. to 20c.

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

Cheese—The market is firm. Quebecs are selling at 11 3-4c. to 11 7-8c. and Townships 11 7-8c. to 12c. and 12c. to 12 1-8c. for Ontarios. The high price of 12c. was paid on the Brockville board this week and this appears to be an indication of the general feeling on the various boards. The local demand is steady. Export business is on the quiet side.

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

WINNIPEG.

Creamery Butter—As predicted last week, there has been a sharp advance in the price of creamery butter. Since last issue went to press the price has advanced 2c. per lb. The reason is to be found

in the small supplies on hand and the brisk demand. Selling prices to the trade are now quoted as follows:

Finest fresh creamery, in 56-lb. boxes	0 26
" " in 28-lb. boxes	0 26
" " in 14-lb. boxes	0 26
" " in 1-lb. bricks	0 27

Dairy Butter—Dairy butter has also

Butchers, Merchants and Hide Buyers

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

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

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

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters
5-7 Market St., HAMILTON

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. **E. C. HALL & CO.** MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHAM & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiters; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, ABERDEEN, SCOTLAND. Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

A. C. DOUGHTY & CO. Head Office, 20 Eastcheap, LONDON. PROVISION IMPORTERS. Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Aroughing, LONDON. Codes: A. B. C. 4th and 5th editions, A1, Western Union. Highest References.

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

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

GRIFFIN & CULVERWELL, Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US. 139 REDCLIFFE ST., BRISTOL, ENG.

Cable Address "RAPP, LIVERPOOL."
HERMAN RAPP & CO. Provision Merchants. 19 MATHEW STREET, LIVERPOOL. Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO. PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG. Kaiser Wilhelmstrasse 74-78. **Neubeck & Schipmann,** Commission Agents and Merchants.

This space \$15 per year

HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. ENGLAND. European representatives and distributors, Earl Fruit Co., California, U.S.A.

SPECIALTIES, FRESH, DRIED AND CANNED FRUITS T.A., Emulate. Codes, A. B. C. and Lieber's.

THOS. BOYD & CO., 28 KING ST., LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO. PROVISION MERCHANTS, LIVERPOOL, invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

Salter & Stokes, 19-20 King St. W. Smithfield, London, Eng
226-7 Central Market, E.C., IMPORTERS OF CANADIAN CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright

This space \$30 per year.

advanced and the local produce houses are now paying 18c to 19c. per lb. for No. 1 dairy butter delivered in Winnipeg. Lower grades command proportionately lower prices.

Lard—Prices are quoted as follows:

Tierce basis, per lb.	0 10
Small packages take the following advance:	
5-lb. tin cans, per lb.	0 00 1/2
20-lb. tin pails, in 8-lb. cases, per lb.	0 00 1/2
10-lb. " in 6-lb. " "	0 00 1/2
5-lb. " " " "	0 00 1/2
3-lb. " " " "	0 01
20-lb. net white wood pails, per lb.	0 00 1/2

Cheese—Prices are unchanged since last week. We quote:

Finest Ontario, large	0 10
" Manitoba, large	0 13
" " twins	0 13 1/2
" " small	0 13 1/2

Cured Meats—We quote:

SMOKED MEATS.

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

DRY SALT MEATS.

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

BARREL PORK.

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

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.				0 04
hocks				0 04

Eggs—Produce houses are paying 22c. per dozen for eggs delivered in Winnipeg.

VANCOUVER, B.C.

Produce—The interesting little Canadian hen, such of her as lives and thrives in B.C. is on strike still, and the result is that in spite of the balmy kind of weather, like Indian Summer carried over into November, the price of real, strictly fresh eggs, guaranteed is up to 60c. and more takers than sellers. So few are offering that 75c. could easily be obtained. Case stock of various grades from good to indifferent are on the market, and good quality brings as high as 30c.

Butter—Is in fair supply locally, with sufficient from the Northwest to meet all demands, at unchanged prices.

ST. JOHN, N.B.

Provisions—Barrel pork is rather higher. There is a good sale at this season. Domestic mess, which is preferred, has been very scarce, but is somewhat more freely offered. American has one advantage, it can be used for ship stores in bond and so is well below domestic. Considerable American beef is also sold in this way.

American pure lard is a larger stock here than for years. Canadian is, however, preferred. It is very scarce. Refined lard continues low.

Fresh butter still somewhat dull.

Mutton is low. With the coming of the winter port steamers there will be a better sale.

Veal rather out of season. We quote:

Mess pork, per bbl	\$19 00	\$21 00
Clear pork, " "	18 00	21 00
Plate beef, " "	13 00	15 00
Domestic beef, per lb.	0 05	0 07
Western " "	0 08	0 09
Mutton " "	0 05	0 06
Veal " "	0 06	0 07
Lamb " "	0 09	0 10
Pork, per lb.	0 07 1/2	0 08
Hams, " "	0 13	0 14 1/2
Rolls, " "	0 10	0 13
Lard, pure, tubs, per lb.	0 11 1/2	0 11 1/2
" " pails	0 11 1/2	0 12
Refined lard, tubs	0 08	0 08 1/2
" " pails	0 08 1/2	0 09

Butter—Some western stock is now being received. Local supplies are small. Prices rather higher. We quote:

Creamery butter	0 23	0 25
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 19
Fair	0 16	0 18

Eggs—While quite full prices are obtained market seems a little easier. Some western eggs have been received. We quote:

Eggs, henry	0 24	0 26
case stock	0 20	0 21

Cheese—The high prices have somewhat affected sales. Stocks are not large. We quote:

Cheese, per lb.	0 12 1/2	0 13 1/2
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LARD STATISTICS.

THE following table shows the estimate of stocks of lard held in Europe and afloat on the 1st inst. and also a comparison with previous years, which is of particular interest at the present moment, when lard is holding firm and short spot supplies:

	1905. Nov. 1.	1905. Oct. 1.	1904. Nov. 1.	1903. Nov. 1.	1902. Nov. 1.	1901. Nov. 1.
Liverpool and Manchester	15,500	17,500	14,000	11,000	3,500	8,000
Other British ports	9,000	9,000	11,000	2,200	700	5,000
Hamburg	25,000	26,000	20,000	30,000	2,500	12,000
Bremen	1,500	1,500	2,000	500	700	1,500
Berlin	6,000	4,000	3,000	6,000	500	2,000
Baltic ports	10,000	12,500	15,000	6,500	4,000	8,500
Amsterdam	4,000	1,500	3,000	250	700	1,000
Rotterdam						
Mannheim						
Antwerp	1,500	1,000	2,100	2,500	1,000	4,000
French ports	700	750	1,200	700	900	3,000
Italian and Spanish ports	1,000	1,000	750	500	500	1,000
Total in Europe	74,250	74,750	72,200	52,150	15,000	46,000
Afloat for Europe	80,000	65,000	75,000	50,000	37,700	55,000
Total in Europe and afloat	154,250	139,750	147,200	102,150	52,700	91,000
Chicago prime steam	53,404	92,407	29,316	44,409	9,567	26,193
Chicago other kinds	13,384	20,443	8,413	4,181	4,803	5,091
East St. Louis	1,350	2,000	750	None	None	1,027
Kansas City	7,770	3,811	2,862	2,634	2,928	4,705
Omaha	682	570	1,445	1,140	775	1,968
New York	4,356	3,374	4,416	3,863	4,458	3,345
Milwaukee	6,066	10,190	3,647	1,789	547	1,023
Cedar Rapids	.....	.....	.....	.....	.....	1,098
South St. Joseph	2,000	1,872	1,867	3,833	1,388	1,986
Total tierces	243,262	274,417	199,914	164,049	77,166	137,436
* Estimated.					(The N. K. Fairbank Co.)	

IMPORTANT LEGAL DECISION.

A DECISION was recently given by Judge Klein, which will be of interest to shippers who sell at a price "freight prepaid."

A Toronto wholesale paint and oil firm sold a barrel of linseed oil to their customer in the west, and it was shipped in good order, but arrived at destination leaking. The consignee refused

to accept or pay for the oil, insisting that the shippers should deliver him the full number of gallons invoiced. The firm who sold the goods contended that they delivered the barrel to the railway company full and in good order, and that if there was leakage it was the fault of rough handling by the carriers, and that the claim for shortage was a matter for the purchaser and the railway company to settle between themselves. The barrel of oil was, in the meantime, lying in the railway freight shed at destination and the contents leaking out. Finally the case was tried in court, and the judge decided that the consignee should pay the full amount of invoice and all costs incurred in the action.

BEE-KEEPERS MEET.

The Middlesex Beekeepers' Association held their annual meeting recently in London, for the election of officers for the coming year and the discussion of matters interesting to the beekeepers.

Mr. R. H. Smith, of St. Thomas, is the president of the association, and Mr. E. T. Barnard secretary.

Some idea of the extent of the bee industry in that part of Ontario may be gathered from the fact that in a radius of about ten or twelve miles between London and Port Stanley, 4 tons, or about 95,000 pounds, of honey was secured by the beekeepers this year. One dealer alone in Brantford obtained 59,000 pounds from his apiary.

The great market for the honey is in the Northwest. Much of it is sold to local dealers, and to Toronto firms, but the Northwest claims the greater

part of it, by reason largely of the high price that is paid for it there.

Some Manitoba honey was exhibited in London, Ont., recently, but it does not come up to the Ontario standard.

The total number of boxes of cheese taken from the farmers during the year was 2,634,767, at a price to the farmer of 10 cents a pound, or a total value of \$21,077,600.

SALE OF GOWANS, KENT & CO., THE WELL KNOWN CROCKERY HOUSE.

A STRONG combination of Montreal capitalists has been formed for the purpose of securing better control of the wholesale trade in crockery and glassware, and the old-fashioned and well-known firm of Gowans, Kent & Co., of Front street east, has passed out of existence, so far as its present partners are concerned. There will be little change, however, affecting the general public, as the business will be conducted in the same place under the style of Gowans, Kent & Co., Limited, a joint stock company having been incorporated at Ottawa with a capital stock of half a million dollars for the purpose of taking over the establishment. The names of the incorporators are given as James G. Kent, John G. Kent, R. W. McClain and S. C. Smoke, of Toronto, and Douglas Armour, of Montreal. The three persons

ed gentlemen are well-known barristers, and are simply representing their clients at Ottawa and Montreal, pending the completion of the negotiations. The other member of the firm, Mr. Wm. K. Peterkin, is at present in Europe, but his consent was obtained to the disposal of his share at the price agreed upon by his associates. The price paid for the stock and good will of the old company is understood to be upwards of half a million dollars, although no positive information could be secured as to the exact amount. It is also understood that the Montreal capitalists concerned are closely allied with the A. T. Wiley Company, of that city. The main ob-

a few concerns. Some few years ago there were fifteen or sixteen firms in the trade, but they have been drawing out gradually, until now there are but few left, about one in each of the largest cities of the Dominion. The last to withdraw was that of McMahon, Broadfield & Co., which did not resume business after the big fire of two years ago.

We give herewith a picture of the original premises in Toronto of Gowans, Kent & Co., and also a picture of the present premises at Toronto.

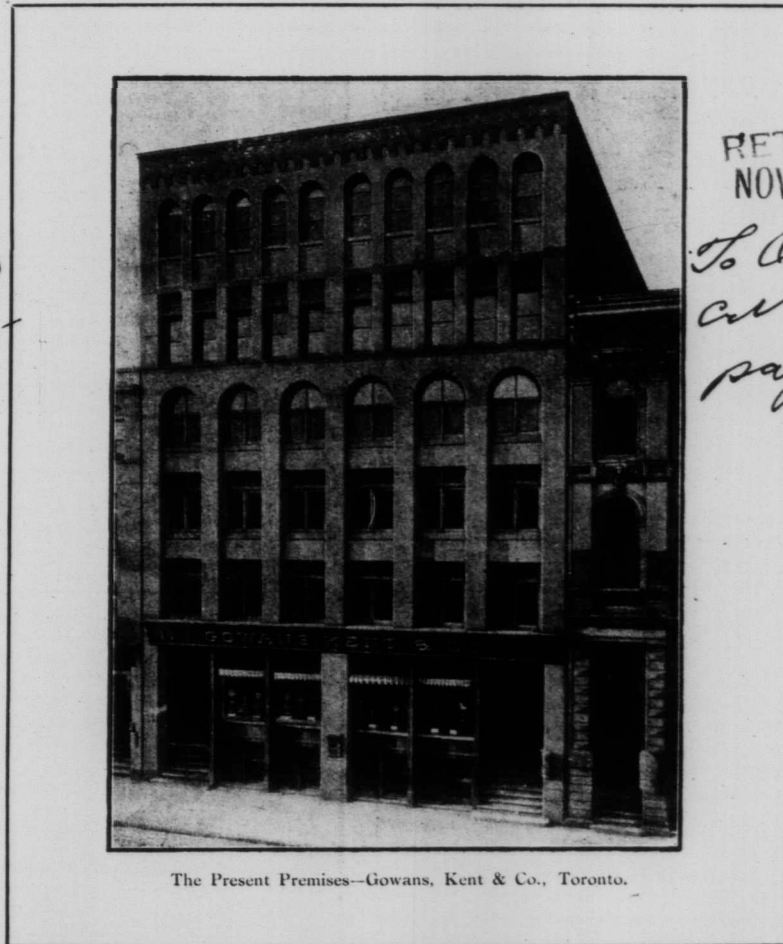
NEW INCORPORATION.

PUBLIC NOTICE is hereby given that under the Companies Act, 1902, letters patent have been issued bearing date of 31st day of October, 1905, incorporating James Gowans Kent, merchant, John Gowans Kent,



The Original Building—Gowans, Kent & Co., Toronto.

first mentioned, however, were members of the old firm, and their interests have been entirely purchased by the new concern, none of them retaining the slightest financial interest. The last-mention-



The Present Premises—Gowans, Kent & Co., Toronto.

ject of the combination is to secure more points for distribution by which an immense saving in freight rates can be effected, as well as a readjustment of the territory covered by travelers which will prevent overlapping. The Winnipeg house of Gowans, Kent & Co. is included in the deal, and it will be the headquarters of the new company for the west.

One of the conditions of the sale is said to be an agreement by the members of the present partnership that they will not engage in any similar business for a period of four years from the date of the transfer. This will further restrict the number of firms engaged in the wholesale crockery business, which of late years has become confined to only

merchant, Robert Watson McClain, merchant, and Samuel Clements Smoke, barrister-at-law, all of the City of Toronto, in the County of York, and Province of Ontario, and Douglas Armour, advocate, of the City of Montreal, in the Province of Quebec.

To acquire and take over as a going concern the business now being carried on at and from the Cities of Toronto and Winnipeg by James Gowans Kent and others in partnership as wholesale crockery and china merchants, glass cutters and decorators of china, glass and earthenware under the firm name and style of Gowans, Kent & Company, and all the property, assets, rights, credits and effects thereof, including the good will of the said business, and to under-

RETURNED
NOV 27 1905

To Owner
Call Book 4
page 94
[Signature]

take the liabilities of the said Gowans, Kent & Company in respect thereof, and to carry on and extend the said business;

The operations of the company to be carried on throughout the Dominion of Canada and elsewhere by the name of Gowans, Kent & Co., Limited, with a total capital stock of five hundred thousand dollars, divided into five thousand shares of one hundred dollars, and the chief place of business of the said company to be at the City of Toronto, in the Province of Ontario.

Dated at the office of the Secretary of State of Canada this 2nd day of November, 1905.

AN IMPORTANT CORRECTION.

IN the Special Fall and Xmas Goods number of the Canadian Grocer, a reference was made in the article entitled "The Bumper Crop and the Western Trade" to the Winnipeg Free Press' report of the season's wheat crop, and in it the yield was put at 90,000,000 bushels, whereas it is found that the Free Press estimate is in reality 80 to 85,000,000 bushels. In setting this error right we take the opportunity of quoting the report of the Free Press, as it will no doubt be of renewed interest to our readers.

Free Press Estimates Crop of 1905.

From time to time the question has been asked, "What is the Free Press estimate of the wheat crop of 1905?"

On this the 28th day of September the Free Press announces its belief that the wheat crop of 1905 will be between 80,000,000 and 85,000,000 bushels, or on an average of 20 to 21 bushels per acre on an acreage of 4,000,000.

This may appear small in view of the constant reports of 25 and 30 bushel averages, but over against these high figures must be set 12 and 15 bushel averages which are known to exist, but which are not sent in for publication.

Looked at dispassionately, even 80,000,000 bushels is an enormous increase over last year in proportion to the acreage, and is moreover a higher average than has been produced in any year over so extended a territory.

The acreage estimate of the Manitoba and Territorial Governments is a little over three and three quarter millions, but the Free Press considers this too low by at least 234,408 acres, although even that figure is an increase of 382,342 over the previous year. The Free Press estimate of 4,000,000 acres gives an increase of 616,150 over 1904 for wheat alone, or considerably more than half a million acres, an almost unprecedented record.

The yield of 20 or 21 bushels per acre, which now seems fairly assured, is greater by two bushels per acre than the average yield of Manitoba for twenty and the Territories for ten years.

In making estimates of average yields, it must be borne in mind that much of the land in Manitoba has been in crop from twelve to fifteen years and a goodly portion of it for twenty years. South-western Manitoba and Eastern Assiniboia got more rain than was good for them in June, and averages from these

sections are not so high as the farmers looked for in August last when the Free Press crop correspondents were out.

Estimates, no matter how carefully made, are guesses, and because the Free Press guessed nearly right last year, it does not follow that it is right now, but if wrong, on the side of being below the yield, no one will be more delighted than the Free Press. The trouble about making estimates that are wildly in excess of the actual returns, at the end of the crop year, is the tendency to depress prices, at the time when the wheat is leaving the farmers' hands and in that way lessening his legitimate profit for his year's hard work.

Up to the present time there has been

marketed at country elevators, 8,240,000 bushels, being 5,740,000 in C.P.R. elevators and 2,500,000 in C.N.R. elevators. Of this amount 4,420 cars, or 4,641,000 bushels, have been inspected as against 1,672 cars or 1,755,000 bushels last year. Of the wheat inspected 75 per cent. has been of contract grades, that is, No. 1 hard, No. 1 northern, and No. 2 northern, a showing that is calculated to make almost any wheat raising country green with envy.

Mr. J. W. Windsor, of Montreal, returned last Friday from Vancouver, via Portland, Ore., St. Paul and Chicago. He reports a splendid business both in the United States and Canada in all lines in which he is interested.

*Quality Inside is
Necessary to Repeat
Sales Made by
Appearance Outside*

The appearance of an untried article to the customer's eye usually decides whether it is wanted or not. The neatness and wholesomeness of **Crest Pickles** (our new brand) make sales because they look good and again and again because they are good. Small cucumbers, plenty of cauliflower and onions, pickled in the best malt pickling vinegar, they have the taste and appearance of the best English goods. Packed in the usual size bottle — retails at 10 cents.

*\$1.00 per Dozen
in Barrels of Six Dozen.*

THE OZO CO., LIMITED
MONTREAL

Baking Powder.
Lumsden Bros., Hamilton.
McLaren, W. D., Montreal.

Biscuits, Confectionery, Etc.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Lafamme, Montreal.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Essex Canning and Packing Co., Toronto.
Frankford Canning and Packing Co., Frankford, Ont.
Napanea Canning Co., Napanea, Ont.
Old Homestead Canning Co., Picton, Ont.
Wethey, J. H., St. Catharines, Ont.
Windsor, J. W., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton, Cotton Co., Hamilton.

Cocoanuts.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Lowney, Walter M. Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Crackery, Glassware and Pottery.
Campbell's R., Sons, Hamilton, Ont.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
Lucas, Steele & Bristol, Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.

McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
White & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Balfour & Co., Hamilton.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Guest, W. F., Fish Co., Winnipeg, Man.
James, F. T., Co., Toronto.
Newton C. C., Grand Manan, N.B.
White & Co., Toronto.
Windsor, J. H., Montreal.
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Greig, Robt. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W. Co.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Greens, and Nuts.
Balfour & Co., Hamilton, Ont.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Downey, W. P., Montreal.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Thompson & Mathieson, Glasgow, Scot.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Vienna Figs.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Oox, J. G., Edinburgh, Scotland.
Tippet, Arthur P., & Co., Toronto.

Grain, Flours and Cereals.
Eby, Blain Co., Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
Kirouac, Nap. G., & Co., Quebec.
McFall A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Sutcliffe—Muir Milling Co., Moosemin, Saskatchewan.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Coles Mfg. Co., Philadelphia, Pa.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Jams, Jellies, Etc.
Batger's—Rose & Lafamme, Montreal.
Downey, W. P., Montreal.
Goodwillie's—Rose & Lafamme, Montreal.
Greig, Robert, Co., Toronto.
Imperial Extract Co., Toronto.
Lipton's—Creed, J. S., Halifax, N.S.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Mince Meat.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowler, S. F., & Co., Toronto.

Olive Oil.
Mengert, Cagnoli & Cie, Nice, France.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Eby, Blain Co., Toronto.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Faternon's—Rose & Lafamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Polishes—Metal.
Oakley, John, & Sons, London, Eng.

Polishes—Stone.
James Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food.
Myers Royal Spice Co., Niagara Falls, Ont.

Refined Cider.
Wilson, W. H., Co., Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Duncan, Co., Montreal.
Tippet, A. P., & Co., Montreal.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Colman's—Frank Magor & Co., Montreal.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.
Snowdon, Forbes & Co., Montreal.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Lafamme, Montreal.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Maple Co., Montreal.
Ontario Sugar Co., Berlin, Ont.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.
Warren Bros., Toronto.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Assn.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie., Montreal.
Japan Tea Traders' Assn.
Lumsden Bros., Hamilton.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Typewriters.
United Typewriter Co., Toronto.

Vinegars.
Wilson, W. H., Co., Tillsonburg.

Wall Paper.
Stauntons Limited, Toronto.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W. Co., Toronto.
Hamilton Yeast Co., Hamilton.
Lumsden Bros., Hamilton.

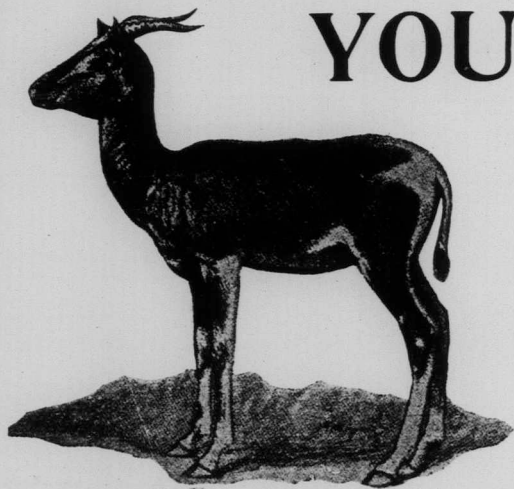
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YOU CAN AFFORD

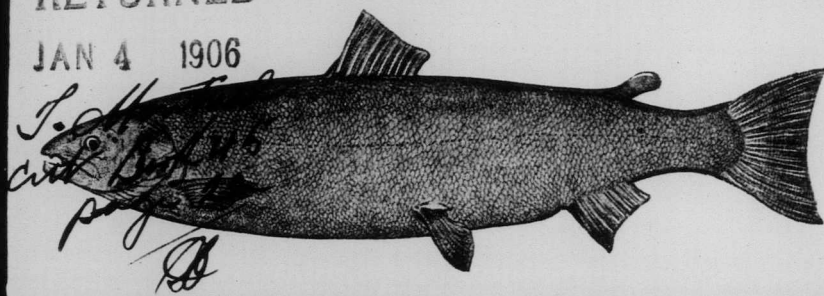
to keep a first-class salmon alongside your other brands—an occasional call from a discriminating customer requires you to do so.

The man whose trade is valuable won't accept any old salmon you happen to have. If you handle cheap goods only you'll be thought of as the "**cheap man**" and you know you can't secure the best trade in your locality, with such a handle to your name.

MORAL: Order **GAZELLE** salmon, the brand that makes a reputation for its seller.

RETURNED

JAN 4 1906



NORWEGIAN CROSSED FISH SARDINES

A Low Price

and a first-class article are a strong combination. Some dealers have been complaining that Norwegian Sardines were rather slow sellers. After investigating each and every case, we prescribed **Crossed Fish** and nothing

but praise is now heard from grocers who formerly complained.

Maybe you are handling Norwegian Sardines on the slow plan—Try our **Crossed Fish** brand and see for yourself how quick they go.

1 Case 100 $\frac{1}{4}$ Tins \$10.00
1 Case 100 $\frac{1}{2}$ Tins \$16.00

Freight prepaid in 5-case lots everywhere in Canada east of North Bay, Ont.

For Good Goods at Low Prices

HUDON, HEBERT & CIE.

Montreal

THE MOST LIBERALLY MANAGED FIRM IN CANADA

Established in 1842

In Store this Week

300 Sacks Pearl and Medium Tapioca.
600 Bags Flour Sulphur.

Ex. S.S. Jacona—Raisins

1,500 Boxes and Trays Table Raisins.
1,500 Boxes Sultana Raisins.

Cleaned, loose, and 1-lb. packages.

Also Nuts and Fancy Goods.

Here is a Snap360 Cases Sliced Beets, 2^s.

2-dozen cases, dozen 35c. Special quotation in lots.

Let us hear from you.

PRICES RIGHT

PROMPT SHIPPERS

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS AND IMPORTERS
OF WINES AND LIQUORS, TEAS, ETC.,
MONTREAL

NO BAD DEBT.

A FRIEND of mine was recently returning by train from Buffalo. In the smoking room of the car were a number of commercial travelers who were engaged in discussing losses from bad accounts. During the conversation some were boasting how little their firm had lost through goods sold by them.

"You fellows may boast as you like," said my friend, whose identity was unknown to them, "but I am with a house in Toronto which does a business of \$10,000,000 a year, and we never have a bad debt; never lose a cent."

The travelers looked at him with scorn, and one remarked: "What house are you with?"

"With the Customs House of Toronto," said he, "and we are always paid in advance."

"Well, by Jove, you have got us. Come and have something at my expense," said the traveler who had doubted the Customs House man's veracity.
W. L. E.

PLENTY OF TIME.

A long-haired man walking along the street met a little boy, who asked him the time.

"Ten minutes to 9" replied the man. "Well," said the boy, "at 9 o'clock get your hair cut," and he took to his heels and ran, the aggrieved one after him.

Turning the corner the man ran into a policeman, nearly knocking him over. "What's up?" said the policeman.

IRRESISTIBLY DELICIOUS



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

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

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

The man very much out of breath said: "You see that young urchin running along there? He asked me the time and I told him, 'Ten minutes to 9,' and he said 'At 9 o'clock get your hair cut.'"

"Well," said the policeman, "what are you running for? You've got eight minutes yet."

Mr. James Patton, so long and favorably known as the representative of the Ogilvie Flour Mills Co. in the Eastern Townships, has been transferred to Nova Scotia, with headquarters at Halifax. Mr. D. O. Pease, who has lately joined the forces of the Ogilvie Company, will succeed Mr. Patton in the Townships, where he is personally well known.

Does Advertising Pay?

WORLD-WIDE INQUIRIES

The following letter requires no comment:

TOLEDO COMPUTING SCALE CO.

J. J. Dean, Canadian Representative,
21 John Street South,
Hamilton, Ont., Oct. 20, 1905
The MacLean Publishing Co., Limited,
Toronto, Ont.

Gentlemen,—Enclosed please find our cheque in settlement of account to 6th inst. We find that ad in **CANADIAN GROCER** brings us more returns than any other ad we have. We have had inquiries from South Africa, Australia, France, England, Ireland, Scotland, West Indies, Newfoundland, and other countries outside of Canada, through the ad in your publication.

Yours truly,
J. J. DEAN

The **Canadian Grocer** as a successful advertising medium holds the "Alone" place in the sphere which it covers. It has no equal and stands **Second to None.**

Recent letters received endorse it.

Results prove it.

Advertisers confirm it.

MANY GOOD CUSTOMERS ADDED

MINTO BROS., MELACAMA TEA

Importers, etc.

Toronto, Oct., 17th, 1905

The Manager Advertising
Department THE CANADIAN GROCER:

Dear Sir,—

In sending you our advertisement to-day we do it with a feeling that every issue of your valuable paper brings us fresh results, and we are free to admit that yours as an advertising medium ranks amongst the foremost. Our trade has made wonderful strides, and many of the good customers recently added have borne evidence to the fact "that they saw your advertisement in **THE CANADIAN GROCER.**" We hope, both for yourselves, and for the good that you are doing us, that this good work will continue and feel that the customers gotten through your journal will continue to have no cause to regret having felt disposed to commence business with us. Wishing you continued prosperity, we are

Yours very truly,
MINTO BROS.,
Per W. M.

Why is it that a man who advertises the heaviest always has the biggest business? Ever notice it? And then there are some merchants who persist in saying that advertising doesn't pay.

To think that advertising indulged in for part of the year will leave a reminder in the minds of the public for the balance of the year is a besetting business sin.

MORE THAN PLEASED

GOWANS, KENT & CO.

14 and 16 Front Street E.,
Toronto, Ont., Nov. 8th, 1905

THE CANADIAN GROCER, Toronto.

Dear Sirs:—

Our advertisement on page 74 of the special number of **THE GROCER** was of an assortment specially made up by us for that number, and we must say that we are more than pleased at the result of same. We have never had such a response before. We anticipated demand, but nothing like the demand which orders we are now receiving shows. If the direct result is so evident, we are convinced that the indirect will be widespread to our advantage.

Yours truly,
GOWANS, KENT & CO., LIMITED,
Cecil R. Jenkins

Advertisement rates on application
to the Advertising Manager.

The MacLean Publishing Co.

Limited

10 FRONT ST., E., TORONTO



President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co. Limited

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

OFFICES

CANADA—

MONTREAL	- - - -	232 McGill Street Telephone Main 1255
TORONTO	- - - -	10 Front Street East Telephone Main 2701
WINNIPEG	- - - -	511 Union Bank Bldg. Telephone 3726 F. R. Munro
VANCOUVER	- - - -	Geo. S. B. Perry
ST. JOHN, N.B.	- - - -	No 3 Market Wharf J. Hunter White

GREAT BRITAIN—

LONDON	- - - -	88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim
MANCHESTER	- - - -	92 Market Street H. S. Ashburner

FRANCE—

PARIS	- - - -	Agence Havas, 8 Place de la Bourse
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SWITZERLAND—

ZURICH	- - - -	Louis Wolf Orell Fussli & Co.
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Subscription, Canada and United States, - \$2.00
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

FAILURE OF SARDINE CATCH.

THE foreign sardine fisheries seem to be in a particularly bad way this season. We have several times drawn the attention of our readers to the disappointing reports from the French coasts, where the distress among the fishermen is approaching that of serious disaster, much akin to that experienced several years ago, when they had to be supported by public contributions.

From reliable sources we now learn that the Norwegian catch of sardines has proved totally inadequate to meet the demand this season, and that there is therefore going to be a considerable shortage.

The consumption of the dainty, toothsome sardine has made such strides of late years that to have the supply materially reduced will be disappointing. That prices will considerably advance is generally accepted.

ADVANTAGE OF THE COUNTER CHECK BOOK.

FROM time to time we have been brought face to face with the proposition as to what is really the simplest and best method for the grocer

to adopt with regard to his counter books, especially where the grocer's trade is in a large measure a credit one.

From our observations from time to time, gathered from those who have given this matter practical testing, there seems to be no doubt but that the ordinary counter check book system, which has of late years made considerable headway in Canada, is the best for all purposes. These books are made in several patterns but the one which appears to be in favor with the grocers is a side opening book and is composed of a simple duplicating page which when used with the ordinary carbon sheet fulfills all that is necessary for accurate and economical book-keeping.

It is so arranged that the one sheet is usually torn off and handed to the customer or placed in the parcel with the goods, thus serving the purpose of a bill to the customer, and the attached leaf remains in the book as a permanent day-book record.

The book itself when filled can be numbered and dated and put on file for permanent reference. All that is necessary, therefore, for the book-keeper to do is to transfer the total of these entries to the customer's place in the ledger. It can easily be done during the spare moments throughout the day.

The immense amount of time saved by the use of these duplicating counter check books is obvious to any business man. The toil and worry which so many retail grocers give themselves at the close of each day in entering up the details of the customers' purchases from the usual counter scribbling book is entirely removed, beside which a degree of care is imbued into each assistant when he is compelled to make his final entry at once, which has a very salutary effect upon the clerk himself and is the forerunner of creating continual care in all his duties.

THE BANE OF TRADE.

IF you were to ask a number of the most progressive merchants in the country their opinion of the evils existing in trade, it is almost a certainty that nine out of ten would reply that the worst feature of the entire business is the credit system. More particularly is this the case in districts where the dealers are compelled to depend to a large extent on the farmers' trade. And perhaps the grocery stores are more peculiarly affected by this condition than those of any other trade, owing to their important dealings with the farming community.

How then is this evil to be dealt with? Is it possible for a country merchant to eradicate the credit abuse al-

together? These are questions fraught with the greatest interests of the retail trade, and they must be approached very thoughtfully and very cautiously.

In the first place, the writer is of the opinion that it would be impossible for the dealer in a country town to altogether abolish the giving of credit, but by the exercise of prudence and tact—two qualities which are essential to the successful business man—he can at least adjust some of the difficulties that have been puzzling him. Moreover, in order to secure the best results, he will need all the determination he can muster, and he must not expect to see an immediate improvement in his affairs. Indeed, in some cases it may take two or even three years to accomplish his purpose. That will depend upon the man as well as his surroundings.

Perhaps you would like to turn to strictly cash selling. If so, you must be prepared to practically rebuild your business. Your constituency will probably be an almost entirely new one. You must appeal to a very different class of customers. Are you prepared to do this, to make such radical changes in your methods?

Again, you may decide to follow, regardless of consequences, some definite policy on credits, hereafter, and if you prove to be as good as your word, it is more than probable that you will lose some of your customers, and your business will need considerable re-shaping before you get back the trade you have lost.

There is, nevertheless, a feasible plan, and one which has been found successful in many cases. You must decide that you will collect your money earlier in the fall than you have been doing, and follow that plan persistently. When the crops have been harvested and the wheat exchanged for coin of the realm don't let your other store friends get in ahead of you, but wake up and act at once. Furthermore, when your country customers come to you for credit next spring be firm and courageous enough to tell them, with all possible tact, that you are expecting settlements on such and such a day in the fall. Then they will not be surprised when you call upon them to square their accounts, before they have had time to get rid of their year's earnings.

If you will but follow the policy thus portrayed with patience for a few years, you will be surprised at the additional respect you will command among your customers, and the additional respect they will feel for themselves. And you will perhaps notice, first of all, that you are being more respected by the wholesale trade. The jobbers have a not unnatural affection for the man who always takes his discounts, and this will

be manifested in occasional "snaps" they will give you on odd lines, which will help you to draw trade.

Is this a pleasant picture? Would you like to enjoy the privileges of a cash buyer? Then show that you have determination and persistence, and that you can be tactful in your dealings with customers. Try our plan and see if it will not help you to put down the bane of trade.

THE LABELLING OF BREAD.

A GREAT deal of excitement is going on at the present moment in Montreal and other eastern cities with regard to the system in vogue of labeling bread with paper labels. It is asserted that the mucilage used is unwholesome and injurious to the health.

It is a great pity that those who are the instigators of such a report should not acquaint themselves more with the details of the baking business. Were they to do so they would soon discover that it is not necessary at all that any mucilage should be used.

In continental cities it has been the custom for many years to use these paper labels on all loaves baked in pans and no complaint has ever arisen. The fact is that many of these labels are printed on both sides with whatever matter it is desirable to have on them. The small square label is then simply thrown into the pan and naturally adheres to the dough while baking.

There is, however, a measure of care always necessary in regard to these labels, that they shall be printed in simple colors, so as to avoid any possibility of unwholesomeness which might occur were they printed in the more popular glaring colors.

NEWFOUNDLAND FISHERY DISPUTE.

A DISPUTE has arisen between Newfoundland and the United States over the fishing rights on the coast of the Ancient Colony. The Gloucester fishermen have been permitted for some years to fish in the bays and within the three mile limit of the west coast. They are now to be excluded from the bays and from within the limit, and those whose interests are disadvantageously affected are enraged, and Washington has been invited to interfere to restore the lost privilege.

The United States fishermen appear to want everything for nothing, and desire the use of the Newfoundland fisheries without paying for them. The United States has rejected the treaty admitting Newfoundland fish on favorable terms, the colony is therefore perfectly

right in its attitude. The only mistake it may have made was in conceding the privilege before the final decision with regard to the treaty was given.

CANADIAN RAILWAYS TO BE ELECTRIC.

AS regards the future of electricity in Canada in connection with railroads a die has been cast in its favor by the recommendation of Mr. Cecil B. Smith, chairman of the Temiskaming and Northern Ontario Railway Commission, to equip the first section of the Temiskaming Railway, 100 miles, from North Bay to New Liskeard electrically. Mr. Smith has just returned from Europe, where he made a deep study of the question and only after due consideration was this recommendation made. This is the first instance of electricity being adopted for trunk lines in Canada. It is but a beginning. What the future holds out is almost beyond conjecture, but it is an assured fact that the next generation will see hundreds and even thousands of miles of Canada's trunk lines operated by electricity.

WESTERN SUGAR PRICES.

AS noted last week in our Winnipeg telegraphic despatches, an important change has gone into effect in the method of stating the prices of sugar in Manitoba. Up to the present time the prices for Manitoba points have been quoted in a long and imposing schedule giving different prices for sugar delivered at different points. In future all prices are to be quoted on the Winnipeg f.o.b. basis. Manitoba merchants will now buy their sugar at the Winnipeg prices and pay the freight charges to their own stations. It is true that sugar will be distributed from Brandon as formerly, but the Brandon price will be the Winnipeg price plus the freight.

It is stated by a leading wholesale man in Winnipeg that the change is much more than a mere matter of a change in the method of quoting the price. "It means higher prices in many parts of Manitoba," he remarked to The Grocer. "In some places it will mean an increase of 20c. per cwt. and in others the increase will be more than that."

LATEST WESTERN SUGAR PRICES.

As we go to press we are advised by wire of a further drop on all sugars of 10c. per hundred lbs. on Winnipeg basis.

AN UNNECESSARY WASTE.

NOT long ago a well known Canadian company requested Canadian Grocer to use the word limited after its name whenever it appeared in any issue of the paper. The request was complied with at the time, but in looking up the number of times where the word is used in the ordinary course of events it is found that there is a tremendous waste in using the word where it appears to be altogether unnecessary. In the department of industrial gossip in a recent issue the word limited appears thirty times in an ordinary page of reading matter, fully five lines being occupied in merely complying with a form. This is not the only waste, however, as there is the expense of making the dies, setting the type, etc. By leaving out the word the editor will have less labor to perform and will be able to insert a larger amount of news matter in the page than by complying with the ordinary form of using the word wherever the name of the firm appears. According to the law under which companies are registered, companies are compelled to use the word limited after their name in all official documents, in all advertisements and on all printed matter bearing the company's name. Where the word "company" is abbreviated the word "limited" must be spelled out, but where the word "company" is spelled out, "limited" can be abbreviated.

As it is necessary for an individual to know when he is doing business with a concern composed of a number of individuals whose liability is limited to the amount of their investment in the company's stock, it would seem to be a wise precaution to enforce the regulation calling for the use of the word wherever the company's name appears officially. In the U. S., however, where a larger number of companies are incorporated than in Canada, "limited" is not used to nearly so great an extent as in this country. There does not seem, therefore, the necessity for using the word in the ordinary course of newspaper writings, and Canadian Grocer will substitute commonsense for form in its reading columns in future, considering that this policy might well be adopted by other papers.

The art of saying nice things gracefully never goes out of fashion, never ceases to please, and is within the reach of the most humble.

THE NEW TRADING STAMP ACT

WE are in receipt of correspondence upon the subject of the new trading stamp Act, which came into force on the 1st of the present month. One retail merchant is much concerned as to the legality of continuing his premium system and writes us as follows:

Editor Canadian Grocer:

Dear Sir:—Will you kindly inform me if my premium scheme is illegal or not? I am uncertain as to using coupons or in fact premiums given as I do, and do not want to violate law. I bought my premiums wholesale, have them in stock, no third party interested, got out my own tickets and advertising matter, etc. I enclose samples to show more fully. Hoping I am not trespassing on your kindness too far, and thanking you in advance,

Yours truly,

We give herewith the full text of the Act as just passed by the Legislature. It would appear to be of the most drastic character, and seems to strike at the very foundation of everything approaching coupons, premiums or stamps:

An Act in amendment of the Criminal Code, 1892.

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1. The Criminal Code, 1892, is amended by inserting the following sections immediately after section 526:

"(a) The expression 'trading stamps' includes, besides trading stamps commonly so called, any form of cash receipt, receipt, coupon, premium ticket or other device, designed or intended to be given to the purchaser of goods by the vendor thereof or his employe or agent, and to represent a discount on the price of such goods or a premium to the purchaser thereof, which is redeemable either

"(i) by any person other than the vendor, or the person from whom he purchased the goods, or the manufacturer of the goods, or

"(ii) by the vendor, or the person from whom he purchased the goods, or the manufacturer of the goods, or in cash or goods not his property, or not his exclusive property, or

"(iii) by the vendor elsewhere than in the premises where such goods are purchased,

or which does not show upon its face the place of its delivery and the merchantable value thereof, or is not redeemable at any time; but an offer, printed or marked by the manufacturer upon any wrapper, box, or receptacle in which the goods are sold, of a premium or reward for the return of such wrap-

per, box, or receptacle is not a trading stamp within the meaning of this section;

"(b) The expression 'goods' means anything which is merchandise or the subject of trade or manufacture;

"(c) The expression 'every one,' 'vendor,' 'purchaser,' 'merchant,' 'agent' or 'person' includes any partnership or company or body corporate.

"2. Every one is guilty of an indictable offence and liable to one year's imprisonment, and to a fine not exceeding five hundred dollars, who, by himself or his employe or agent, directly or indirectly, issues, gives, sells or otherwise disposes of, or offers to issue, give, sell or otherwise dispose of trading stamps to a merchant or dealer in goods for use in his business.

"3. Every one is guilty of an indictable offence and liable to six months' imprisonment, and to a fine not exceeding two hundred dollars, who, being a merchant or dealer in goods, by himself or his employe or agent, directly or indirectly, gives or in any way disposes of, or offers to give or in any way dispose of trading stamps to a purchaser from him of any such goods.

"4. Every one is guilty of an offence and liable on summary conviction, to a fine not exceeding twenty dollars, who, being a purchaser of goods from a merchant or dealer in goods, directly or indirectly receives or takes trading stamps from the vendor of such goods or his employe or agent."

Any executive officer of a corporation or company guilty of an offence under subsection 2 or subsection 3 of the next preceding section who in any way aids or abets in or counsels or procures the commission of such offence, is guilty of an indictable offence and liable to the punishment stated in the said subsections respectively.

This Act shall not apply to any trading stamp issued by a manufacturer or vendor before the first day of November, one thousand nine hundred and five.

ADVERTISING IN THE COLONIES.

AT the October dinner of the Sphinx Club, in London, England, the subject, "Why Should we Advertise in the British Colonies?" was discussed. In referring to the matter the Engineering Times publishes the following:

"Mr. J. H. Turner, agent-general for British Columbia, said that there was no doubt that good advertising would tend to the advancement of British merchants in the colonies. British Columbia was increasing in population, had an excellent position on the Pacific, and

must become an important part of Canada.

"Mr. J. W. Taverner, agent-general for Victoria, pointed out that the colonies were anxious to trade with the Mother Country. Germans and Americans, however, were very successful in getting hold of a large part of that trade. There was still a large field for British manufacturers, and it was the duty of people in Great Britain to do all they could to do business with their brethren across the seas.

"Mr. J. Howard, agent-general for Nova Scotia, said British manufacturers must advertise in order to counteract America's natural advantage of geographical position.

"Mr. J. E. Jenkins, agent-general for South Australia, thought advertisements must be of a nature to 'fetch the people.' The Americans were the best advertisers in the world. Australia wanted trade with Great Britain, but it was the best bargain which was most taking, and British manufacturers should see to it that their goods were the best bargain. Australians did an enormous trade with a small population.

"We have in our columns repeatedly called attention to the importance of advertising in the colonies."

One of the distinguishing traits between the British manufacturer and his American competitor lies in the eagerness with which the latter seeks publicity and the indifference of the former as a rule. To this very fact can be attributed a large measure of the success the American manufacturer has had in competing with the outside world. He realized before any other the all importance of having his name and goods well known by the class of people to whom he catered.

It is not from mere undirected publicity that results are obtained. There is a law in advertising as well as in any department of business. A writer in American Industries, speaking of publicity that pays, says: "It is characterized by the same traits that 'pay' in other walks, by earnestness, by sincerity, by persistence, by integrity, by aptness, by adaptation, and by seizing your topic in such a way as primarily to make it interesting."

When the British manufacturer realizes the big field there is for him in the colonies, a large part of which can be secured only by advertising in a proper medium, and makes a more thorough study of the science of advertising, then will he secure a trade that he is not now getting, but which belongs to him by the fact that tariff regulations were made to have it so.

DON'T YOU KNOW "SALADA" CEYLON TEA

is **your best friend**, and that you are losing customers every day by not handling it, as the great majority of consumers realize that **"SALADA"** is the only tea worthy of a place at their table? Then, it is **never sold by pedlars**, there is **no loss in weight** as it is packed only in sealed lead packages and **its sale is absolutely guaranteed.**



Write for prices and samples to

"SALADA" Toronto or Montreal



At
the apex
of all Baking
Sodas stands

**Dwight's
Cow Brand
BAKING SODA**

Sold only in packages

It has no equal for **PURITY** and as a ready, convenient and profitable seller has the support of every up-to-date grocer.

ALL JOBBERS SELL IT.

CHURCH & DWIGHT, LIMITED
MANUFACTURERS, MONTREAL

Are You Handling **GELLOID STARCH?**

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

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

Celluloid Starch does what is claimed for it and the present heavy demand is the result.

Its success is a "continuous performance."

BRANTFORD STARCH WORKS, LIMITED
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Ontario Markets. GROCERIES.

Toronto, Nov. 9, 1905.

TRADE has been somewhat slower during the week under review, although the general feeling is that of satisfaction. Some good orders have come in from outside points, as many buyers are anxious to get in full supplies in good time.

Canned goods are in active demand, and general satisfaction is expressed that canners are supplying well up to margins.

Sugar has shown a further declining tendency and we have to report a drop on Monday last of ten cents per 100 pounds, with weakness still the ruling feature.

Syrups and molasses are not attracting great attention, although a better demand is evident for maple and other syrups.

Coffee still continues to show attraction and demand is steadily getting more interesting.

Tea has been uninteresting during the week under review. Prices, however, are ruling firm, with strong reports from foreign points.

Foreign dried fruits are occupying a good deal of attention. Arrivals are not coming to hand quite up to expectations, but this is attributed to hurried shipments from primal points and later arrivals are expected to improve.

Rice and tapioca are in active demand and are showing a healthy and strong market.

Spice is uninteresting.

Honey is moving well and showing good quality, with prices still firm to almost advancing point.

Beans are increasing in demand, good in quality and stiffening in price.

Fish, both fresh and cured, is showing active business with strengthening prices. Some fresh arrivals are added to our list this issue.

The grain market is showing great activity. Arrivals are coming in fairly well, and prices are evening down, as will be seen by our detail report.

Flour is showing good business, both domestic and export, with prices ruling firm.

Breakfast cereals are moving well, with no change to report in prices.

The hide market is revealing a more healthy state, with foreign markets advancing and domestic prices steadying to an even basis.

Canned Goods—There is no new feature in these lines. Trade continues fairly brisk, all lines coming in for a degree of attention. Prices remain unchanged. We quote:

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

	Group No. 1	Groups 2 and 3
Apples, standard, 3's.....	0 85	0 90
" preserved, 3's.....	1 47	1 47
" standard, gal.....	2 00	2 00
Blueberries—		
2's, standard.....	0 92	0 90
2's, preserved.....	1 42	1 40
Gals., standard.....	4 52	4 50
Cherries—		
2's, red, pitted.....	2 02	2 00
2's, " not pitted.....	1 57	1 55
2's, black, pitted.....	2 02	2 00
2's, " not pitted.....	1 57	1 55
2's, white, pitted.....	2 22	2 20
2's, " not pitted.....	1 82	1 80
Gallons, standard, not pitted.....	7 02	7 00
" pitted.....	8 52	8 50
Currants—		
2's, red, H.S.....	1 60	1 57
2's, red, preserved.....	1 80	1 77
Gals., red, standard.....	4 77	4 75
" solid pack.....	7 02	7 00
2's, black, H.S.....	1 77	1 75
2's, " preserved.....	2 07	2 05
Gals., black, standard.....	5 02	5 00
" solid pack.....	8 02	8 00
Gooseberries—		
2's, H.S.....	1 90	1 87
2's, preserved.....	2 12	2 10
Gals., standard.....	6 02	6 00
" solid pack.....	8 02	8 00
Lawtonberries—		
2's, H.S.....	1 77	1 75
2's, preserved.....	1 95	1 92
Gals., standard.....	5 52	5 50
Red Raspberries—		
2's, L. S. (Shafferberries).....	1 42	1 40
2's, H.S.....	1 67	1 65
2's, preserved.....	1 87	1 85
Gals., standard.....	5 27	5 25
" solid pack.....	8 27	8 25
Black Raspberries—		
2's, black, H.S.....	1 62	1 60
2's, preserved.....	1 77	1 75
Gals., standard.....	5 02	5 00
" solid pack.....	8 72	8 25
Blackberries—		
2's, H.S.....	1 62	1 60
2's, preserved.....	1 77	1 75
Gals., standard.....	5 02	5 00
" solid pack.....	8 27	8 25
Peas—		
2's, standard.....	0 62	0 60
Early June.....	0 70	0 67
Sweet wrinkle.....	0 82	0 80
Extra fine sifted, 2's.....	1 22	1 20
Spinach—		
2's.....	1 42	1 40
3's.....	1 82	1 80
Gals.....	5 02	5 00
Asparagus—		
2's.....	2 52	2 50
2's, tips.....	2 75	2 75
Strawberries—		
2's, heavy syrup.....	1 52	1 50
2's, preserved.....	1 67	1 65
Gals., standard.....	5 27	5 25
" solid pack.....	8 02	8 00
Rhubarb—		
2's.....	1 17	1 15
3's.....	1 92	1 90
Gal.....	2 65	2 62
Grapes—		
2's, white Niagara.....	1 42	1 40
2's, white Niagara.....	1 77	1 75
3's, white Niagara.....	1 97	1 95
Gal., white Niagara.....	3 52	3 50
Peaches—		
1 1/2's, yellow (flats).....	1 70	1 67
2's, yellow (flats).....	1 90	1 87
2 1/2's, yellow (flats).....	2 60	2 57
3's, yellow (flats).....	2 85	2 82
3's, yellow (whole).....	2 37	2 35
2's, white.....	1 75	1 72
2 1/2's, white.....	2 50	2 47
3's, white.....	2 70	2 67
3's, pie.....	1 27	1 25
Gal., pie, peeled.....	4 52	4 50
Gal., pie, not peeled.....	3 57	3 55
Pears—		
2's, Flemish Beauty.....	1 65	1 62
2 1/2's, Flemish Beauty.....	1 97	1 95
3's, Flemish Beauty.....	2 12	2 10
2's, Bartlett.....	1 80	1 77
2 1/2's, Bartlett.....	2 17	2 15
3's, Bartlett.....	2 32	2 30
3's, pie.....	1 27	1 25
Gal., pie, peeled.....	3 80	3 77
Gal., pie, not peeled.....	3 27	3 25
Pineapple—		
2's, sliced.....	2 32	2 30
2's, grated.....	2 52	2 50
3's, whole.....	2 72	2 70
Plums, Damson—		
2's, light syrup.....	0 92	0 90
2's, heavy syrup.....	1 17	1 15
2 1/2's, heavy syrup.....	1 47	1 45
3's, heavy syrup.....	1 77	1 75
Gal., standard.....	2 97	2 95

Plums, Lombard—		
2's, light syrup.....	0 97	0 95
2's, heavy syrup.....	1 22	1 20
2 1/2's, heavy syrup.....	1 52	1 50
3's, heavy syrup.....	1 82	1 80
Gal., standard.....	3 47	3 45
Plums, greengage—		
2's, light syrup.....	1 02	1 00
2's, heavy syrup.....	1 27	1 25
2 1/2's, heavy syrup.....	1 52	1 50
3's, heavy syrup.....	1 82	1 80
Gal., standard.....	3 47	3 45
Plums, egg—		
2's, heavy syrup.....	1 55	1 52
2 1/2's, heavy syrup.....	1 82	1 80
3's, heavy syrup.....	2 12	2 10
Beets—		
2's, sliced, sugar and blood red.....	0 87	0 85
2's, whole.....	0 87	0 85
3's, sliced.....	0 97	0 95
3's, whole.....	0 97	0 95
Beans—		
2's, golden wax.....	0 82	0 80
2's, refugee.....	0 85	0 82
3's.....	1 27	1 25
Gals.....	3 77	3 75
2's, crystal wax.....	0 95	0 92
2's, red kidney.....	1 02	1 00
2's, Lima.....	1 12	1 10
Gal., standard.....	4 52	4 50
Corn—		
2's.....	0 85	0 82
Gal., on cob.....	4 52	4 50
Carrots—		
2's.....	0 92	0 90
3's.....	1 02	1 00
Cabbage—		
3's.....	0 87	0 85
Cauliflower—		
2's.....	1 42	1 40
3's.....	1 82	1 80
Parsnips—		
2's.....	0 92	0 90
3's.....	0 92	1 00
Pumpkin—		
3's.....	0 80	0 77
Gal.....	2 52	2 50
Squash—		
3's.....	1 02	1 00
Tomatoes—		
3's.....	0 95	0 92
Gal.....	3 62	3 60
Turnips—		
3's.....	1 02	1 00
Succotaah—		
2's.....	1 17	1 15
Tomato sauce, 1's.....	0 50	0 50
" 2's.....	0 78	0 78
" 3's.....	1 00	1 00
Chili sauce same as tomato sauce.....	0 55	0 50
Catsups, tins, 2's.....	4 50	4 50
" gal.....	7 70	12 00
" jugs.....	7 70	12 00
FISH.		
Lobster, tails.....	3 50	3 50
" 1-lb. flats.....	3 85	3 85
" 1-lb. flats.....	2 00	2 00
Mackerel.....	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.....		
1-lb. Tails, 5 cases and over, per doz.....	1 55	1 55
1-lb. " less than 5 cases, ".....	1 57	1 57
1-lb. Flat, 5 cases and over, ".....	1 67	1 67
1-lb. " less than 5 cases, ".....	1 70	1 70
1-lb. " 5 cases and over, ".....	1 00	1 00
1-lb. " less than 5 cases, ".....	1 02	1 02
Low Inlet.....		
1-lb. Flat, 5 cases and over, ".....	95	95
1-lb. " less than 5 cases, ".....	97	97
Sardines, French 1/2's.....	0 14	0 14
" " Portuguese 1/2's.....	0 08	0 10
" " P. & C. 1/2's.....	0 25	0 27
" " P. & C. 1/2's.....	0 35	0 38
" " Domestic, 1/2's.....	0 03	0 04
" Mustard, 1/2 size, cases 50 tins, per 100.....	3 75	4 50
Haddies, per doz.....	1 05	1 15
Haddies, per case.....	4 00	4 50
Kipperd herrings, domestic.....	1 00	1 00
" imported.....	1 45	1 50
Herrings in tomato sauce, domestic.....	1 00	1 00
" imported.....	1 40	1 40
MEATS.		
Corned beef, 1s, per doz.....	1 40	1 40
" 2s, ".....	2 50	2 50
" 3s, ".....	7 80	7 80
" 1 1/2s, ".....	17 50	17 50
Lunch tongues, per doz.....	2 75	2 75
Potted meats, 1s, ".....	0 47	0 50
" 1s, ".....	0 85	1 00

Sugar—The local market in sugar has been only moderately active. A deal of uneasiness is manifest, and buyers are not inclined to venture far on ruling basis of values. The most important feature since our last report is a further drop in prices of 10 cents per 100

Quebec Markets.

GROCERIES.

Montreal, Nov. 9th, 1905.

A GENERALLY satisfactory trade is reported by grocer jobbers in all lines. A good share of this is due to the fact that close of navigation orders and orders for the Northwest are being rushed out. Collections are reported fairly satisfactory. Renewals are few. Travelers report a good feeling among country merchants who state that the farming community report a generally prosperous season and harvest.

Sugars dropped 10c. on Monday and this steady decline has placed the buying by both jobbing and retail trade on a hand to mouth basis. Some heavy lots of Western Ontario sugars have been placed in this market this week, what effect this may have on local refiners will shortly develop.

Teas continue firm and a satisfactory business reported, all grades sharing in the generally better inquiry.

Canned goods are unchanged and no interesting feature to note.

Molasses is steady and corn syrups in fair demand.

Fish dealers report a better trade and with the first fall of snow and the colder weather in sight a good trade is looked for.

The foreign fruit market generally is strong. The current market has been strengthened by 3d. to 6d. Valencias are steady and Malaga raisins getting more attention on account of the high price of California loose. California prunes are also firmer.

There is no change to report in the coffee situation.

The butter market has shown a decided improvement this week and some heavy business prevailed.

Cheese also advanced both outside and in this market. Provisions are steady and a fair business.

Canned Goods—Trade during the week is reported steady. Deliveries are coming in from the canners and the trade is well satisfied with the percentages that are coming forward. It is reported that some little cutting has been done by some of the jobbers in the way of extra discounts, but no very serious effect so far seems to have resulted.

Strawberries and raspberries are in good demand as the short pack has induced dealers to buy early.

In canned salmon the regular trade was somewhat restricted by the selling of inferior second-run fish. The quality of this is naturally not as good as the choice first pack and buyers will no doubt realize this later on. It would seem to be the proper thing that packers after filling their jobbing orders with first quality fish should take measures to restrict the placing of the poorer second run on the market as it always interferes with the disposal of the earlier bought fish.

Finnan haddies are both scarce and dear, and packers are asking even more than shippers to-day.

	Group No. 1.	Group No. 2.
Beans—		
2s, wax	\$0 82½	\$0 80
2s, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Tomatoes—		
3-lb. tins, per doz	0 95	
Gallon tins, per doz		0 92½
Strawberries—		
2s, heavy syrup	1 52½	1 50
2s, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2s, red, pitted	2 02½	2 00
2s, red, not pitted	1 57½	1 55
2s, black, pitted	2 02½	2 00
2s, black, not pitted	1 57½	1 55
2s, white, pitted	2 22½	2 20
2s, white, not pitted	1 82½	1 80
Rhubarb—		
2s, preserved	1 17½	1 15
3s, preserved	1 32	1 30
Gallons, standard	2 65	2 62
Asparagus—		
2s, tips	2 52½	2 50
Peas—		
2s, standard (No. 4)	0 62½	0 60
2s, early June (No. 3)	0 70	0 67½
2s, sweet wrinkled (No. 2)	0 82½	0 80
2s, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2s, table	1 42½	1 40
3s, table	1 82½	1 80
Gallons, table	5 02	5 00
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
" " whole 2	2 37½	2 35
White	1 75	1 72½
" " 2	2 50	2 47½
" " 3	2 70	2 67½
Pie	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12	2 10
Bartlett	1 80	1 77½
" " 2½	2 17	2 15
" " 3	2 32	2 30
Pie	1 27	1 25
Pie, not peeled, 3	3 81	3 77½
Pie, not peeled, gal	3 27	3 25
gal	2 50	2 50
Pumpkins—		
3-lb. tins		0 72½
Squash—		
3-lb.		1 00
Pineapple—		
2s, sliced		2 25
2s " grated		2 35
3s " whole		2 50
Plums—		
2s, Damson, light syrup	1 00	
2s " " heavy syrup	1 20	
3s " " "	1 57½	
3s " " "	1 85	
Gals. " " standard	2 95	
2s " " Lombard, light syrup	1 05	
2s " " heavy syrup	1 35	
2½s " " "	1 62½	
3s " " "	1 90	
Gals. " " standard	3 15	
2s " " Green Gage, light syrup	1 15	
2s " " heavy syrup	1 47½	
3s " " "	1 72½	
3s " " "	2 00	
Gals. " " standard	3 45	
2s " " Egg, heavy syrup	1 52½	
2½s " " "	1 80	
3s " " "	2 10	
Raspberries—		
2s, black, heavy syrup	1 35	
2s " " preserved	1 50	
Gals. " " standard	4 75	

Specifications of Groups.

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

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

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

Wholesale limited selling prices in salmon due to arrive in 1905: Horseshoe, 1 to 4 cases—Talls.....\$1.57½

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

Sugar—Refiners dropped sugar 10c. per hundred on Monday, making basis of granulated \$4.30. The reports from the foreign beet market, and the New York market, do not indicate any strength, in fact interested parties who have followed the market statistically are of the opinion that a 4c. sugar is not improbable. Scotch granulated is being quoted at \$4.10 in 200 lb. bags, and \$4.15 in 100 lb. bags. Some heavy sales of Western Ontario beet sugars are reported at prices, it is claimed, not far removed from Scotch granulated price. The continued decline during the past few months has had the effect of placing sugar buying on a hand to mouth basis, both for the jobbing and the retail trade. We quote:

Granulated, bbls.	\$4 30
" " ½-bbls.	4 45
" " bags, 50 lbs.	4 25
Paris lump, barrels	4 75
" " half-barrels	4 95
" " boxes, 100 lbs.	4 85
" " boxes, 50 lbs.	4 95
Extra ground, bbls.	3 80
" " 50-lb. boxes	4 60
" " 25-lb. boxes	5 00
Powdered, bbls.	4 50
" " 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 15
" " yellow	4 10
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls.	3 80
No. 1 " bags	3 75

Syrups and Molasses—Molasses is moving along quietly at unchanged prices, namely 35c. per gallon in puncheons with the usual difference for barrels and half barrels. Some cheaper grades of molasses have been offered on the market lately, but these are mostly sold to manufacturing trade. Corn syrups are in fair demand with prices unchanged. We quote:

Barbadoes, in puncheons	0 35
" " in barrels	0 37½
" " in half-barrels	0 35
New Orleans	0 22
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" " ½-bbls.	0 03
" " 1-bbls.	1 30
" " 38½-lb. pails	0 90
" " 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" " 5-lb. " 1 doz.	2 35
" " 10-lb. " ½ doz.	2 25
" " 20-lb. " ¼ doz.	2 10

Coffee—Local coffee market shows no change, with the exception that it is on the quiet side. Messrs. Watt, Scott & Goodacre in their weekly report under date of 7th report as follows:

Brazil Coffees—Dullness continues to be the keynote in the New York option market. Yesterday's exchange closed firmer on small transactions at about ten points less for the week. The slump has apparently been checked. Information is to the effect that at least a large part of December sales will be covered by actual delivery and that switches for the

month will be less in evidence from this forward. An element of uneasiness is thus removed.

The crop news received recently from Brazil has not been favorable.

New York is weary of carrying more than her share of Brazil's crop. Holders are committed to reduce, if not prohibit, importations until this surplus is in more manageable compass. It thus arises that C. & F. offers are above parity of offers for delivery ex store New York. However, the very influence that stops importation to U. S. has its very evident effect in favor of Canadian buyers at C. & F. terms.

Our readers may have noticed a typographical error in our last week's coffee report in which it was stated that the world's visible supply was 100,750,000 bags less than a year ago, this should have read 1,750,000.

Table listing coffee prices for Jamaica, Java, Mocha, Rio, Santos, and Maracaibo with prices in dollars and cents.

Tea—Business in teas during the week is reported fairly good, the market being firm and prices steady. No heavy trading, however, is reported. There seems to be a scarcity of Japan dust and siftings and one large importer reports having made several offers for round lots to representatives of Japanese houses, but all of them have been either turned down or prices too high. Japan teas generally are firm. Ceylon greens and blacks maintain the firmness reported last week. The advance of 1-2d. to 1d. is maintained. China greens, particularly Ping Sueys, are inquired for, but no heavy business is reported. Jobbers report that country buyers are sending in their orders for teas more freely, indicating that the strong market on teas generally is having its effect on outside trade. We quote:

Table listing tea prices for various grades including Japan-Fine, Ceylon-Broken Pekoe, Indian-Pekoe, and China greens.

Foreign Dried Fruits — The general tone of the market is strong and in some instances marked advances have taken place since our last report.

In currants an active demand combined with a low rate of exchange has strengthened the market considerably, and the low prices at present ruling have had the effect of turning buyers' attention to the Spanish fruit and considerable purchases have been made at very reasonable figures. A firmer market, however, is reported for loose muscatels, while table raisins still remain at the original low figures. Sultanas remain at same figures as our last, the advance having been fully maintained and higher prices are confidently expected.

Walnuts, although no change in the price at place of growth, the rate of freight will make them cost somewhat higher than earlier shipments. Prices

remain high and for the moment have kept the demand, but as stocks and import orders are both smaller than usual an improvement is shortly looked for.

Filberts. The same remarks may apply to these as to walnuts, except that a slight advance has taken place in Sicily.

Tarragona Almonds also show advance prices at shipping port, which, together with the excess freight now ruling, has placed them in a very strong position.

Prunes. Californias show strength, and we learn that prices which were accepted two or three weeks ago at the coast have been turned down, holders asking from 1-8 to 1-4c more.

Table listing fruit prices for Valencia Raisins, Dates, Californian Evaporated Fruits, and various other fruits.

LAST MINUTE PROVISION MARKET. Montreal, Thursday, Nov. 9, 12.30 p.m. BUTTER—Very firm market; higher prices looked for; fine creamery, 23c.; choice, 23 1/2c. to 23 3/4c.; fancy, firm at 23 1/2c. CHEESE—Market strong and excited, following report of Peterboro Cheese Board sales. Ontario held strong at 12 1/2c.; Quebecs, 12c. EGGS—Steady, tending to higher prices; local demand good; supplies getting lighter daily; straight gathered, 2 1/2c. to 2 3/4c.; select fresh, 2 1/2c. to 2 3/4c.; No. 2, 18c. to 19c. PROVISIONS—Live hogs steady at 6c.; supplies, light; demand, good; dressed hogs, \$3.75, with good demand; hams easier, 12 1/2c. to 13 1/2c.; bacon higher, 14 1/2c. for breakfast bacon; Windsor, 14c.; lard, unchanged.

Table listing various provision prices including Prunes, Currants, Filletas, and Eleme Table Figs.

Rice and Tapioca—There is nothing of any importance to report this week. Jobbers report only usual demand. Prices are unchanged. We quote:

Table listing prices for B rice, C rice, and Tapioca.

Spices—The spice market shows no material change with the exception of stronger feeling in cloves. The shrink-

age in receipts at Zanzibar since August 1st, the opening of the season, is nearly 30,000 bales less than the same period last year. The entire new crop this season is expected to be low, somewhat under 60,000 bales. Peppers are in good demand, and the New York market particularly active in these lines. Cassias and ginger are in good demand at steady prices. We quote:

Table listing pepper and nutmeg prices: Peppers, black, white; Ginger; Cloves, whole; Cream of tartar; Allspice; Nutmegs.

Honey—Business is on the quiet side. A slightly better demand for white comb honey exists. Buckwheat, which is in better supply, is having somewhat better sale. There is no change to report however on prices of any grade. We quote:

Table listing honey prices: White clover, extracted tins; " kegs; " comb, new; Buckwheat.

Maple Products—Maple syrup trade as well as maple sugar is in better condition, and dealers and blenders report good demand from all over the country. Some of this demand is no doubt due to filling up orders for Coastwise and river trade, and Lower Province business. We quote:

Table listing maple syrup and sugar prices: Maple syrup, in wood, per lb; in large tins; Pure Townships sugar, per lb; Pure Beauce County, per lb.

Beans—The bean market is firm and strong, and higher prices are looked for by commission men and dealers. Conflicting reports as to the crop are circulating, and it would seem that the inability to get any quantity bears out the reported shortage. Several cars were sold this week for yellow eyed at \$1.60. The ruling prices for smaller lots are from \$1.65 to \$1.75. We quote:

Table listing bean prices: Choice prime beans; Lower grades.

Fish—The demand for all kinds of fish is brisk, in fact the Fall trade is very heavy, especially on salted and prepared fish. In smoked fish there is a brisk demand for haddie and kippered herring, but bloaters have been scarce. New smoked herring now arriving and meeting with steady sale. In fresh fish haddock is scarce this week, and both lake trout and white fish are now out of season, the close season extending till December 1st. There is an unusual heavy demand for green cod and new salt herrings in barrels and half barrels.

Table listing various fish and seafood prices including shell oysters, Malpeques, haddock, salmon, and cod.

New Labrador salt herring, per bbl.	5 50
per half bbl.	2 75
New B.C. salt salmon, per bbl.	12 50
per half bbl.	7 00
New Labrador salt salmon, in tierces, per tierce.	18 00
in bbls., per bbl.	13 00
in 1/2 b. ls per 1/4 bbl.	7 50
No. 1 salt mackerel, 20-lb. pails, per pail.	2 00
pick ed lake trout, 10-lb. kegs, per keg.	4 75

Evaporated Apples—A continued firmness in evaporated apples is reported by dealers. One of the largest handlers reports having had an offer of 8 1-4c. turned down. Holders in the West looking for from 8 1-2c. to 8 3-4c. and not any too anxious to sell. A leading jobber reports, however, that he was able to secure a car-load at 8c., and it would seem that 8 1-4c. to 8 1-2c. is about ruling price.

Flour—Prices rule steady under a fair demand for all grades. Local demand is good, and some little better feeling is shown in export trade. Considerable shipments have gone forward by the last boats for lower ports, as navigation will shortly close, and buyers are getting in supplies. We quote:

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

Feed—A good trade is going in mill feed of all kinds. Prices are steady and unchanged from last week's quotations. Ontario bran is a little easier and demand equal to supplies. We quote:

Ontario bran	14 00	15 00
Mouillie	20 00	21 00
milled	21 00	24 00
grained	25 00	27 00

Rolled Oats—The tone of the market is firmer again and the advance of 30c. noted last week has stimulated buying among the jobbers and flour and feed dealers. Higher prices are looked for, and this feeling has toned up the market materially. We quote:

Fine oatmeal, bags	2 50	2 60
Standard oatmeal, bags	2 60	2 70
Granulated	2 60	2 60
Rolled oats,	5 25	5 25
90-lb. bags	2 70	2 70
80-lb. bags	2 55	2 55

Hay—Hay is in good demand, particularly No. 1, which is not in as plentiful supply as No. 2. Local trade is reported good. Export trade is also satisfactory, and as freight space has been somewhat better, shipments are being rushed out. Prices unchanged. We quote:

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

N. S. Markets.

Halifax, N.S., Nov. 7, 1905.

Provisions.

THE grocery markets are very firm, and some advances have been made in prices, perhaps the most notable being in American barrel pork, which, during the week, was sent up 50c. a barrel here. American clear back is now quoted here at \$19.50, duty paid, and four dollars less in bond.

American plate beef is quoted at \$14. There is considerable scarcity of hams and bacon, and also fresh pork,

on the Halifax market this Fall. The receipts of pork are away below the average. Dealers here who were handling from 25 to 50 carcasses of pork at the same time last year have so far not had a single shipment.

The condition of the Prince Edward Island market, which is a very large producer, is very firm. Halifax buys largely in the Island, but this year shipments of pork from that place are coming in very slowly.

American lard is also firmer, although there has been no recent advance in this market. Dealers say that there has been no Canadian lard on this market for two months, the price being prohibitive. The American article can come in and undersell the Canadian lard even with paying the two cents duty. Canadian lard is now quoted at from 1/4 to 1/2 of a cent above American.

Sugar and Molasses.

The sugar market continues very weak, and dealers here do not care to make any predictions regarding it. The ruling prices here are as follows:

XXX Granulated	\$4.50
Austrian Granulated	4.40
Bright yellow	4.30
No. 1 yellow	4.10

There is no change in the molasses situation to report. Business is fairly quiet, though a good demand is looked for as the weather hardens, but no advance in price is anticipated. According to advices from Barbadoes, there is very little on hand there for shipment.

Dairy Produce.

The markets continue active and very firm. The receipts of Nova Scotia butter are not improving any, and the price holds firm. During the week a large quantity of Ontario and Quebec block butter was imported by dealers here. The butter is of fair quality and retails at 24 to 25c. per pound. In fact, the butter situation here this season is causing the dealers much concern. Eggs are firm at last quotations. There has been no improvement in the receipts, and none is looked for. Cheese remains the same.

Fruit.

The situation in the apple market here has not undergone any change. Good fruit is very slow coming in, the producer still holding off for higher prices. He knows the firm tone in the London market, and the shortage of the apple crop elsewhere, so, consequently, he is quite independent, and in consequence he is able to control the price. Good No. 1 fruit is quoted here at \$4 per barrel. The quality of the fruit is good. Some hundreds of barrels which were left on the trees in the Valley, and badly nipped by an unexpected frost, are being packed and shipped to the vinegar factories in the Provinces. Except among the well-to-do people, the consumption of apples here this season is very small. The fruit inspectors here are not quite as active as they might be, and some jobbers are making strong complaint on the evasion of the Fruit Marks Act.

Flour and Feed.

Rolled oats have been advanced here about thirty cents per barrel, and are now quoted at \$5.60 to \$5.70. There is

quite a scarcity of cornmeal reported from some quarters. Jobbing prices of flour here are:

75 per cents.	\$4.75—\$4.85
80 per cents.	4.60—4.65
90 per cents.	4.30—4.40
Straights	4.20—4.30
Manitobas	5.65—5.75

Vegetables.

Receipts of potatoes are very heavy. Delivered from vessels at the wharves they are quoted at 30c. per bushel. The commission houses ask ten cents more. New Brunswick potatoes are quoted at \$1.50 per bag. Turnips, 75c. barrel. Beets, parsnips and carrots are selling at \$1.50 per bag.

HINTS TO BUYERS.

"Vleena" figs in 1-lb. baskets are one of the best sellers of the season. The Eby, Blain Co., Limited, report very large sales of this line.

Buyers of canned fruit should communicate with H. P. Eckardt & Co., who are sellers at attractive prices.

"CANNED."

The difficulty of obtaining and transporting fresh foods in Alaska has resulted in an excessive use of canned goods, and the natives have come to consider Americans and canned goods as altogether inseparable.

Recently someone sent a present of a phonograph. The natives were intensely interested, and gathered round to hear the first selection, which happened to be the Lord's Prayer. When it was concluded there was a moment of impressive silence, and then one of the Indian chiefs, with a flash of inspiration, exclaimed, "Ah! Him canned missionary!"

SALT SALT

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

C. R. COOPER

TORONTO SALT WORKS

TORONTO ONT.

AGENTS FOR THE DOMINION SALT AGENCY



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

N. B. Markets.

St. John, N.B., Nov. 6, 1905.

THE trade are finding great difficulty in getting western goods forward, particularly in heavy lines. It is said the trouble is lack of cars, and it is feared the situation will not improve. The Winter export business is now opening and as export stuff must be rushed forward for the steamers, local freight is apt to be side-tracked; add to this the difficulty from snow which will appear later and the outlook is not a bright one. Flour is particularly affected and in this line the trouble is the more serious as stocks are light, the trade having held off from buying, not having confidence in the market.

Those who are fortunate in getting goods forward turn them over quickly. There is nothing of particular interest. The large quantity of American pure lard being imported is a feature. It is many years since such large quantities were brought here. It is a satisfaction to note that Canadian stock has the preference, at a slight advance in many cases, but it is almost impossible to get it. Except perhaps in sugar, values generally are higher.

Oil—Burning oil is still very low. Sales have been very large; this is of course the active season. Lubricating oils are dull. In this line this is the quiet time, prices slow, no change. Paint oils, though not active, are very firm. Turpentine keeps extreme in price. Linseed cannot yet be called high. Cod oil is held at full figures. Stock is small. That coming to hand has been largely exported.

Salt—In Liverpool coarse salt prices are firmly held. This is a rather quiet time. With the arrival of the regular Winter port boats stock can be easily obtained. Fine salt is also quiet.

Canned Goods—The extreme low prices are a thing of the past. The fight seems off; it is gravely doubted if the result warranted the cost. Retailers took advantage of the situation and bought largely. There is one thing which may help matters; the low price at which goods can be retailed should very much increase the consumption, particularly in peas.

Tomatoes are much firmer. The association are not making full deliveries and prices in the States are high.

There is quite a full stock of gallon apples, Maritime Province pack.

Fruits are quiet.

Salmon rather dull.

Domestic sardines are a fair pack.

Haddies and kippers firmly held.

Dried Fruit—In raisins, new goods continue to arrive. Valencias are low and good. In loose Muscatels, Malagas supply the market, being so much cheaper than Californias. In seeded, stocks will be light. Very few Malagas were bought as shippers could not supply the demand, and California stock is extreme in price. Apricots while low show quite an advance. Peaches sell at quite full figures. Prunes are quite high, stocks are light. In currants large lots of New York cleaned have been received. Imported goods come to hand slowly. New York seeded raisins, quite freely offered. Evaporated apples are higher. Figs are reasonable this season. In onions for good stock higher prices are asked.

Sugar—This continues to be the dull

line. While sales are fair, prices continue to drop off. The market is still considered weak. There has practically been no let-up in the decline since the very first of the year.

Molasses—While prices are unchanged and at least in Porto Rico no higher prices are expected, the situation seems quite satisfactory. There is fair, steady demand. Barbadoes is in somewhat light supply.

Fish—In fresh fish, variety as usual at this season is small, chiefly cod and haddock. Dry fish is high, particularly cod; the supply is light. Pollock while high is as usual well below cod. It is, however, not popular. Pickled herring is high. While little fancy stock, general quality is good. Boneless fish has had a large sale, prices ruling rather higher. Pure boneless cod is particularly fine. Smoked herring tends higher, supply not large.

Flour, Feed and Meal—In flour, Ontarios are higher. Manitobas unchanged. While the latter are relatively high there is a large demand. There is extreme difficulty to get stock. Oats and oatmeal are higher. Feed has a fair sale. Cornmeal shows little change. In beans quite full stocks are held, bought at lower prices. Stock of Yellow Eyes much larger than usual, because of the prices. Values are now higher. Barley is dull.

B. C. Markets.

Nov. 1, 1905.

THAT prices could be maintained at fixed standard in Dawson, where conditions do not materially change during the long Winter season, was thought possible by the business men of the northern city, when they formed a combination some weeks ago. It would seem as if they had a good prospect of success, as the supplies are all in for the Winter, and transient population is practically all out, by this time. With such a steady situation the merchants have, nevertheless, been unable to keep to a schedule of prices. Recent despatches announce that prices have been cut and merchants are advertising big reductions, each trying to best the other. People are putting in Winter stocks on the strength of the cut in prices.

Shipments of Canadian flour to the Orient are on the increase. The Empress of Japan, which sailed this week, took out 3,000 sacks of Lake of the Woods flour, and 25 tons of B.C. flour, from the Moffett Mills at Enderby, in the Okanagan.

Keeping pace with the growth of customs receipts in Canada, the port of Vancouver reports for October: Total revenue, \$120,560.59; export values, domestic, \$991,087; foreign, \$3,654.

Interest continues to play round the prospective terminus of the Grand Trunk Pacific Railway. Rumor has off and on determined that it is to be on Kaien Island, not far from Port Simpson, pointing out that the charter calls for a terminus 500 miles north of Vancouver, and that the Kaien location was reserved from public location until the railway people were able

to secure it. On the other hand, it is stated that the decision of the G.T.P. people was partly the outcome of purchasing the charter of the Pacific, Northern & Omiaeca Railway, which is to run northwest till it can be used to carry material from the coast for the construction of the rest of the mountain section, as the Skeena river is not practicable as a line of transport. It is asserted that the G.T.P. will cross from Edmonton through the Yellowhead Pass and, coming down the Fraser River, will strike direct to Vancouver across the Lillooet country, Pemberton Meadows, and by way of Howe Sound. To carry out this latter portion of the project, the V. W. & Y., which holds a charter over the Howe Sound and Pemberton Meadows section, will be pushed along to completion, and will be the southern outlet of the new transcontinental line.

In groceries, the market is quiet, demand light, prices unchanged of recent dates.

tin & Cie.

A MUTUAL RELATIVE.

A late story of Irish wit is located in New Orleans. An Irishman boarded a train in which every seat except one was occupied by two people. This seat had as occupants a young sport and a large, shaggy dog. The Irishman stood by the seat expecting that room would be made for him. The young man did not take the hint, but regarded the other, who was poorly dressed, with ill-disguised scorn. At last the Irishman remarked: "That's a foine-looking dog ye have with ye. What breed is it?"

"It's a cross between a skunk and an Irishman," was the sneering answer. "Shure, then, it's a relative of both of us," was the instant retort.

BEE-STINGING EXTRAORDINARY.

Bee-keeping is not without its dangers. At present in Delaware a lawsuit is pending to recover the value of a team of horses that were stung to death a short time ago. A farmer was driving through a field of grain, when the horses ran into a swarm of bees, which attacked the horses and stung them so badly that they died. The driver escaped only with great difficulty, and with many reminders of his experience.

CANADIAN FISHERIES.

Canada's fishery industry produced in 1904 \$23,000,000.

Canada exported in 1904 over \$16,000,000 worth of fishery products.

Cod comes first in value, salmon next. Canada has 100,000 men employed in the fishing industry.

Nova Scotia comes first in fishing industry, British Columbia second, New Brunswick third.

13,905 seals were caught in 1904 by Canadian sealers.

BEE-KEEPING.

This year the bee industry has been exceptionally prosperous, and the keepers feel justly gratified over the season's result.



KING OSCAR SARDINES

THE
NEW
PACK

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

JOHN W. BICKLE & GREENING

Canadian Agents

HAMILTON, - ONTARIO



GOODS
YOU CAN ALWAYS
RECOMMEND

GREIG'S WHITE SWAN

JELLY POWDERS,
FLAVORING EXTRACTS,
COFFEES,
SPICES,
COCOANUT,
FLAKED WHEAT,
S. R. BUCKWHEAT FLOUR,
GLUTEN FLOUR,
GRAHAM FLOUR,
WHOLE WHEAT FLOUR,
BREAKFAST FOOD,
THE KING'S FOOD.

All pre-eminent for quality.

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

WINDOW AND INTERIOR DISPLAYS

TO MAKE THE STORE ATTRACTIVE

TO make the store attractive should be the supreme aim of every storekeeper. Watch every point of importance and have it right up-to-date.

Have you ever thought how your window display would be much enhanced by the judicious use of attractive lights?

Have you ever tried color lights for your evening window display? The soft, rich tone added from a deep red or green light makes many striking and very beautiful effects, and can be easily made.

There are a number of simple methods by which you can color your own lights to any shade desired.

One of these is the alum solution. Make a strong solution of alum water, and after carefully cleaning your globe, dip it in the solution. Have a rack to dry them on, and dry slowly and evenly. This gives you the plain white, frosted globe.

By adding cochineal, you have a red solution; tumeric makes a yellow; indigo a blue; a mixture of tumeric and indigo a royal purple.

It may be necessary to dip the globes several times that they may have an even coating.

Another good way, simple and inexpensive, is to color a bottle of mucilage and carefully coat the globes with same.

If the colored lights have not been extensively used in your town, try them at once, and you will be quickly convinced that they are most effective in attracting the crowds that throng the streets in the evening.

ATTRACTIVE WINDOWS PAY.

THE decoration of the store window is looked upon by a great many grocers from the standpoint of what it costs, the time of the clerk, etc., and not from the beneficial results, such as the increase in business, that may arise.

They have as yet to be convinced, shown in dollars and cents, that a well arranged window display is a paying investment, that it is one of the best paying advertisements any grocer can use to attract and maintain trade. This has been proven time and again by grocers all over the country, and to those who can't see anything in having well kept and attractive windows we would say, give the method a trial and, like many others, you will be convinced it is a good business policy.

The proof is seen from the fact that the brightest store in the block is always the attraction. Those in a hurry will stop and look at a well-lighted and well-dressed window, and in many instances the stopping means a sale.

WON'T BRING BUSINESS.

To the average grocer a window display simply means the packing of a

number of cans or packages and then sticking a price on them. It is rarely ever that such a display brings any business. Of course, it is preferable to no display at all. But it is not a display that will bring new faces into a store or influence the sales of regular customers.

One thing at least every grocer can do, but to judge from recent observations few do, and that is to keep the windows clean and well lighted.

A TYPICAL COUNTRY STORE.

WE are enabled to produce this week a picture of an up-to-date general store at Brandon, Manitoba. This store has been recently pur-

CANADIAN APPLE TRADE.

P. B. MacNamara, commercial agent at Manchester, writes:

Liverpool reports that the total arrivals of Canadian apples this season to Oct. 7, numbered 95,528 barrels, as against 127,650 barrels last season. The prices now being obtained for Canadian apples are vastly in advance of last year, yet, if the comparative failure of the English crop and the decrease in foreign arrivals are considered, it might have been expected that a higher range of prices would prevail. I attended the apple salesroom this week, and saw the contents of many barrels dumped into baskets for inspection by the buyers, and am pleased to be able to state that



One of Manitoba's Up-to-date Stores. W. Rourke & Co., Brandon.

chased by W. Rourke & Co., from Mr. C. R. Bannings, the late proprietor.

Brandon has been making great progress of late years, and in keeping with the enterprising spirit, the new proprietors have set themselves to work to put everything on progressive lines. They have had the store remodelled and put in a fresh stock of groceries and provisions. It is a roomy store and measures 120 x 40 ft. It contains every modern facility for carrying on an up-to-date grocery business, has hardwood floors, electric lights, oak counters, cash registers, and computing scales.

Mr. Rourke is well known in the east, having been in the retail grocery business in Montreal for 18 years, and should enjoy a good trade in the west, if experience and ability count for anything.

The Grocer wishes them every success.

the packing and grading were right, and that the condition of the fruit was excellent. Fairly high prices were obtained, and as much as 25 shillings per barrel, or \$6.07, was realized for 20 barrels of XXX Baxters.

FRENCH SUGAR FAILURES.

The Paris Journal states that the French sugar crisis involved known losses of 30,000,000 francs, equivalent to about \$6,000,000. The unknown losses have added to the conditions an uncertainty, which makes the situation still more uncomfortable. Three large Parisian banks are said to have been heavy losers and to have tried to conceal their losses in order to save their credit. It is claimed that the banks are creditors to the extent of 100,000,000 francs, or \$20,000,000.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 9th, 1905.)

LITTLE that is new offers itself for comment this week in the wholesale grocery market. Conditions are eminently satisfactory as collections show a marked improvement and the trade are buying liberally. Already there is considerable inquiry for groceries intended for the Christmas trade and it is already evident that the demand is to be for the fancy lines.

Sugar is still declining. As noted last week in our telegraphic despatches there has been another decline reducing the price to a base of \$5.05 per cwt. for Montreal granulated in barrels. An important change has also been made in the method of stating the price of sugar for Manitoba points. Up to the present time different prices have been quoted for different points in the Province, but in future the base price will be the Winnipeg price. Merchants will buy at the Winnipeg price and pay their own freight. While the change is essentially one of method in reckoning it is said by the wholesale trade that it will have the effect of making higher prices in many parts of the Province.

New evaporated apples are arriving on the local market in quantities and are being sold at the high prices quoted some time ago in these columns. New dried apples are also opening high.

Owing to the high price of California muscatel raisins as compared with Valencias there are none selling in Winnipeg at the present time. At this time of year the Valencias are fully as popular as the muscatels when prices are on an equality and with the big difference now existing the demand has been entirely diverted to the Valencias. Unless the California prices are reduced there will be very small sales this season. The only California raisins selling in quantities on the local market at the present time are the seedless varieties for which there is always a steady demand.

New Digby chicks are on the market and they are quoted at 14c. per box.

Canned Goods—There is nothing new in the canned goods situation. Prices continue steady and they are quoted as follows:

Succotash, 2s, group 1, per 2-do. case	2 63
" " " " 2 and 3, per 2-do. case	2 58
Beets, 3s, group 1, per 2-do. case	2 39
" " " " 2 and 3, per 2-do. case	2 34
Pumpkins, 3s, group 1, per 2-do. case	2 04
" " " " 2 and 3, per 2-do. case	1 99
Plums, Damson, 1s, group 1, per 2-do. case	2 13
" " " " 2 and 3, per 2-do. case	2 08
" Lombard, 1s, group 1, per 2-do. case	2 23
" " " " 2 and 3, per 2-do. case	2 18
" greengage, 1s, group 1, per 2-do. case	2 33
" " " " 2 and 3, per 2-do. case	2 28
Peaches, 2s, group 1, per 2-do. case	4 18
" " " " 2 and 3, per 2-do. case	4 03
" " " " 3s, group 1, per 2-do. case	6 14
" " " " 2 and 3, per 2-do. case	6 09
Pears, 2s, F.B., group 1, per 2-do. case	3 58
" " " " groups 2 and 3, per 2-do. case	3 53
" " " " 3s, F.B., group 1, per 2-do. case	5 09
" " " " groups 2 and 3, per 2-do. case	5 04
Apples, gallons, group 1, per doz.	2 60
" " " " 2 and 3, per doz.	2 55
" " " " 3-lb. " 1	2 13
" " " " 1-lb. " 2 and 3	2 08
Cherries, red pitted, group 1, per 2-do. case	4 33
" " " " 2 and 3	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " " " " 2 & 3	3 43
" " " " " " 1	3 33
" " " " " " 2 & 3	3 78
Gooseberries, new, " " 1	4 08
" " " " " " 2 & 3	4 03

Lawtonberries, " " 1	3 83
" " " " 2 & 3	3 78
Raspberries, red (new), 2-do. cases, group 1	3 63
" " " " " " 2 & 3	3 58
" " " " " " 1	3 53
" " " " " " 2 & 3	3 48
Strawberries, " " 1	3 33
" " " " " " 2 & 3	3 28
Pineapples, 2s, sliced, 2 doz. cases, per case	4 25
" " " " 2s, whole, " " "	3 75
" " " " 2s, whole, " " "	4 50
" " " " 2s, whole, " " "	4 50
Tomatoes, 3s, per 2 doz. cases, group 1	2 34
" " " " " " 2 & 3	1 98
Corn, 2s, " " " 2 & 3	1 93
Peas (No. 4), 2s, " " 1	1 53
" " " " " " 2 & 3	1 48
Peas (No. 3), 2s, " " 1	1 68
" " " " " " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " " " " " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " " " " " 2 & 3	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " " "	6 00
" River's Inlet, " " "	5 90
" Red Spring, " " "	5 75
" humpback, " " "	3 75
" cohoes, " " "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " " 5 to 9 cases	6 25
Pork and beans (V.C.P. Co.), 1s, per doz.	1 90
" " " " 2s, " " "	2 60
" " " " 3s, " " "	1 25
Soups (Van Camp's), per doz.	2 75
Boneless chicken, lb. tins, per doz.	3 25
" turkey ducks " " "	3 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey " " "	3 25
Corned beef " " 1s	2 75
" " " " 2s	2 65
Roast beef (Man. Can. Co.), 2s, per doz.	1 50
" (Clark's), 1s, per doz.	2 65
" " " " 2s	2 65
Potted meats, 1s, per doz.	0 55
Veal loaf (Libbey's), 1 lb., per doz.	1 25
" " " " 1 lb. " "	2 50
Ham loaf " " 1 lb. " "	1 25
" " " " 1 lb. " "	2 50
Chicken loaf " " 1 lb. " "	3 05
" " " " 1 lb. " "	3 05
Luncheon (Clark's), 1s, " " "	3 00
" (Aylmer), 1s, " " "	2 90
Sliced smoked beef (Libbey's), 1-lb. tins, per doz.	1 60
" " " " 1-lb. tins, " " "	3 10
" " " " 1-lb. glass, " " "	3 35
Chipped " " 1-lb. tins, " " "	1 45
" " " " 1-lb. tins, " " "	2 50
" " " " 1-lb. glass, " " "	3 05
Sliced bacon, " " 1-lb. tins, " " "	3 25
" " " " 1-lb. glass, " " "	3 10
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " " " 2-lb. " " "	2 65
Lobsters (new), 1-lb. flats, per 8-do. case	16 00
" " " " 1-lb. talls, per 4-do. case	10 25
" " " " 1-lb. talls, " " "	14 50

Sugar—As noted above another decline last week reduced the price of sugar to a basis of \$5.05 per cwt. for Montreal granulated in barrels. At the same time an important change has been made in the method of calculating the price of sugar in Manitoba. The Winnipeg price is now made the base price for the Province, and country merchants may now calculate the price of their sugar at the Winnipeg price plus freight charges to their station. That is, in future sugar will be on the same basis as any other goods bought in Winnipeg. It is true that Brandon will still be a distributing point for the refineries, but the price in Brandon will be the Winnipeg price plus the freight to Brandon. The general effect will probably be to raise the price of sugar throughout the Province. We quote:

Montreal granulated, in bbls.	5 05
" " " " in sacks.	5 00
" yellow, in bbls.	4 55
" " " " in sacks.	4 50
Wallaceburg, in bbls.	4 95
" " " " in sacks.	4 90
Icing sugar in bbls.	5 65
" " " " in boxes.	5 85
" " " " in small quantities.	6 25
Powdered sugar, in bbls.	5 45
" " " " in boxes.	5 65
" " " " in small quantities.	5 90
Lump, hard, in bbls.	5 75
" " " " in 1-bbls.	5 85
" " " " in 100-lb. cases.	5 75
Raw sugar.	4 25 4 50

Syrups and Molasses—The trade in molasses continues quiet and uninteresting. Syrups are moving in larger quantities and a revival of interest in corn syrups is reported. We quote:

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 00	2 10
" " " " 5-lb. tins, per 1 " "	2 40	2 50
" " " " 10-lb. tins, per 1 " "	2 15	2 25
" " " " 20-lb. tins, per 1 " "	2 15	2 25
" " " " 1 barrel, per lb.	0 03	0 03
" " " " Sugar syrup, per lb.	0 03	0 03
" Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 20	2 20
" " " " 5-lb. " " " "	2 65	2 65
" " " " 10-lb. " " " "	2 40	2 40
" " " " 20-lb. " " " "	2 45	2 45
Barbadoes molasses in 1-bbls, per lb.	0 04	0 04
New Orleans molasses in 1-bbls, per lb.	0 02	0 02
" " " " in barrels.	0 02	0 02
Porto Rico molasses in 1-bbls, per bbl.	0 04	0 04
Blackstrap, in bbls., per gal.	0 31	0 31
" " " " 5 gal. bts., each.	0 58	0 58
" " " " " " " "	2 25	2 25

Coffee—Prices are quoted as follows:

Whole green Rio, per lb.	0 11
" " " " roasted, per lb.	0 15
Standard Java in 25-lb. tins, per lb.	0 31
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha " " "	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo " " "	0 19
Choice Rio " " "	0 17
Pure " " "	0 16
Seal Brand (C & S) in 2-lb. tins, per lb.	0 32
" " " " 1-lb. " " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " " " 1-lb. " " "	0 24

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

Epps' 1/2 lb. package, per lb.	0 33
Fry's 1/2 lb. Homoeopathic, per lb.	0 30
" " " " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12 1/2 lb. tins, per lb.	0 19
Cowan' in 10-lb. tins, per lb.	0 15
Mott's Homoeopathic, 1/2 s	0 25
Van Houten's, 1/2 s, per doz.	2 85
Baker's, in 1/2-lb. tins, 1/2-lb. tins, per lb.	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, 1/2 s, per lb.	0 35
" " " " 1/2 s, " " "	0 34
Mott's Diamond, 1/2 and 1/4, per lb.	0 22
Fry's " " " "	0 23

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 86
" " " " tins, " " "	1 56
" " " " 7-lb. tins, per lb.	0 05
" " " " 4-lb. tins, " " "	0 10
" (Upton's), 7-lb. pails, per pail	0 56
" " " " 1-lb. glass, " " "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb. tins, assorted, per doz.	1 65
" " " " strawberry, " " "	1 85
" " " " raspberry, " " "	2 06
" " " " glass, assorted, " " "	2 05
" " " " raspberry, " " "	2 40
" " " " strawberry, " " "	2 20
" " " " 7-lb. tins, assorted, per lb.	0 12
" " " " raspberry, " " "	0 13
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), " " "	0 52
" (in Calgary), " " "	0 57
" (in Lethbridge), " " "	0 57
" (in Edmonton), " " "	0 60

Teas—Quoted as follows:

Congous, M. 12, half chests, per lb.	0 12
" " " " cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " " " cads, per lb.	0 16
" A.A.N., in cads, per lb.	0 19
" J.A.P., No. 1, " " "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P.H.T., in 1/2 chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " " " No. 414 and 418, " " "	0 20
" " " " No. 412, in chests, " " "	0 22
" " " " No. 57, " " "	0 25
Gunpowder, in quarter chests, per lb.	0 26
Young Hyson, in 1/2 chests, per lb.	0 26
Scented Orange Pekoe, in cads, per lb.	0 26

Fish and Oysters—We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 15
Mackerel	0 18
Red snapper	0 15
B.C. salmon	0 12
Halibut	0 11
White fish (L. Winnipeg), per lb.	0 06
Pickrel	0 05
Jackfish	0 10
Finnan Haddie	0 11
"Halifax" brand salt cod, fish cakes 24-1s	0 04
"Acadia" " " " " 20-1s	0 09
"Bluenose" " " " " 20-1s	0 07
"Acadia" " " " " 2-lb. boxes	0 09
" " " " " " 4-lb. " " "	0 09
" " " " " " shredded, 24 cartons, per bx.	2 00
" " " " " " bulk, in 15-lb. box.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " " " " per 20-lb. pail.	0 12
Salt mackerel, in 20 or 30-lb. pails.	0 11
Smoked halibut strips.	0 45
Kipperd gold eyes, per doz.	1 50
Yarmouth blotters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar.	0 40
Frog legs, 6 doz. in box, per doz.	0 40
Oysters, selects, per gallon	2 25

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Gold Standard Tea

Western People WILL HAVE the best.

GOLD STANDARD TEA

IS

"GUARANTEED THE BEST"

Therefore Western People WILL HAVE

GOLD STANDARD TEA

Supply 'em, Mr. Grocer, Supply 'em.

GOLD STANDARD TEA

LEAF TEA

MADE IN CANADA

Packed, guaranteed and shipped in any quantity by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

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

POULTRY, FISH AND GAME AND OYSTERS.

WINNIPEG FISH CO.

PHONE 1480.

259 PORTAGE AVE.

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

Nuts—The Christmas trade is responsible for a greatly increased demand for nuts now reported by the jobbing houses. The new almonds and walnuts are moving fast. We quote:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 10
Peanuts	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 14½
" Marbots	0 13
Pecans, per lb.	0 15
Brazils, per lb.	0 15

Foreign Dried Fruits—Owing to the abnormally high price of California muscatel raisins as compared with Valencias very few, if any, are selling on the local market. When prices are on an even basis at this time of year many people prefer the Valencias; hence it is evident that unless the price of muscatels is reduced the demand will be entirely diverted to the Valencias. Of course California seedless raisins are selling well. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned,	0 08
" 1 lb pkgs	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert,	3 40
" Royal Buckingham,	4 00
" Imperial Russian	5 25
" Connoisseur clusters, 1 lb pkgs per case (20 pkgs)	3 25
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s. to arrive	1 60
" selected, to arrive	1 75
" layers,	1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3	0 09½
" " " 4	0 10
" " choice seeded in ½-lb. packages per package	0 08½
" " fancy seeded in ½-lb. packages per package	0 08½
" " choice seeded in 1-lb. packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 11
Prunes, 90-100 per lb.	0 06½
" 80-90	0 06
" 70-80	0 07½
" 60-70	0 07½
" 50-60	0 07
" 40-50	0 07½
" choice silver, per lb.	0 10
" silver, per lb.	0 08½
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filatras in 1-lb. pkg. dry cleaned, per lb.	0 07
" Vostizzas, uncleaned,	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in bags, per lb.	0 03½
Apricots, choice, in 25-lb. boxes, per lb.	0 12
Apricots, standard in 25-lb. boxes, per lb.	0 11½
Peaches, choice, per lb.	0 13
" standard	0 12½
Pears, choice (halves), per lb.	0 16
" standard	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice.	0 12

Candied Peels—There is a brisk demand at present. Prices are quoted as follows:

Lemon, per lb.	0 11
Orange	0 11½
Citron	0 18
Mixed, in 1-lb. drums per doz.	2 30

Spices—Prices are quoted as follows:

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5	0 26
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 18
Cassia, " "	0 15
Allspice, " "	0 12½
Ginger, in 10 lb.	0 10
Mixed spice, in 5 lb. boxes, per lb.	0 20
Mace, in 5 lb. boxes, p. r. lb.	0 70
Black pepper, per lb.	0 13
White	0 25
Cinnamon (ordinary), per lb.	0 24
" (extra choice), per lb.	0 25
Nutmegs, per lb.	0 25
Cloves (according to quality)	0 14½
Ginger, per lb.	0 10
Allspice, per lb.	0 8½
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
4-oz. packets, per doz.	0 75

Rice Tapioca and Sago—Tapioca is weaker, but there has been no quotable change. We quote as follows:

Rangoon rice, per lb.	0 03½
Patna	0 04½
Tapioca, per cwt.	5 00
Sago, per lb.	0 03½

FISH

Smoked Herring a Specialty.
In car load lots only. No middlemen's profits.
Buy from Producer.

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

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.

Fresh and Frozen

Lake and Sea Fish Oysters and Poultry

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

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

Pot and Pearl Barley—Prices continue steady and they are quoted as follows:

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

Evaporated Apples—New evaporated apples are now on the local market in good supply, and the opening price is about 9 3-4c. per lb. in 50 lb. boxes. Dried apples are also opening high, the price ranging from 7 3-4c. to 8c. per lb.

Beans—As noted last week, the opening price for new beans is about \$1.75 per bushel.

Woodenware—Prices are steady at the reduction noted two weeks ago. We quote:

Butter tubs, wooden hoops, 2 in nest, per nest.	0 42
" " " 3 " " "	0 70
" " " 3 " " "	0 63
" " " 3 " " "	1 00
Pails, 2 hoops, per doz.	1 95
" fibre	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " " No. 0, per do	11 00
" " " " No. 1,	8 75
" " " " No. 2,	7 30
" " " " No. 3	6 40
" " " " nests of No. 1, No. 2 and No. 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	0 29
Butter tubs, fibre and cover, per doz.	4 00
Butter moulds, for 1-lb. bricks, per doz.	1 85

Glass Fruit Jars—Prices for season of 1905-06 are as follows:

Glass fruit jars, pints, per gross	7 75
" " " quarts, per gross	8 75
" " " half-gallons	11 75

Salad Dressing—There is some demand still at following prices:

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

Sauces—We quote:

Worcestershire, Lea & Perrins' ½ pints, per doz.	\$3 65
" " " pints, "	6 00
" " " ¼ pints, "	0 90
" " " Paterson's ¼ pints, "	0 90
" " " pints, "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90



"Assured Quality, Uniformity and Satisfaction."

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

DELICIOUS

COFFEES

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

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

Wellington Mills, London, England

Agent:
**JOHN FORMAN, - 644 Craig Street
MONTREAL.**

The original and only Genuine
Preparation for Cleaning Cut-
lery, 6d. and 1s. Canisters

CLARK'S MINCE MEAT

is packed in Tins—1^s, 2^s, 3^s, 4^s, 5^s;
in Wood Pails—25^s; Tubs—50^s.

If you are looking for quality

Try a sample order.

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

Breakfast Cereals—Prices are quoted
as follows:

Rolled Oats, 80-lb. sacks, per cwt	1 85
40-lb. " " "	1 90
20-lb. " " "	2 05
8-lb. " " "	2 25
Cornmeal, in sacks, per cwt	1 85
in 1/2 sacks, " " "	1 90

HINTS TO BUYERS.

The Customs returns of last week show
that there were 21,699 pounds of "Sala-
da" Ceylon tea exported from Toronto to
the United States; this is the tea that
received the highest award and gold
medal at St. Louis Exposition last year.

A. F. MacLaren Imperial Cheese Co.,
Limited, agents for Huntley & Palmers,
Limited, the English biscuit manufactur-
ers, have a large shipment of these goods
coming in this month. This is the kind
of article that your customers want for
Christmas.

A. F. MacLaren Imperial Cheese Co.,
Limited, are landing ten or eleven car-
loads of Maconochie Bros.' peel, pickles,
sauces, preserved fish, marmalade, etc.,
and have further shipments coming in
shortly. These goods are coming to the
front rapidly and only need introduction
to you to make you as enthusiastic about
them as are the agents.

A. F. MacLaren Imperial Cheese Co.,
Limited, call the attention of the groce-
ry trade to their advertisement of maple
syrups on another page of this issue, the

perusal of which will be found to be very
interesting.

COMMERCIAL TRAVELERS' OFFICERS.

The quarterly meeting of the Do-
minion Commercial Travelers' Mutual
Benefit Society was held in Montreal
last Saturday, with the president, Mr.
Alex. A. Murphy, in the chair.

A most satisfactory report was read,
showing an increase in the membership,
and also an increase in the reserve
fund.

The nomination of officers for the en-
suing year was then proceeded with, re-
sulting in the election of the following
gentlemen by acclamation: President,
J. S. N. Dougall; vice-president, Rich-
ard Booth; treasurer, Chas. Gurd; trust-
ees, David Watson, E. H. Copeland,
Max. Murdock, J. F. L. Dubreuil, and
J. N. Christie.

The newly appointed president, Mr.
Dougall, retires this year from the
presidency of the Dominion Commercial
Travelers' Association, having filled
that office for the past two years.

PUSH ON.

Hold up your head and push on!
If you want to succeed and get to
the top of the tree, devote all your
thoughts of your business.

School yourself into being all eyes and
ears.

Never miss the opportunity of meet-

ing men likely to be of use to you. Make
yourself pleasant to them at first, then
try to make yourself useful; then, may-
be, they will find you indispensable to
them.

When you have made up your mind
to do a thing, do it; let no one divert
you from the road that leads straight
to the goal.

Have confidence in yourself. If you
cannot swim, go and look at people
swimming, and say to yourself: "They
can do it, therefore, I can," and you
will do it after two or three "trys."

Put up with the hard times in a man-
ly way, and they will be soon over.

No one who has character (with or
without talent) has any business to be
poor. Any one who has health and char-
acter must more or less succeed. No
one has any business to vex his friends
and acquaintances by grumbling, com-
plaining, or striving to win pity or sym-
pathy.

Hold up your head, push on, and you
will get there.

Mr. F. A. Kelly, who has been with
the Grimm Mfg. Co., Limited, Mont-
real, for ten years, representing them
on the road, was married on the 18th
ult. to Miss McGarry, of Peterboro,
Ont. Mr. and Mrs. Kelly, after a tour
through the Eastern States, will take
up their residence in Montreal. As
"Fred" has always been in the maple
sugar business, the sweetness of mar-
ried life will be thoroughly appreciated.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

YEARLY CONTRACT RATES.

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

AGENCIES WANTED.

MANUFACTURERS' agent desires correspondence with British and American manufacturers of grocers' specialties desiring representation in Western Canada. Address P.O. Box 702, Winnipeg, Man. [47]

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

MECHANICS WANTED.

GROCERY salesman, experienced and good hustler for high-class trade; must be up in the business; state wages expected. McLaurin & Dow, Fort William. [1]

BAKER wanted, must be first-class man. W. C. Talbot, Aylmer West. [f]

BAKER wanted; good steady man for bread shop; state wages. Apply to C. Danneker, Stratford, Ont. [f]

WANTED at once, third miller, capable of taking charge; part night work; steady situation. Apply, giving references, to Quince Bros., Delhi. [f]

WANTED immediately, first-class, all-round clerk, for general store; state age, salary and experience; none but first-class need apply. Ledingham & Corlett, Williamsford. [1]

WANTED, a good, all-round retail candy maker; steady work and good pay; at once. T. J. Leary, "The Chocolate Man," Montreal. [f]

COMMON SENSE

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

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

THE PATH THE CALF MADE.

One day, through the primeval wood,
A calf walked home, as good calves should;
But made a trail, all bent askew,
A crooked trail, as all calves do.

Since then two hundred years have fled,
And I infer, the calf is dead;
But still he left behind his trail,
And thereby hangs my moral tale.

The trail was taken up next day
By a lone dog that passed that way,
And then a wise bell-wether sheep
Pursued the trail o'er vale and steep
And drew the flock behind him, too,
As good bell-wethers always do.

And from that day, o'er hill and glade,
Through those old woods a path was made;
And many men wound in and out,
And dodged and turned and bent about
And uttered words of righteous wrath
Because 'twas such a crooked path.

But still they followed—do not laugh—
The first migrations of that calf,
And through this winding woodway stalked,
Because he wobbled when he walked

This forest path became a lane,
That bent and turned, and turned again;
This crooked lane became a road,
Where many a poor horse, with his load,

Toiled on beneath the burning sun,
And traveled some three miles in one;
And thus a century and a half
They trod in the footsteps of the calf.

The years passed on in swiftness fleet,
The road became a village street;
And this, before men were aware,
A city's crowded thoroughfare;
And soon the central street was this
Of a renowned metropolis;
And men two centuries and a half
Trod in the footsteps of that calf.

Each day a hundred thousand men
Followed the zigzag calf about,
And o'er his crooked journey went
The traffic of a continent.
A hundred thousand men were led
By one calf near three centuries dead,
They followed still his crooked way
And lost one hundred years a day;
For such reverence is lent
To well established precedent.

A moral lesson this might teach,
Were I ordained and called to preach;
For men are prone to go it blind
Along the calf paths of the mind,
And work away from sun to sun
To do what other men have done.

They follow in the beaten track,
And out, and in, and forth, and back,
And still their devious course pursue,
To keep the paths that others do.
But how the wise old wood gods laugh
Who saw the first primeval calf,
Ah! many things this tale might teach,
But I am not ordained to preach.
—National Live Stock Reporter.

A CASE OF LUCK.

Here are two striking advertisements which appeared once in a local newspaper. The first ran:

"In consequence of annoying mistakes, Thomas Smith, the baker, begs to announce that he is not the same person as Thomas Smith, the sweep, and that he has no connection with the latter individual."

The second, which appeared the following day, ran: "Thomas Smith, the sweep, who was stated yesterday to be a different person from, and to be in no way connected with, Thomas Smith, the baker, wishes, for the sake of distinction, to be known in future as Lucky Thomas Smith."



At the Desk

is where the most worry is encountered—to keep accounts straight—to have them always up-to-date, and to be able to render them when they are due. Adopt the

MONTHLY ACCOUNT SYSTEM

and you eliminate at least one-half the amount of work and worry.

Your customers will be better pleased when they get their accounts every month. Merchants all over the country will tell you they would not revert back to the old style again under any consideration.

We Manufacture Systems for All Kinds of Business. Write for Catalogue A.

The Rolla L. Crain Co., Limited
Ottawa, Canada

Toronto :: Montreal :: Winnipeg

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

AN INDUSTRY FOR YARMOUTH.

MANY years ago, in fact since the first settlement of Yarmouth, its inhabitants have been deeply interested in the fisheries—not only so, but many of its hardy sons have toiled and built vessels for the purpose of prosecuting this industry.

As the place advanced in population and in enterprise the list of fishing vessels grew in proportion and for many years every resident could point with pride as well to its fishing as to its deep sea sailing fleet.

Yarmouth seemed particularly adapted to the prosecution of the fishing business, but of late years, through some ill-starred fate, the fleet has dwindled until to-day there are but few, alas too few, vessels engaged in this important enterprise.

This is not as it should be, and Yarmouthians can easily take a lesson from their neighbors in Digby and Lunenburg Counties. For several years past quite a fleet of Digby vessels have entered Yarmouth with fares of fish caught immediately off their shores, and last week two Lunenburg vessels also came here with full fares to obtain some supplies.

With the best shore fishing grounds at hand and with a long experience in the construction of all sorts of vessels, it really appears to be too bad that not more of the coming generation are engaged in this hardy but lucrative industry.

INTERESTING TO POULTRY MEN.

Some practical experiments have been made by the American Government as to the proper construction of poultry houses, how much space should be allowed to a given number of fowls, etc.

At the experiment station in Maine it was found that the best possible results were obtained by allowing from eight to ten feet of floor space for each hen.

After scientifically ascertaining the number of respirations a minute of a fowl, the poultryman says that in a wooden poultry house with the ventilation at the top the air apparently changes about four times an hour.

Each bird must, therefore, have at least the amount of space mentioned above allotted to it. Overcrowding is said to diminish egg production and encourage croup, tuberculosis and other diseases. The air in a house with the bottom out is said to be twice as good as one with the bottom in, the air changing twice as quickly, probably accompanied by a draft.

A GOOD REPORT OF THE LAND.

One of the greatest Canadian enthusiasts in the trade is surely Martin Niermeyer, export manager for G. F. Sutton & Sons, London, England.

Mr. Niermeyer has recently returned to England from a trip round the world which occupied almost two years, during which time he visited almost every

part of the British Empire. Of all the countries in the world, however, Canada attracts him most forcibly, and though he reached Halifax in February and did not arrive in Vancouver until April, he considers his Winter's experience one of the pleasantest he ever had. According to his judgment Norway and Sweden do not begin to compare with the west of Canada in point of scenery and climate. Mr. Niermeyer has been considerably on the move during the past 20 years, and is a much-traveled man, and though he visited Canada a few years ago he had not been across the country from Winnipeg to the coast. He is greatly impressed with the possibilities of Canada, and loses no opportunity of speaking in glowing terms to British merchants and manufacturers with whom he comes in contact.

TRANSPORT OF GRAIN.

As a result of the situation at the eastern terminals of the lake grain route the C.P.R. has made arrangements for shipping a million and a half bushels of wheat all-rail before the close of navigation. This grain is being sent forward for exporters who are unable to fulfil their obligations in any other manner. Although it is understood that the railway company is giving an exceptionally favorable rate, the exporters stand to lose a considerable sum by being compelled to ship by rail instead of by water.

THE BEST

is what you want every time and what your customers want all the time, and every time you sell

JAMES' DOME BLACK LEAD

your customers are getting the best stove polish that has been on the market for over half a century.

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

WANTED

1,000 GROCER CLERKS

to secure subscriptions for **THE BUSINESS MAGAZINE**. We will pay you 50 cents on every yearly subscription you send us.

This is an excellent opportunity to make money, as every business man will see it is to his best interests to subscribe. Call his attention to the following facts and secure his subscription:

THE BUSINESS MAGAZINE is designed to aid the busy man in his reading.

Hundreds of excellent magazines are being published, containing many articles the modern business man should read.

He has not time to read and cull from them the timely, interesting, entertaining and helpful articles he needs; we do that for him.

THE BUSINESS MAGAZINE contains each month a varied and carefully selected series of articles from the best magazines of the world.

In addition to this, the magazine will contain three other strong features:

A very complete list or index of the other important articles of the month and where they are to be found, but for which there is not room in the current issue of **THE BUSINESS MAGAZINE**.

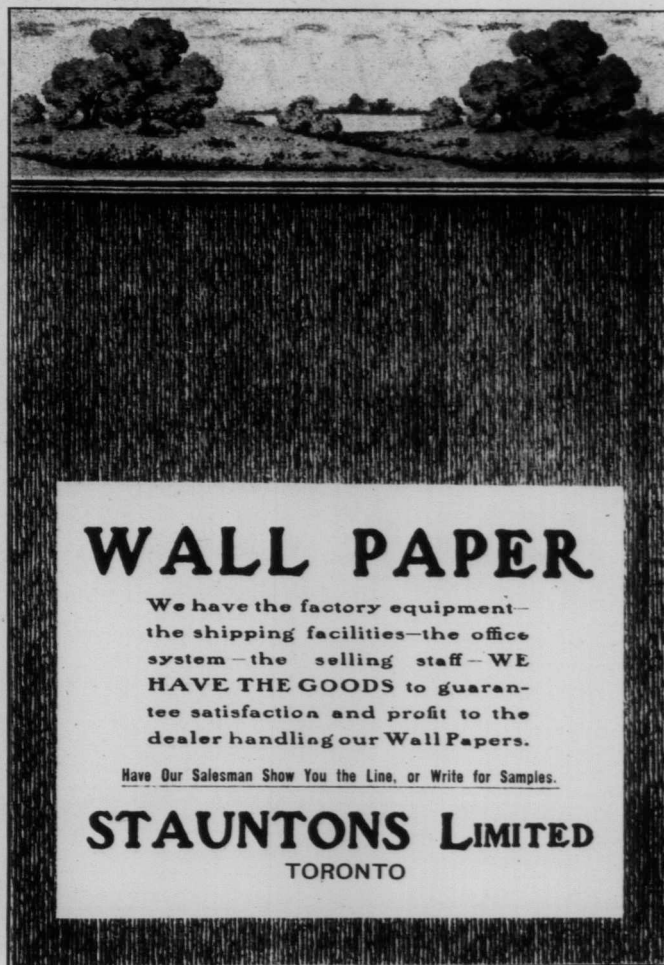
A list of new books of special interest to business men.

And as the number of magazines in Canada from which extracts can be made is small, one or two interesting original articles on Canadian men and affairs will be published.

Annual subscription Two Dollars.

The MacLEAN PUBLISHING COMPANY, Limited

MONTREAL TORONTO WINNIPEG LONDON, ENG.



WALL PAPER

We have the factory equipment—the shipping facilities—the office system—the selling staff—**WE HAVE THE GOODS** to guarantee satisfaction and profit to the dealer handling our Wall Papers.

Have Our Salesman Show You the Line, or Write for Samples.

STAUNTONS LIMITED
TORONTO

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure, \$4.50 per case	24 pints to case, wine measure, \$2.50 per case
12 ½-gal. “ “ “ 4.80 “	12 qt. bottles, 2.40 “
24 ¼-gal. “ “ “ 4.80 “	5-gal. tin, Imperial measure, 1 to case, 3.90 “

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

“WALKER BINS”

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario

"ENTERPRISE" PAYS

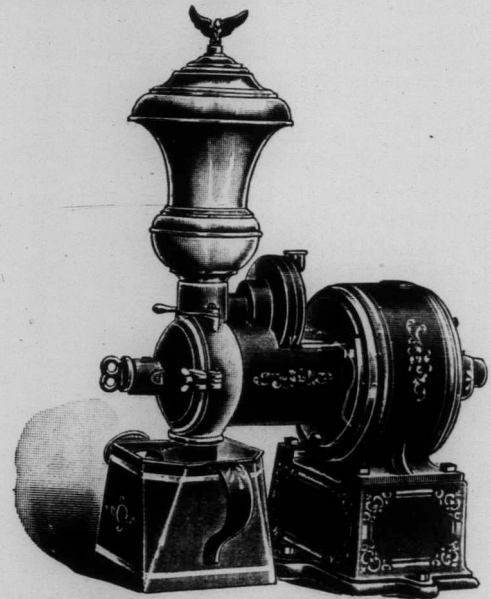
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decrease expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: ::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

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

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

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

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



"THE FAIRBANK PLAN" LOOK INTO IT

and see just what "The Fairbank Plan" is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

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

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to "The Fairbank Plan," as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of "The Fairbank Plan" it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

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

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

You know that all fruits are scarce this season.

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

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

THE
CANADIAN CANNERS, LIMITED

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

BUY NOW

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

No imperfect or inferior fruit is allowed to be used.

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

INSIST upon getting the following brands:

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

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

Every can guaranteed.

BOOKS FOR BUSINESS MEN

Business Short Cuts

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

Contains much valuable information on:

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

\$1.00 Post Paid

Manufacturing Cost

By H. L. C. Hall

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

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

Price, \$3.00 Post Paid

Thorne's Twentieth Century Book-keeping and Business Practice

By W. W. Thorne

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

The Index

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

Some Subjects Treated

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

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

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

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

The MacLean Publishing Co. Limited

Toronto
Montreal
Winnipeg

FRESH AND CURED FISH

JAPAN'S GREAT FISHERIES.

JAPAN leads the world in the economical and scientific development of its fisheries. It has more persons engaged in this industry, says Dr. H. M. Smith, than any other nation. Sharks are among the commonest food fishes of Japan. They are sent to the markets to be "butchered," like bees in other countries. The extent of the Japanese fisheries may be judged from the size of the nets employed by the fishermen. Doctor Smith tells, in the National Geographic Magazine, of a net employed for catching yellowtails which was more than a mile long. It had a bag 900 feet long, 250 feet wide at its mouth and 125 feet deep. On one occasion 10,000 fish, averaging 20 pounds in weight, were taken at a single haul.

NEW FISHERY STATION.

Five new fishery stations will be opened on the lower Detroit River by the Dominion Government, four on Fighting Island and one on Bois Blanc Island. Their chief purpose will be to gather spawn and eggs for the Government fish hatchery at Sandwich. The work will be under the supervision of Mr. William Parker, who has charge of the Sandwich hatchery.

COD PRICES IRREGULAR.

A Newfoundland paper is responsible for saying: "There is no doubt the price of fish is far from fixed or steady just now. A quantity of large cod caught off this port the past season and well cured, sold to one firm for \$6.70, while another firm gave \$6.80 for similar fish. Competition in buying is very keen, but there is nothing to warrant such figures. No one wishes to see a collapse of any one business house, but how can a firm exist that pays out money with a surety of loss? Fishermen themselves will be the sufferers eventually. If fish ruled at say \$5 this autumn it would be better all round."

FISH NOTES.

The Dominion Government has not this year extended the season for taking whitefish and salmon trout for the usual ten days, and as a result the close season commenced on November 1st and will continue throughout the month. There is one exception to this rule, namely, that whitefish may be taken in Lake Erie in the waters bounding the Counties of Kent, Haldimand and Monck where the close season has been abolished.

Professor Prince, Commissioner of Fisheries, has returned to Ottawa after an absence of several weeks in British Columbia. The commission that have been sitting there adjourned until November 9th, when a conference will be held at Seattle with commissioners from the State of Washington to consider joint action for the protection of

the salmon fisheries. The Georgian Bay Commission, owing to rough and boisterous weather, have postponed sittings until next Spring.

Notwithstanding the reported scarcity of oysters on Prince Edward Island, heavy shipments are being made, the boats running to the mainland carrying hundreds of barrels each trip. The largest single shipment was on Saturday last, when the boat from Summerside for Point du Chene landed 400 barrels at the latter place. These were all for the upper Canadian market, where the demand is, as usual, good. The best hand picked oysters are quoted in Halifax at \$7 per barrel.

A letter has been received at the Ontario Fisheries Department from a gentleman in England asking as to the feasibility of transporting Canadian black bass to the Old Country. The writer wants to stock some private waters. Mr. S. T. Bastedo, superintendent of the department, replied, saying that twenty years ago a shipment was made. He recommends that fish hatched this year should be only about four or five inches long, and would be hardy enough to stand a voyage.

The Department of Marine and Fisheries has decided to build a steamboat for the use of officers of the department employed on Lake Winnipeg. The craft will cost \$10,000, and will be built at Selkirk during the coming Winter. Up to the present the department has been compelled to hire boats, and the outlay has been so great that it was decided to build a Government boat. The engineers engaged in the hydrographic survey of Lake Winnipeg and the officers connected with the fisheries will have the new boat at their command constantly, and the cost will be saved in less than two seasons.

The enormous business being done in British Columbia halibut by the New England Fish Co., of Boston, has been the subject of a good deal of protest by Canadians interested in the same line. The principal grievance lies in the fact or the alleged fact, that these splendid fish, some of which weigh several hundred pounds, are caught in what are regarded as Canadian waters. The halibut is plentiful along the Pacific coast from California to Alaska. It is also abundant in Hecate Straits and Dixon Entrance off Port Simpson.

The magnitude of the above company's operations may be gleaned from the fact that last year it paid in express charges alone to the C.P.R. over \$300,000, whilst their catch was nearly half that of the whole Pacific coast, which amounted to 25,000,000 pounds.

The stock of J. S. Armstrong & Machum, grocers, St. John, N.B., has been sold to F. E. Williams, Limited, at 63 cents on the dollar.

JERSEY CREAM YEAST CAKES

We regret to say we receive numerous letters stating they are unable to have orders filled when ordered through their regular Wholesale House. While we prefer to have **JERSEY CREAM** sold by the wholesale trade, we do not want you ever to be without it—so if **JERSEY CREAM** is cut out write us direct, add a barrel of sugar which will make freight. If you do this a few times the Grocery traveller who sells you will then see that you get **JERSEY CREAM**. Remember, **JERSEY CREAM YEAST CAKES** are the best in Canada—and that they pay you the best profit. We guarantee every package of **JERSEY CREAM YEAST CAKE** sold.

LUMSDEN BROS., Proprietors **Hamilton Yeast Co.**
HAMILTON, - ONTARIO

*You'll Be Sure
To Handle
"Acadia" Prepared Codfish
Some day,*

if you don't happen to handle it now, and then you'll wish you had tried its selling powers long ago. Why not try it now that you may longer enjoy the profits of handling a popular and fast-selling article?

—AGENTS—

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

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Be sure and get our prices for

Oranges
Almeria Grapes
Figs, Dates
Nuts, Etc.

Have full lines, and prices are right.

NEW CROP

Florida Oranges
Messina Lemons

Ripe and Well Colored.

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

It pays to keep Essences
like

SHIRRIFF'S
FLAVORING
ESSENCES

They are sure sellers, and
absolutely reliable.
Have you them?

Manufactured by

Imperial Extract Co.

TORONTO

GREEN FRUITS AND VEGETABLES

AN INEXPENSIVE SHOW CASE.

MOST storekeepers have experienced more or less difficulty in displaying their stock of dried fruits. This question, however, has been solved in an easy and effectual way by some ingenious storekeepers. A case is made about the length of an ordinary counter, and any convenient width, a foot high at the back and 7 or 8 inches high in front. It is then divided into as many compartments as is required for the various kinds of fruit. This case can be placed either on a counter or a convenient shelf. By filling each compartment with a nice show of fruit, and a neat show ticket at the back, customers are at once face to face with an attractive and suggestive display. The addition of sliding glass tops will add to the appearance and more than repay the outlay by protecting and preserving from the atmosphere.

METHODS OF SELLING FRUIT.

SOME very interesting and instructive remarks have been made by Mr. A. E. Sherrington, of Walkerton, in the Canadian Horticulturist, on the packing and selling of Canadian fruits, from observations when visiting Europe. We give the remarks, for the benefit of our readers:

"After visiting all of the principal fruit markets in England and Scotland, I am more convinced than ever that co-operation among the growers and shippers of Canada and other countries is an absolute necessity if the growers are to retain that market and receive a share of the profits on the products of the orchard. I saw some dickering in Great Britain last Summer that could scarcely be called square dealing, in fact, it was anything but square. Who was the loser in this particular transaction? No one but the shipper. The commission merchant had his commission and was at no loss. The time is coming when our fruit and other produce will be sold f.o.b. here, instead of by consignment.

"Retail merchants I saw expressed themselves as very much pleased with our method of co-operation in packing apples, and agreed that all products should be sold direct, and not handled on commission.

"I interviewed several retail fruiterers in regard to shipping apples in boxes. A number of them had had no experience with boxes, but said they were willing to give them a trial, believing that they would be very convenient for their trade. Others who had handled apples in boxes were perfectly satisfied that it is the right package for the finer sorts.

During the short time that I was in Europe I had no difficulty in arranging with reliable parties to take all their requirements from our co-operative association f.o.b. here. If the right kind of man was over there one season

he would be able to place nearly all the apples grown in Ontario by straight sales to reliable parties. It does not pay to send anything to Europe but first-class goods. When good fruit was offered the buyers vied with each other in bidding but when the goods were inferior bidding was slow.

"It is a great mistake to mark the barrels wrongly. I saw some apples on Covent Garden Market, London, put up at Cloborne, Ont., marked XXX Duchess. I opened some of the barrels and found one marked XXX Duchess which had not a Duchess in the barrel. They were green apples without a particle of color. Another barrel contained Duchess, but only number two, and marked XXX. This kind of packing will not do. It can be prevented by co-operation in packing.

"The need for greater co-operation on the part of Canadian growers becomes more apparent every year. Co-operation will mean better packing and higher prices, and will strengthen the fruit industry in all its branches. Wherever it has been given an honest trial in Ontario it has been a great success. The more of these associations we can have the better for the growers of the Province."

THE APPLE TRADE.

There is great dissatisfaction among fruit dealers over the apple trade in St. John, both as regards the packing done in Nova Scotia and the inspection there. It is stated that the duties of the inspector as carried out are to see that the barrels are all marked with the packer's name, the variety of fruit and the classification. If the marking is all right the barrels are passed, and no attention is paid to the quality of the fruit, to see whether it corresponds with the markings.

ONTARIO MARKETS.

Green Fruits.

Business has shown a good deal of activity during the week under review.

Oranges are coming in in good form, and prices have evened down somewhat. Lemons are also easier in price, although supply is not over-abundant.

Bananas continue firm, with every indication of demand materially improving.

Grapes are active with previous quotations ruling firm.

The domestic fruits are still coming in in fair quantities. The trade in apples is very good with arrivals scarcely sufficient to fill early orders. Best quality apples are ruling high and good grade apples are easily placed.

We quote:

Oranges, Jamaica, per barrel	4 50	5 00
Oranges, Florida, per box	3 50	3 50
Lemons, new Messinas	3 50	4 00
Bananas, large bunches, crated	1 50	1 80
Bananas, 8's, per bunch, crated	1 10	1 35
Peaches, domestic, per basket	0 30	0 75
Tokay grapes		3 00
Almeria grapes, per barrel	6 00	7 50
Apples, barrels		3 50
Cranberries, late Howes, per bbl.		12 00
crates		4 00

Vegetables.

The local market for vegetables has not been marked by any great activity. Demand continues steady with no particular feature of interest.

Tomatoes are practically finished for the season.

Potatoes are showing increased demand and remain firm at 90c. per bag. We quote:

Jersey sweet potatoes.....	2 75	3 25
Potatoes, per bag.....		0 90
Onions, per bushel.....		0 75
Spanish onions, per small crate.....		1 00
" large cases.....	2 75	
Cabbage, per doz.....		0 40
Cauliflowers, domestic, per doz.....	0 75	1 25
Beets, per bushel.....		0 50
Carrots, per bushel.....		0 50
Lettuce, per doz. bunches.....		0 30
Water Cress, per doz.....		0 20
Parsley, " ".....		0 20
Mint, per doz bunches.....		0 20
Green peppers, per basket.....		0 50
Celery, per dozen.....	0 35	0 50
Vegetable marrows, per dozen.....		0 75
Parsnips, per bushel.....	0 50	0 60
Squash, " doz.....	0 75	1 00
Artichokes, per bushel.....		1 00
Salsify, per dozen bundles.....		0 40

QUEBEC MARKETS.

Green Fruits.

Trade has been a little brighter this week, mostly attributed to the last sailings of the boats to the lower ports and buyers anxious to get in stock before cold weather sets in.

Jamaica oranges are doing a little better on account of their condition and quality being more palatable than they have been, and prices show an advance of 25c. to 50c. per barrel.

New crop lemons are a little lower, selling from \$3.50 to \$4.

Nova Scotia cranberries are very firm, selling from \$8.50 to \$9.50 per barrel.

Almeria grapes are steady with an upward tendency, due to light receipts and prices being much higher in United States markets. Stocks are light here, which looks like higher prices shortly.

Spanish onions in crates are selling 80c. to 85c.; in cases \$2.50 to \$3.75.

Red onions are selling at 90c. per bag and \$2.50 to \$2.75 per barrel, the latter price being for large, fancy stock.

Apples show an improvement in this market, the better variety, such as Spies, Baldwins, Greenings and Russets, in good demand and selling from \$3.75 to \$4.25; other varieties are in light demand and selling from \$2.75 to \$3.50. European markets report higher prices, but results do not seem to justify quotations that have been accepted here. Shipments are lighter this week, and cables ought to show higher prices at next week's sales. We quote:

Dates, per lb.....	0 04
Bananas.....	1 85
Cocoanuts, per bag of 100.....	3 75
Pineapples.....	4 00
Jamaica grape fruit, per box.....	5 00
Apples.....	2 25
Sweet potatoes, per bbl.....	2 60
Lemons, per box.....	3 50
Jamaica oranges, per bbl.....	4 00
Grapes, Almeria, extra fancy Longkeepers.....	7 00
" Fancy.....	6 50
" Choice.....	6 00
" California Tokay, per crate.....	3 50

Vegetables.

The vegetable market shown no change from last week.

Potatoes are coming in in good supply and prices are steady.

California reports a very fine crop of celery, but it is not expected that the first car will reach this market before about the beginning of December.

Onions continue strong in price, the

New Dates are Here

WE HAVE THEM AND ARE SELLING FAST
Hallowees, Sairs and Turkish

RIPE NEW MESSINA LEMONS

We guarantee no green lemons, but perfect, ripe, waxy fruit. Our HOME GUARD BRAND is a beauty.

FLORIDA ORANGES

Eating quality fine now. Heavy, juicy and sweet,
\$3.50 per box.

OYSTERS and FINNAN HADDIE

WHITE & CO., Limited, Toronto

HAMILTON: Phone 1115.

Phone Main 4106.

W. B. STRINGER

The Smile!

J. J. McCABE

Handle "ST. NICHOLAS" and you'll wear "the smile." It's the finest brand of Lemons put up in Sunny Italy. Equal pack from top to bottom—equal profit from top to bottom.

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

F. T. JAMES CO., Limited

FRUITS, FISH AND OYSTERS

Florida Oranges, Almeria Grapes, New Messina Lemons, New Golden Dates.
Now in stock or due to arrive.

New Fruit Warehouse, 33 Church St.

Telephone Main 5048

Don't buy your **Malaga Grapes** until you get our prices.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO.

Consignments of Poultry, Butter, Eggs, Etc., Solicited.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

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

Malaga Grapes, Cranberries, Lemons, Florida Oranges.

Tally One for the Busy Store



I'll wager the store that is busy has my goods in ample quantity. One dealer tells me he sells more of the **E.D.S. Brand** than all other brands put together. He gives two reasons: Reliability, Price. This dealer thinks out things and so "keeps busy." He knows the **E.D.S. Brand** of Jams, Jellies and Sealed Fruits in Glass are the fruits to make room for. If you ordered a trial supply you would soon see the truthfulness of this. Do it to-day.

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

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

FRESH ARRIVALS

EXTRA FANCY *New Messina and California Lemons*
Almeria Grapes, Florida Oranges
New Hallowee and Sair Dates *New Eleme and Tap Figs*
Price Right. Quality the Best
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

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

<p>This design a guarantee of quality.</p>	THIN CASE LINING PAPER	
	ALL SIZES	FOR SHOE CASES	CHEAP AND EFFICIENT
SAMPLES AND PRICES FOR THE ASKING.	CANADA PAPER CO. TORONTO LIMITED MONTREAL	

THAT WORD DIAMOND

on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh-sap syrup direct from the bush.
ALL JOBBERS
Sugars Limited, Montreal

Telegrams: "SEGURO," GLASGOW.
APPLES A SPECIALTY
THOMSON & MATHIESON
Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.
REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington Ont. A B C Code. 4th Edition used.

POTATOES

Let me quote a price on a car of my celebrated **Selected Delaware Potatoes** delivered at your station.
R. W. HANNAH
300 Board of Trade Building, - TORONTO

scarcity of red quality enhancing the value materially of this desirable grade. We quote:

Mint, per doz. bunches.....	0 15
Parsley, ".....	0 25 0 35
Sage, per doz.....	1 00
Savory, per doz.....	1 00
Beets, new, per doz.....	0 12 0 15
Egg plant, per dozen.....	2 00
Green onions, per bbl.....	1 50
Cauliflowers, home grown, per doz.....	0 70
Green peppers, per basket.....	8 50 9 50
Cranberries, per bbl.....	0 40
Home-grown cabbage, per doz.....	10 20
Tomatoes, box.....	0 40
Home grown cabbage, per doz.....	2 50 2 75
Spanish Onions, cases.....	0 80 0 85
crates.....	2 50 2 75
Red onions, bbl.....	0 75
Turnips, bag.....	2 25 2 50
Sweet potatoes.....	2 25 2 50

MANITOBA.

Green Fruits.

Prices are quoted as follows:

Apples, Ontario Northern Spys, per bbl.....	4 50
Baldwins and other red varieties, per bbl.....	4 00
" " Greenings, per bbl.....	3 75
" " Fancy snow, XXX,.....	4 75
Almeria grapes, per keg.....	6 50
Jersey cranberries, per bbl.....	12 00
Cape Cod cranberries, per bbl.....	11 00
Late Valencia oranges, 15's to 250s, per case.....	6 50
126s, 2:0s, 3:4s.....	6 00
Jamaica oranges, per case.....	5 50
California lemons,.....	8 50

Vegetables.

We quote:

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

ST. JOHN, N.B.

Green Fruit.—Apples are high, at least for good stock. Ontario apples are now here and sell quite freely at full figures. While there are almost daily auctions of Nova Scotia apples, only the poorer grades are sold in this way, and prices this year are not as good as usual.

Oranges, rather out of season. Jamaicas are inclined to be poor. A few Floridas are seen, but it is too early for good fruit.

Lemons, while high, are rather easier. Small fruits, as grapes, etc., largely out of the market, except Malaga and Tokay grapes.

VANCOUVER, B.C.

Fruits—Apples still in large supply, and local stock fill all grades. Demand large, with prices ranging from 75c. to \$1.75 per box.

Some Winter pears still offering, the price from \$1 to \$1.75 per box.

California grapes in large supply yet, with quotations from \$1.25 to \$2 per crate.

Vegetables—Potatoes still maintain strong position, Ashcroft's being worth up to \$28 per ton, and few offering. Local lower mainland potatoes from \$14 to \$18 per ton. Field roots, turnips, carrots, beets, etc., are in good supply, and prices still low. Cabbage is not so plentiful for Winter storing, and price is fairly firm at 2½ and 3c. per lb.

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

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

For sale by all Wholesale Dealers See that you get them.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.



The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

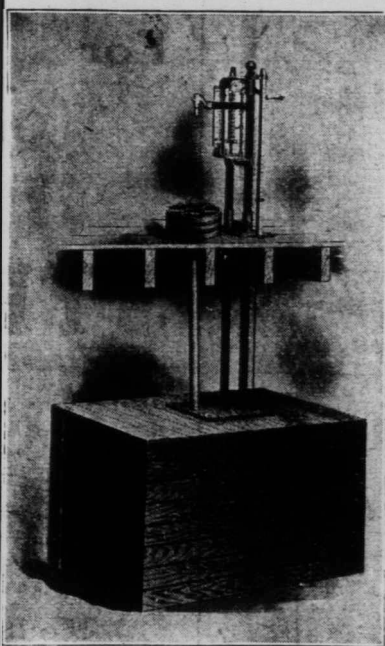
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.

Walter Baker & Co., Ltd.
Established 1780.

Dorchester, Mass.

Branch House, 88 St. Peter St., Montreal, Can.



CELLAR OUTFIT

IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON, OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS.

Save Time and Valuable Space

This can be done by installing a

BOWSER SELF MEASURING THREE OIL TANK

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalogue "B" to-day.

IT'S FREE

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

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited. - TORONTO, ONT.

A. A. McFALL

Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices

Naturally you want to please them and hold their trade You can do both by selling

The time is here now when your customers will use **MAPLE SYRUP**

GRIMM'S absolutely guaranteed

PURE MAPLE SYRUP

Direct from the sugar bush and unadulterated.

WRITE FOR SAMPLE LOT

THE GRIMM MFG. CO., Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies **Montreal**



Sweetened



Unsweetened

**STAND AT THE TOP
FOR QUALITY**

These Milks are the highest standards of excellence on all counts :

PURITY—FLAVOR—RICHNESS

Absolutely reliable

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

For

**Quality, Taste,
Finish and Style**

**STEWART'S
CHOCOLATES**

Are positively unequalled
Simply delicious.

Made Especially for You

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

**MOTT'S
CHOCOLATES
MONEY**

“Diamond”
and
“Elite”

Every up-to-date Grocer knows that the handling of these STANDARD Canadian brands means money to him and satisfaction to his customers.

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

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

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

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

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

LOOK AFTER THE CANDY TRADE.

THE candy business is really only in its infancy, each succeeding year developing or extending the avenues through which it can be sold, and the grocer who starts it now will be in position to participate in the enormous profits which are realized from the sale of candy during the holidays. Undoubtedly the sales of candy this year will be unprecedented in the annals of trade, owing to the wonderful prosperity of the country in general and the fact that everybody will have a few dollars to spend for "goodies" during the holidays.

In handling candy the grocer has a decided advantage over the retail confectioner, as the confectioner must pay all of his expenses out of his candy sales, while the grocer has no extra expenses for rent, heat, light or clerk hire over what they would be were he merely conducting a regular grocery business; in other words, his candy trade would be about one-half or two-thirds profit. Would that he could make the same profit off the sale of all his goods!

Heretofore druggists have made considerable out of candy by handling it as a side line, and the same inducement is now before the grocer, after having been tried by many brother grocers who have found good, substantial profit in it.

As it is with biscuits, so it is with candy—it must be attractively displayed in a neat showcase or in the display window, preferably in shallow pans, neat cartons or special packages or boxes. A display of candy can be made in the front window, along with other goods; but in the showcase it is best to make a separate display by having the cakes, etc., on one side and the candy on the other. The glass of the window or showcase should be washed several times a week and wiped off frequently, for next to having an attractive display, cleanliness will help to win custom and hold trade. A neat showcase of candy will also bring fancy trade, while customers for other things will often be tempted to buy a little candy. Again, a pretty showcase for the candy will add to the attractiveness of the store, and the grocer who has not an appropriate one will find it advisable to procure one at the start, as the candy sales will soon pay for it.

JAPANESE RICE CROP SHORT.

A cable despatch received from Tokio, Japan, says: Notwithstanding the silence of the Government, the real fact is

disclosed that Japan made peace at Portsmouth in fear of a financial breakdown. The war proved more costly than had been calculated, and the rice and cereal crops seemed doomed to failure. Instead of sunlight and warmth during the month of August, when the crops ripen, there was continuous rain and exceedingly cold weather. While some improvement may still be in store, it is certain that the rice crop proves to be from 15 to 20 per cent. below the average and far below last year's crop, when it was marvelously large. Six months more of war would have meant very hard times, for the masses of the people are very poor and rice is bread and meat to them.—Modern Miller.

NEWFOUNDLAND FISHERY TROUBLES.

Another serious complication has arrived in the fishery situation at the Bay of Islands when the steamer Active, carrying eight small boatloads of local fishermen, sailed with the intention of proceeding outside the three-mile limit, and there transferring the fishermen to United States fishing vessels, on which they would ship as members of the crews.

The colonial cruiser Fiona chased the Active and threatened her with seizure if she went beyond the three-mile limit without clearance papers. The Active thereupon returned. The customs authorities refuse to grant clearance papers to the steamer except for a bona fide voyage. The United States fishermen are indignant, and threaten to appeal to Washington for a warship. The British cruiser Latona is patrolling the bay to prevent collisions between the rival fishermen.

THE LIMIT.

By the side of a certain portion of a suburban railway stands a glue factory which sometimes gives out a particularly offensive smell.

A lady who was obliged to travel on this line quite often always carried with her a bottle of lavender salts.

One morning an old farmer took the seat beside her. As the train neared the factory the lady opened her bottle of salts. Soon the whole car was filled with the horrible odor of the glue.

The old farmer put up with it as long as he could, then he shouted: "Madam, would you mind puttin' the cork in that 'ere bottle?"

A STROKE OF BUSINESS

is to buy good goods in good quantity at a good time, and thereby save freight, increase profit and clinch trade. Any person keeping a Grocery Store can make such a stroke of business *now*.



are more in demand than ever. We are turning them out as fast as we can. Our suggestion is this: As soon as your stock is sold send in your order—increased. If you haven't a stock send in an order at once. You will note before long that the sales of

PERFECTION CREAM SODAS

are on the "up-go." You'll share in it.

THE Mooney
Biscuit & Candy
Company,

LIMITED.

Stratford, - Canada.

RETURNED
AN 4 1906

J. H. Woods
W. Brock 45
page 19



TOMMY ATKINS INTERLUDES

Little Tommy Atkins,
One day was very ill,
The doctors dosed him faithfully
With powder and with pill.
A friend advised him what to take
To put him on his feet;
He has it for his breakfast now,
A dish of ORANGE MEAT.

(TO BE CONTINUED.)

The friend advised him and the grocer supplied him. That is taking place every day and grocers are gaining thereby. But it doesn't matter what turns the people to

ORANGE MEAT

It's all the same to the grocer who gets the business, and who has tangible proof that he gets it—the Profits. Take a peep into the other grocery stores in your town and see how many of them are without ORANGE MEAT. Mighty few! Reason from this, then, that it is time you swung yourself into line and let no sales nor profits escape you. An order for

ORANGE MEAT

is a good investment — more than that, a profitable one.

Send your order in.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

THE
Frontenac Cereal Co.
LIMITED
KINGSTON, - ONT.

FLOUR AND CEREAL FOODS

DELAY IN SHIPPING GRAIN.

WHEAT deliveries along the C. P. R. system indicate that the estimates of the grain crop made early in the Fall will be far surpassed. Already deliveries exceed 25,000,000 bushels, as compared with 11,536,000 at the same period of last year.

The eastern blockade is having a serious effect on prices, and the farmers are the main sufferers. Some idea of the acuteness of the blockade situation may be gathered from the fact that a dealer buying cash wheat to-day would have absolutely no chance of delivering that wheat on December contract at Liverpool. A Liverpool dealer who is at present in the country is reported to have been refused space for cash wheat to be delivered on December contract more than a week ago.

The losses to exporters by the blockade across the lakes cannot be estimated. On one cargo shipped from Fort William the exporters had to pay \$500 for delay at Depot Harbor.

This makes vessel owners decline to make charters except at such figures as will actually cover all loss of time. It is almost impossible to charter a vessel for Montreal at the present time under nine and one-half cents. There are rumors of ten cents having been paid.

Other rates known to have been made are seven and a half to Kingston and four and a half to Georgian Bay. Vessels are not averaging much more than one trip in three of former years owing to delays in unloading.

POINTS ON STORAGE CAPACITY.

THE total elevator capacity of Western Canada, including the elevators at Fort William and Port Arthur, with those at interior points, is 45,883,000 bushels.

The Canadian Pacific Railway built its first elevator at Fort William as early as 1884, when elevator "A" was begun. It received the crop of 1885 and was considered a giant in those days, having a capacity of 1,250,000 bushels.

It has been joined by B, C, D, and E, all of modern construction and equipment and with a total capacity of 8,500,000, and in addition there are located at Fort William the Empire elevator with a capacity of 1,700,000 bushels, and the Ogilvie with a capacity of 500,000. This gives Fort William a storage capacity of 10,750,000.

Port Arthur, the adjoining town, has the largest wheat elevator in the world. This is the tile tank elevator of the Canadian Northern Railway with a capacity of 6,500,000 bushels. The King elevator in the same town has a capacity of 800,000 bushels. The terminal storage at Port Arthur and Fort William, twin towns on Lake Superior, reaches the immense total of 18,500,000 bushels.

In 1900, just five years ago, there were 519 elevators at interior points in the Canadian west with a total capacity of 15,379,000 bushels. This year

there are 1,018 elevators with a capacity of 28,768,030 bushels, representing an investment of close upon \$55,000,000.

FLOUR MILL SOLD TO AMERICANS

The Carberry flour mill has been sold by C. J. Hurt to a syndicate of American capitalists, represented by I. Bruce Howard, of Minneapolis. It is understood that the purchasers intend to establish a string of mills throughout the west, and will manufacture for the export trade.

WHEAT FOR MEXICO.

Mr. A. W. Donly reports to the Department of Trade and Commerce that the wheat market in Mexico has suddenly become stringent, and if samples of No. 2 red from Canada are satisfactory, good business may be done. Until December 31, wheat enters Mexico at 70 per cent. reduction on duty.

CEREAL NOTES.

Mr. Alexander MacLean, Canadian agent in Japan, reports to the Trade Department that the latest returns of the rice crops for the current year show a falling off of 19.9 per cent. over last year and 7.2 per cent. over the average yearly production. He reports quite an extensive demand in Japan for fertilizers. Last year the empire imported artificial fertilizers to the value of \$2,878,540, while this year the value of the importations amounts to \$6,538,178.

Hall & Son, of Manitoba are contemplating building a warehouse and wheat elevator in the immediate future at False Creek, B.C., on premises acquired from the Canadian Pacific Railway. They also intend building a flour mill in connection with the elevator, and it is understood that arrangements have been made for the supply of power. Wheat will be shipped in bulk from Vancouver until the mill is built, when, if the flour justifies it, the Oriental flour trade will be invaded with Vancouver milled flour.

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

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

Nap. G. Kirouac & Co.

Receivers and Shippers

FLOUR, GRAIN, MILL FEED, Etc.
119 St. Peter St., QUEBEC, Can.
23 Years Experience in Car Lot Business.

"GOLD CROWN" FLOUR

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

Sutcliffe-Muir Milling Co.
Moosomin, Sask.



CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP

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

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

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

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

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

A TRADE WINNER FOR GROCERS.



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

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

"MADE IN CANADA"

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

Shredded Whole Wheat

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

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

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

The Canadian Shredded Wheat Co.,

NIAGARA FALLS CENTRE, ONT.

Limited

== YOU SHOULD BUY == PEBBLE and PHARAOH

cigars because the inducements I can offer you are most inviting and the cigars themselves the pick of their respective classes.

The Filler of the **PHARAOH** cigar is thoroughly-matured tobacco from the Maincaragua district of Cuba; the Binder is the best Connecticut broadleaf, and the wrapper is a clear Sumatra.

The **PEBBLE** is a high-grade Havana-filled cigar, generous in proportion and extra good in quality.

Both the **PEBBLE** and the **PHARAOH** are made by experts. I want these cigars to be known as the cigars that are always good.

Order 1,000 assorted and push the **PEBBLE** as a 5-center and the **PHARAOH** as a 10-center.

OTHER GROCERS ARE SELLING THEM

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

Are You a T & B Salesman?

Do you sell tobacco? Are you a **T & B** Salesman?

T & B

is no experiment. It is the favorite tobacco.

T & B is attractively put up.

T & B sells well—better every day.

Say you order a trial supply of **T & B**.

== DO IT TO-DAY ==

THE GEO. E. TUCKETT & SON CO., Limited,

HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

ENCOURAGE TOBACCO SALES.

AT this season of the year a fine opportunity presents itself to push tobacco sales, and nothing can help more than a careful utilizing of the show window.

Do you know that window space properly utilized is one of the most valuable mediums of publicity in the world and the one vehicle most convenient and desirable, calculated to meet the requirements of the conservative, dignified business man or firm who desires advertising?

Some reasons why.

All other advertising space must be purchased or rented—window space, infinitely more valuable, costs nothing.

All other advertising space is for temporary use—window space constitutes the direct opposite, permanency.

No other advertising space has the article itself behind it—window space has your goods behind it, also the dealer behind it.

All other advertising space costs time and money to keep it in force—window space is ever in good repair and bright; dealer does it himself.

All other advertising space is practically "dead" at night—window space "works overtime," night and day; dealer pays for illumination.

All other advertising space involves large expenditure, risk and uncertainty—window space affords maximum results at minimum cost, and is certain.

What did you note in your competitors' windows the last time you went by them? If something attracted you, it would probably attract your trade. Try it and see.

Pictures always attract attention in the window. If you have or can get anything unusual in the way of a picture, put it in your window the next time you make a change.

Many tobacco merchants are now supplying excellent advertising show cards.

IMPORTS INTO BRITISH INDIA.

The total value of the tobacco imports into British India in 1904-'05, \$933,333.93, exceeds by about 20 per cent. the amount imported in 1903-'04. Cigarettes are mainly responsible for this advance. At Calcutta, 584,000,000 cigarettes were imported, of which England furnished 385,000,000 in 1904-'05; the United States, 111,000,000; China, 66,000,000; Egypt, 11,000,000; and Straits Settlement, 8,000,000.

THE COSTLIEST CIGARS.

"The costliest cigars in the world," said a tobacconist, "are made for the Barons Rothschild. These cigars cost \$1.25 apiece.

"They are called 'Henry Clay Sobranos.' They are wrapped in pure gold leaf and packed in cabinets of cedar inlaid with ivory. A black, rough-looking cigar, they smoke with the most delicate aroma that you can imagine.

"King Edward's cigars only cost a little more than half what the Rothschilds' do."

GREEK TOBACCO.

ACOMPANY is being formed in Greece under the auspices of the Bank of Athens with the support of the principal tobacco merchants of Volo, for the purpose of improving the cultivation of tobacco, developing the export trade and manufacturing cigarettes for export. Although the culture of tobacco has improved in Greece, still the quality produced is considered inferior. With the object of improving it the Government has for the past two years been distributing to growers Kavalla, Xanthi and Yenidje seed, which have given very satisfactory results. Experiments have convinced the promoters of the undertaking that they can produce as good tobaccos as Turkey if certain changes are made in the methods of cultivation. The principal market for Greek tobacco at present is Alexandria, but considerable quantities are also exported to Italy, Roumania, Germany, Tunis and the northern provinces of Russia.

TOBACCO NOTES.

Advices from Tokio state that the profits on the tobacco monopoly of Japan this year will be about sixteen million dollars, and probably five hundred thou-

sand dollars more than they calculated upon.

Key West sent to the north the first six months of this year about 15,000,000 cigars; Porto Rico threw into the United States during the same period about about 40,000,000 cigars, while there came from Cuba during that time 25,000,000 cigars.

Ovila S. Perrault, secretary American Tobacco Company, Montreal, was in the city recently. Mr. Perrault has just returned from a trip in the company's interests to the Pacific coast, taking in also the Edmonton and Crow's Nest Pass districts. Like all returning travelers from the west, Mr. Perrault is enthusiastic over the resources of the west and the development that is taking place.

Mr. Felix Charlan, an expert in tobacco growing, who has been loaned by the French Government to Canada for the purpose of giving instruction in the culture of the fragrant weed and its preparation for market, has arrived in Ottawa. He has been visiting at the Central Experimental Farm, and from there will proceed to the tobacco growing districts of Canada, where he will give demonstrations to the farmers and growers.

To produce the tobacco manufactured in this country during the last fiscal year, 8,110,800 pounds of raw leaf tobacco were imported, paying an excise duty of 25 cents per pound. With this was used 2,995,000 pounds of Canadian

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

tobacco and 1,550,000 pounds of "combination tobacco." Roughly speaking, between one-quarter and one-third of the tobacco sold in Canada is from Canadian leaf. Of the cigarettes sold in this country, only about four per cent. are imported. A few million of those made in this country are the product of Canadian leaf.

The following recipe for cement is considered an excellent one for repairing meerscham pipes: Take of freshly burnt plaster of paris five parts and freshly burnt lime one part, also have embodied white of egg as much as may be necessary. The plaster of paris and lime must be reduced to very fine powder and mixed thoroughly together, then moisten the surfaces to be joined with a little of the white of the egg. When that is on rapidly mix the powder with white of egg and at once lay the mixture on the broken surfaces and firmly press the pieces together. This egg cement, as it is called, is by some considered the very best thing you can employ, while others say nothing acts as well as what they call the tree meerscham cement. This is composed of garlic, which is crushed and worked into a dough; it is then rubbed into the two fractures, which are drawn very closely together and bound with fine iron wire and boiled in sufficient milk for half an hour, keeping the fracture well covered in the milk all the time.

BUSINESS CHANGES.

THE business of Harkness & Son, general merchants, Alvinston, Ontario, is advertised for sale by tender.

John Keefer, grocer, Merlin, Ont., is selling out.

John White, baker, Petrolea, Ont., has sold to John McPhee.

H. Snow, confectioner, Toronto, has sold to G. W. Mellish.

T. W. Lamb, grocer, Montreal, has sold to Pelletier Bros.

Robert McCausland, grocer, Boissevain, Man., has sold out.

The assets of R. A. Weillbrenner, Portneuf, Que., have been sold.

Smith & Shea, general store, Radisson, N.W.T., have sold out.

A. E. Wild, general store, Melfort, Man., has sold to W. Frazer.

V. W. Johnston, Rossburn, N.W.T., has opened a branch at Seeburn.

The stock of W. D. Bowes' general store at Stoughton has been sold.

J. H. English, grocer, London, Ont., has assigned to George N. Weekes.

John Courchesne, general store, St. Germain de Grantham, Que., is dead.

The assets of J. W. Cuillierier, general merchant, Cedars, Que., have been sold.

The assets of the Montreal Pasteurized Milk Co., Montreal, have been sold.

R. Cristall, general store, Newdale, Man., is succeeded by A. E. Martin.

Thomas Langton, general store, Lowville, Ont., is succeeded by J. H. Helliker.

Singer & Co., bakers, Montreal, Que., have dissolved, Herman Singer, registered.

T. McDonough, confectioner, Rainy

River, Ont., is succeeded by Ellen Bassett.

V. E. Paradis has been appointed curator of Jules Brisson, Ste. Blandine, Que.

Thomas Watson, general store, Corbett, Ont., has been succeeded by Chas. Ebel.

Mrs. J. D. Levesque, fruits and provisions, has registered as J. D. Levesque & Cie.

R. H. Waddell, general store, Sperling, N.W.T., has sold his business to Smith & Slaney.

P. E. Beaulieu, general store, Salmon Lake, has assigned to V. E. Paradis. Paradis.

Alfred E. Hopkins, butcher, Woodstock, Ont., has assigned to Edward W. Nesbitt.

G. H. Thompson, general merchant, Renwick, Ont., is removing to Oil Springs.

Ferrie Bros. & Westaway, butchers, Battleford, N.W.T., have dissolved partnership.

J. M. Roberts, general store, Strathclair, Man., has assigned to H. Detchon, Winnipeg.

The assets of Jos. Couture, general merchant, North Stukely, Que., have been sold.

Aaron Fink has registered under the style of Smoked Meat Provisions, Montreal, Que.

Bergevin, Gourdeou & Co., grocers, Winnipeg, have been succeeded by Bergevin Bros.

C. Sunderland, general store, Tyvan, N.W.T., has sold his business to H. Stevenson.

Walker & Longmore, general merchants, Lysander, Que., have dissolved partnership.

Jules Brisson, general store, St. Blain, Que., a meeting of creditors will be held shortly.

R. M. Logan, confectioner, Edmonton, N.W.T., has sold his business to James McIlroy.

Alberic Frechette, general store, Davelyville, Que., the assets of this trader have been sold.

Oullet & Goulet, fruit merchants, Lachine, Que., Leandre Oullet and Francois Goulet registered.

David Grierson & Co., manufacturers of oat cakes, Toronto, have assigned to E. R. C. Clarkson.

Joseph Hardy, grocer, Quebec, has sold his stock which has been purchased by E. Lafranc.

Eusebe Gibault, grocer, etc., St. Jerdine, Que., has assigned, V. E. Paradis, provisional guardian.

Chartrand & Turgeon have been appointed curators for A. Fiset & Co., grocers, Montreal, Que.

The stock belonging to the estate of O. Bellevance, general store, Letellier, N.W.T., has been sold.

A. A. Perry & Co., grocers, Westmount, Montreal, Que., have compromised at 25 cents on the dollar.

Louis Tremblay, general store, Peri-

bonca, Que., is offering to compromise with 40 cents on the dollar.

J. Courchene, general merchant, S. Germain De Grantham, Que., has assigned to Chartrand & Turgeon.

Hannah Thompson, general store, Oak Lake, N.W.T., Wm. Thompson, the husband of this trader, is dead.

Arthur Martineau & Co., butchers, Montreal, (St. Cunegonde) Que., Mrs. Arthur Martineau registered.

Raoul Julien, baker and grocer, Beauville West, Que., has assigned, V. E. Paradis, provisional guardian.

Wm. Mason and Chas. W. Washer have registered under the style of Dominion Blend Tea Co., Montreal, Que.

W. G. Shoebottom & Sons, grocers, London and Dorchester, Ont., have sold their business to A. E. Mitchell.

R. A. Kirkpatrick, confectioner and tobacco merchant, Port Hope, Ont., has sold his business to Fred Pedlar.

Jos. Wilfred Paradis and Albert Leclair, grocers, Sherbrooke, Que., have registered as Paradis & Leclair.

J. P. Royer has been appointed curator to A. E. Lachance, dry goods and grocery merchant, Sherbrooke, Que.

David Klebanoff and David Muscovitch, manufacturers of tobacco and cigarettes, Montreal, have registered as Klebanoff, Muscovitch & Co.

THE MAN WHO'S AFRAID.

I've paid close heed to the ways of men,
I've observed what the world calls luck,
I have silently marveled, now and then,
At the potent power of pluck;
And this as a bit of truth I hail,
A sentence that's worth one's heed:
The man who is always afraid he'll fail
Don't stand much show to succeed!

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

ARE YOU SELLING

McDougall's Clay Pipes?

THE BEST IN THE WORLD
D. McDUGALL & CO., Glasgow, Scotland.

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Nov. 9, 1905.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—		
Bee" brand, 48 5c. pkgs., per case	.....	\$1 75
" " " 27 10c. pkgs., " "	.....	2 00
" " " 10 25c. pkgs., " "	.....	1 75
Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes	.....	\$3 40
" 10, in 4 doz. boxes	.....	3 10
" 2, in 6 "	.....	0 80
" 12, in 6 "	.....	0 70
" 3, in 4 "	.....	0 45
Found tins, 2 doz. in case	.....	3 00
12-oz. tins, 1 "	.....	2 40
5-lb. " 1 "	.....	14 00
W. H. GILLARD & CO.		
Diamond—		
1-lb. tins, 2 doz. in case	.....	\$3 00
1-lb. tins, 3 "	.....	1 25
1-lb. tins, 4 "	.....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
doz.	10c.	\$0 85
doz.	6-oz.	1 75
doz.	12-oz.	3 50
doz.	12-oz.	3 40
doz.	2 1/2 lb.	10 50
doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	.....	\$0 40
" 4 " "	.....	0 75
" 3 " "	.....	1 25
" 2 " "	.....	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	.....	\$0 45
" " " 1 lb., 5 doz.	.....	0 90
" " " 1 lb., 3 doz.	.....	1 25
Borax, 1 lb. packages, 4 doz.	.....	0 40
Cornstarch, 40 pks. in a case	.....	0 75

Freight paid 5 p.c. 10 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 83
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2 1/2 lb.	4 10
1 "	6 oz.	7 30
1 "	12 "	14 55

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime	\$1 00
1 lb.	1 60
8 oz.	2 25
1 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

CLEVELAND'S—DIME.

Sizes.	Per Doz.
1 lb.	\$1 00
3 lb.	1 50
8 oz.	2 20
1 lb.	2 30
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

"VIENNA" BAKING POWDER.

Per doz.		
1-lb. tins, 4 doz. in box	.....	\$2 25
1-lb. tins, 4 doz. in box	.....	1 25
1-lb. tins, 4 doz. in box	.....	0 75

"BEE" BRAND BAKING POWDER.

Per doz.		
"Bee" brand, 48 6 oz. tins	.....	\$3 50
" " " 36 10 "	.....	4 00
" " " 24 16 "	.....	4 50
"Beaver" brand, 24 16 pks.	.....	4 80



EAGLE BAKING POWDER

Per doz.		
Cases of 48-5c. tins	.....	\$0 45
" 48-10c. tins	.....	0 75
" 24-25c. tins	.....	2 25
" 48-25c. tins	.....	2 25

Blue.

Keen's Oxford, per lb.	.....	\$0 17
In 10-box lots or case	.....	0 16
Reckitt's Square Blue, 12-lb. box	.....	0 17
Reckitt's Square Blue, 5 box lots	.....	0 16
Gillett's Mammoth, 1/2 gross box	.....	2 00
Nixey's "Cervus," in squares, per lb.	.....	0 16
" " in bags, per gross	.....	1 25
" " in pepper boxes	.....	0 02
according to size	.....	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	.....	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1/2 lb. pkgs. per lb.	.....	12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2-lb. pkgs., per lb.	.....	10c

Black Lead.

Reckitt's, per box	.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/4 gross, 4 oz.	.....

JAMES' DOME BLACK LEAD.

Per gross		
6a size	.....	\$3 40
2a size	.....	2 50

Borax.

"Bee" brand, 5 oz., cases, 80 pkgs.	.....	2 25
" " " 10 oz., cases, 48 "	.....	2 25
" " " 16 oz., cases, 48 "	.....	4 25

EAGLE BORAX.

Per doz.		
Cases of 5-doz. 5c. packages	.....	\$0 45
" 5-doz. 10c. "	.....	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	.....	0 08
" 7-lb. cotton bags, per bag.	.....

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—		
Hygienic, 1-lb. tins	.....	per doz. \$6 75
" 1/2-lb. tins	.....	3 50
" 1-lb. tins	.....	2 00
" fancy tins	.....	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc.	.....	per lb. 0 50
Perfection, 1-lb. tins, per doz.	.....	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	.....	2 55
Chocolate—		
Queen's Dessert, 1/2's and 1/4's	.....	\$0 40
" Mexican Vanilla, 1/2's and 1/4's	.....	3 25
" Royal Navy Rock, " "	.....	0 30
" Diamond, " "	.....	0 25
" " " "	.....	0 25

Coings for cake—
Chocolate, pink, lemon color, lbs. \$1.75
Orange, white and almond, 1/2-lb. 1.00

BATGER'S

PEELS

BUY DISCREETLY

If you are one of those who have sold **BATGER'S PEELS** in the past, you can't do better than to place this year's order for this **WELL KNOWN BRAND**. If you have not sold Batger's Peels before, **START NOW**.

They are made by one of the oldest of the **BRITISH** houses. Are reliable and sell well,

ROSE & LAFLAMME
MONTREAL

1/2



ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label - all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal

Confections—	Per doz.
Cream bars, large boxes.....	\$2.25
" " small.....	1.35
Chocolate ginger, lbs.....	3.75
" " 1-lb. boxes.....	2.25
" " wafers, 1-lb. boxes.....	2.25
" " 1-lb. boxes.....	1.30

Chocolate—	per lb.
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.....	0.34
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0.24

Cocoa—	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2.40
" " 1-lb. " ".....	4.50
" " 1-lb. " ".....	8.25
Homeopathic, 1/2's, 14-lb. boxes.....	0.35
" " 1/2's, 12-lb. boxes.....	0.37
Epps's Cocoa, case of 14 lb., per lb.....	0.35
Smaller quantities.....	0.37

BENSODORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4 1/2 doz. to case.....	per doz., \$ 90
1 " " 2 " " ".....	2.40
1 " " 1 " " ".....	4.75
1 " " 1 " " ".....	9.00

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, 1/2's.....	\$0.30
Prepared cocoa, 1/2's to 1/4's.....	0.28
Mott's breakfast cocoa, 1/2's.....	0.38
" " 1/4's.....	0.35
" " No. 1 chocolate, 1/2's.....	0.30
" " Navy.....	0.27
" " Vanilla sticks, per gross.....	1.00
" " Diamond chocolate, 1/2's and 1/4's.....	0.23
" " Confectionery chocolate, 21c. to 0.31.....	
" " Sweet chocolate liquors, 20c. to 0.34.....	

WALTER BAKER & CO., LIMITED

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes.....	\$0.35
Anilla chocolate, 6-lb. boxes.....	0.47
German sweet, 6-lb. boxes.....	0.26

	Per lb.
Breakfast cocoa, 1/2, 1 and 5-lb tins.....	0.40
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes.....	0.33
Caracas sweet chocolate, 6-lb. boxes.....	0.37
Caracas tablets, 100 bundles, tied 5s, per box.....	3.00
Soluble chocolate (hot or cold soda) 1-lb. cans.....	0.42
Vanilla chocolate wafers, 48 to box, per box.....	1.56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

	Per lb.
Breakfast cocoa.....	
12-lb. boxes, 6 boxes in case, 1-lb. tins.....	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.....	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.....	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, 1-lb. tins.....	32c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	33c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.....	33c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	35c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.....	35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.....	44c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.....	35c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	35c.

Vanilla sweet chocolate—

3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.....	32c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.....	30c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.....	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, 1-lb. pkgs.....	23c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.....	23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case.....	\$5.00
evap. cream, op. 4d.....	4.65

Borden's Condensed Milk Co.

Eagle" brand.....	\$1.50
Gold Seal" brand.....	1.30
Peerless" brand evaporated cream.....	1.20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4.65
"Reindeer" brand per case (4 doz.).....	5.60



Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins.....	9.00
3 lb. tins, cases, 15 tins.....	8.70
"Beaver" coffee, 24-lb. pkgs.....	4.80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground.....	0.30
Extra.....	0.26
Fine.....	0.22
Fancy.....	0.18
"Beaver" (ground only compound).....	0.15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0.32
Royal Java.....	0.31
Royal Java and Mocha.....	0.31
Nectar.....	0.30
Empress.....	0.28
Duchess.....	0.26
Ambrosia.....	0.25
Fancy Bourbon.....	0.20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0.30
Gold Medal, 1-lb. tins.....	0.31
Kin Hee, 1-lb. tins.....	0.30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0.30
English Breakfast, ground only 1-lb. tins.....	0.12

JAMES TURNER & CO.

	Per lb.
Mecca.....	\$0.22
Damascus.....	0.28
Cairo.....	0.20
Sirdar.....	0.17
Old Dutch Rio.....	0.12

E. D. MARCHEAU, Montreal.

	Per lb.
"Old Crow" Java.....	\$0.25
" " Mocha.....	0.25
"Condor" Java.....	0.30
" " Mocha.....	0.30
15-year-old Mandehling Java and hand-picked Mocha.....	0.50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0.20
Madam Huot's coffee, 1-lb. tins.....	0.31
" " 2-lb. tins.....	0.60
100 lb. delivered in Ontario and Quebec.....	
Rio No. 1.....	0.15
Condor I, 40-lb. boxes.....	45c.
" " II, 40-lb. boxes.....	42c.
" " III, 80-lb. boxes.....	37c.
" " IV, 80-lb. boxes.....	35c.

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

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases.....	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases.....	29

Cheese.

Imperial—Large size jars.....	per doz.	\$8.25
Medium size jars.....		4.50
Small size jars.....		2.40
Individual size jars.....		1.00
Imperial holder—Large size.....		18.00
Medium size.....		1.00
Small size.....		19.00
Roquefort—Large size.....		1.40
Small size.....		2.40

GRANULATED SUGAR Extra Standard A Strictly CANADIAN PRODUCT



As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	Un- num Coupons bered.	Covers and numbered
100 to 500 books	4c.	4c.
100 to 1,000 books	3c.	4c.
	3c.	3c.

Allison's Coupon Pass Book.

\$1.00 to \$3.00 books	cents each
5 00	5
10 00	5
15 00	5
20 00	5
25 00	5
50 00	12



Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1.25
" "	1-lb. tins	25
" "	1-lb. tins	25
" "	1-lb. tins	25
" "	1-lb. tins	25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

Orange marmalade	\$1.50
Clear jelly marmalade	1.30
Strawberry W. F. jam	2.00
Raspberry " "	2.00
Apricot " "	1.75
Black currant " "	1.75
Other jams	\$1.55
Red currant jelly	2.75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case	per doz. \$1.00
2-lb. tins, 2 doz. in case	per lb. 0.07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0.06
7 and 14-lb. wood pails	per lb. 0.06
30-lb. wood pails	0.06
Compound Fruit Jellies	per lb. 0.06
12-oz. glass jars, 2 doz. in case	per doz. 1.00
2-lb. tins, 2 doz. in case	per lb. 0.07
7 and 14-lb. wood pails, 8 pails in crate	per lb. 0.06
30-lb. wood pails	0.06
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1.45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0.09
7, 14 and 30-lb. wood pails, 8 pails in crate	per lb. 0.09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0.40
Fancy boxes (36 or 50 sticks)	per box 1.25
"Ringed" 5-lb. boxes	per lb. 0.40
"Acme" pellets, 5-lb. cans	per can 2.00
" " (fancy boxes 40)	per box 1.50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2.00
Licorice lozenges, 5-lb. glass jars	1.75
" " 20 5-lb. cans	1.50
"Purity" licorice 10 sticks	1.45
" " 100 sticks	0.75
Dulce large cent sticks, 100 in box	...

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3.50
3 cases of 4 doz.	\$3.50
5 cases or more	3.40

Mince Meat.

Wetthey's condensed	per gross net \$12.00
	per case of doz. net 3.00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1.40
" " 1-lb. tins	2.50
" " 1-lb. tins	5.00
Durham 4-lb. jar	per jar. 0.75
" " 1-lb. jar	0.25
F.D., 1-lb. tins	per doz. 0.85
" " 1-lb. tins	1.45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$0.35
1-lb. tins	0.35
1-lb. tins	0.32
4-lb. jars	per jar 1.30
1-lb. jars	0.35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 0.25
1-lb. tins	0.23
1-lb. tins	0.22
4-lb. jars	per jar 0.70
1-lb. jars	0.25



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40 (Freight paid.)
Cases, 30 25c. packages	4.10
5 case lots	4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1.50
" " quart gem jars	3.40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1.00
Home-made, in 1-lb. glass jars	1.40
In 5 and 7-lb. tins and 7-lb. pails	per lb. 0.95
Golden shred marmalade, 2 doz. case	per doz. 1.75

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents

Cement stoppers (pints)	per doz. \$2.30
Corked " "	1.90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1.45
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Soda.

COO BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3.00.
Case of 1-lb. (containing 120 pkgs.) per box, \$3.00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3.00.
Case of 5c. pkgs. containing 96 pkgs., per box, \$3.00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	\$2.75
No. 2, " 120 1-lb. " "	2.75
No. 3, " 30 1-lb. " "	2.75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2.85
5 cases	2.75

"BEE" BRAND.

"Bee" brand, 8oz., cases, 120 pkgs.	\$3.00
" " 10 oz., cases, 96 pkgs.	3.00
" " 16 oz., cases, 60 pkgs.	case

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Prices proportionate.

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