

**PAGES  
MISSING**

# THE CANADIAN GROCER

CIRCULATES EVERYWHERE IN CANADA  
 Also in Great Britain, United States, West India, South Africa and Australia.

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

VOL. XIX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 17, 1905 NO. 48

## Robinson's Patent Barley

Is a Steady Seller

With the BEST TRADE

Your store is the finest in the town. And, therefore, you are or should be selling

### ROBINSON'S

### PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

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

Raised on it.



This brand of TABLE SYRUP is a sure and safe guarantee to you and your customers that "It is the Best" that can possibly be made, bought or sold—

Its flavor is delicious, color clear and golden, has the proper consistency and above all is absolutely pure product of the finest selected corn—Buy it. All Jobbers.

Put up in 2-lb., 5-lb., 10-lb. and 20-lb. tins; also in Bbls., 1/2-Bbls., Kegs and Pails. Freight paid on 5 cases, or 250 lbs. bulk, to all railway stations east of North Bay.

We carry stock in TORONTO, MONTREAL and CARDINAL, Ontario, and can ship orders on the day they are received, from nearest distributing centre. We make it a point at this season of the year to ship all orders with especial care and despatch.



"Crown" Brand

## EDWARDSDURG STARCH CO., Limited

ESTABLISHED 1878

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

## It is Easy to Sell

Soaps that people believe in.

People believe in the Albert Soaps.

If they find you stock one kind they will come to you for the others.

They cover every kind of toilet and household soap: "Baby's Own," Queen's Laundry Bar, The Master Mechanic's Tar Soap, Oatmeal Soap, Burton's All-Healing Tar Soap (used in the leading hospitals).

## These Are Good Soaps to Sell

**Albert Soaps, Ltd., Mnfrs.**

MONTREAL

## Mathieu's Syrup

of Tar and Cod Liver Oil

Dealers buy Mathieu's Syrup with confidence—confidence in its selling power.

Sufferers from Bronchitis and other lung and throat affections buy it from dealers with confidence—confidence in its healing power.

This confidence between dealer and customer is the strongest foundation for business success.

Make your stock complete.

*MATHIEU'S NERVINE POWDERS* have the confidence of all who have tried them. The best remedy for Headaches and all other nerve pains. They are constantly selling.

**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

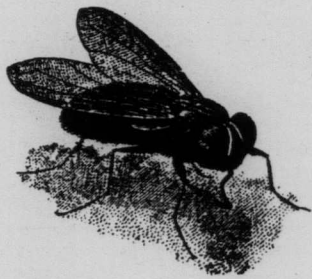
Halifax, - Nova Scotia

Agents

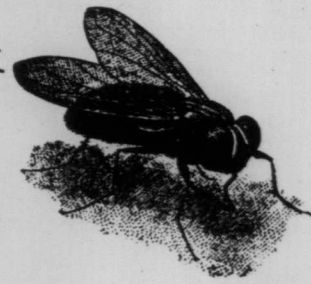
GEO. HURON & CO., TORONTO  
JOHN W. BICKLE & GREENING, HAMILTON  
GEO. H. GILLESPIE, LONDON  
JOSEPH GARNAN, WINNIPEG

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# "Busy as Bees"



Good-bye to dull days in the store when goods of standard quality come over the threshold. Good-bye to that shame over the fly-specked packages of uncertain worth on the shelves. A hearty welcome to known values and reliable quality. "Busy as Bees" is the watchword now.

### *Griffin & Skelley's Dried Fruits*

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. The pick of the pack — clean, highest quality and full weight always. Right from the vineyards and orchards on the Pacific Coast.

"GRIFFINS" Brands

### *Castile Soap "Shell Brand"*

TRADE MARK



"SHELL BRAND"  
(LA COQUILLE)

contains 67 per cent. of pure oil, instead of 60 per cent. as in the ordinary Castile Soap of trade. In Bars and Pressed Cakes. The leading brand of highest quality in the Dominion.

### *Garafalo Italian Macaroni*

High-grade macaroni from makers of long experience. Tastefully packed and labelled. Tender, delicate, Macaroni. Satisfactory and pleasing — always. Profitable to you and the user, too.

SOLD BY LEADING WHOLESALERS

**Arthur P. Tippet & Co., Agents,**

8 Place Royale, Montreal

20½ Front St. E., Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

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

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

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

**Wilson Commission Co., Limited**  
Brandon, Man.

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

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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 1865

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

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THOMAS B. CLIFT

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

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

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COMMISSION MERCHANT

Warehouseman, Shipper and Steamship Agent

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Manufacturers and Wholesale  
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Reference—Bank of Hamilton

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Dingle & Stewart

Winnipeg, Man. Calgary, Alb.  
COMMISSION BROKERS.

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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

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Wholesale Broker and Commission  
Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

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CANNED SALMON

1905 PACK

Wire or write us for prices:

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

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

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Wholesale Commission Merchants and Brokers.

BRANCH HOUSE:

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CALGARY N.W.T.

POTATOES

Let me quote a price on a car of my celebrated Selected Delaware Potatoes delivered at your station.


R. W. HANNAH

309 Board of Trade Building, - TORONTO

**Good Printing Cheap**  
THE KIND THAT BRINGS RESULTS

Just for instance: 1,000 statements, \$1.50; 1,000 billheads, \$1.50; 1,000 letterheads, \$2.50; 1,000 envelopes, \$1.25; the lot for \$8.00.

**G. A. WESE & SON,**  
Toronto, Ont.



# Quaker Canned Goods

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

---

**THE PACKERS OF QUAKER CANNED GOODS**

# JAPAN TEA

has all the best attributes of the tea plant—is the purest and healthiest tea grown.  
Pays you best Profit.



*"The man who rests on his oars is apt to be capsized by the breakers."*

The grocer who is slow to take up a good thing is not likely to be successful in business. If you are not already handling

## PATERSON'S WORCESTER SAUCE

we would advise you to get in line. |

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



TRADE MARK

**SYMINGTON'S**  
High Pressure  
Steam Prepared  
**PEA FLOUR**  
EASILY DIGESTED.  
For Thickening Soups, Gravies, &c.  
Sold in 1 lb. Tins.

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**SYMINGTON'S**  
**PEA SOUP**  
Prepared from Symington's Pea Flour, Extract of Meat,  
Herbs and other Seasonings.  
*Only wants the addition of Water.*  
Sold in 1 lb., ½ lb., and small Tins.  
Mansrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.  
Messrs. Watt, Scott & Goodacre, Montreal.  
Mr. R. S. McIndoe, 120 Church St., Toronto.  
Mr. E. A. Smith, St. John, N. B.

To-day's office tickler is a reminder  
to every grocer that this is the

**Mince  
Meat  
Season**

and that our Mince Meats this season  
are finer in quality than ever before.  
They never have been beaten. "Better  
than ever" means much.

-In small and  
-large packages

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

**"The Brand**



**of Quality"**

**Canned Vegetables, Fruits, Etc.**

We are now busily engaged canning

**PREPARED PUMPKIN and APPLES**

Secure the "Essex Brand. If your dealer cannot supply you write us

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

Factories at Essex, Ont.

8 WELLINGTON ST. EAST, TORONTO - CANADA



# Autumn Leaf Brand Canned Goods

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

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

Independent Packers

**FRANKFORD, ONT.**

LIMITED  
**A. H. ALLEN,**  
Manager

# IT'S HOLBROOK'S



**"THEN WE**

**KNOW IT'S**

**GOOD"**

This is the unanimous opinion of all who have tasted HOLBROOK'S

GENUINE IMPORTED

Worcestershire SAUCE.

**LISTEN!**

YOUR CUSTOMERS LIKE IT,  
YOUR JOBBER SELLS IT.

**YOU** SELL IT TOO.

## THE CANADIAN GROCER

### 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.

### WHEN ASKED FOR



"some gelatine," your safest course is to supply

### COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

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

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

### 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

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

Wellington Mills, London, England

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

### RUN-DOWN CUSTOMERS

would buy

### SYRUP OF MALT EXTRACT OF MALT

if you carried them.

You are making a mistake—losing money.

Post Card brings sample.

**GEO. SLEEMAN, Guelph, Ont.**

## 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.

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By H. L. O. 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.** Toronto, Montreal, Winnipeg  
Limited

# Ceylon Tea

Green and Black

UNSURPASSED for EXCELLENCE

**No Other Soil** produces Tea to equal that grown on the plantations of the "Sunny Isle."

**No Other Gardens** preserve in such perfection the "essentials" of the fragrant leaf in their process of manufacture.

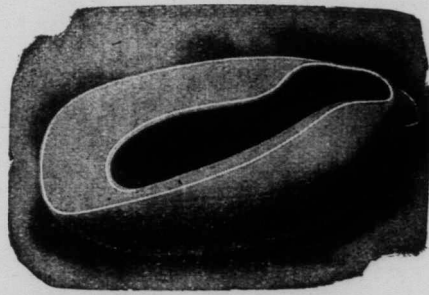
## GROCERS!!!

Buy only **Ceylon Tea**, (Green and Black)  
The **perfect-selling** Tea

Sell only **Ceylon Tea**, (Green and Black)  
The **perfect-drinking** Tea

**Ceylon Green, a Perfect, Natural Leaf Tea**

# 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

# It's No Longer a Theory It's a Fact

that **Old Homestead Brand** canned goods are incomparably the finest canned goods ever put on the Canadian market.

## We Had a Theory

that the fruit and vegetables grown in the fertile Picton district, put up by the best processor in the business, under condition of the most scrupulous cleanliness, would outclass any other canned goods on the market.

## We Turned that Theory Into a Fact

We put up our fruits and vegetables in the stoutest tin and the handsomest labels, and we named them **The Old Homestead Brand**.

**Then we began to tell the trade about Old Homestead Brand.** The trade caught on, so that this year we had to double our capacity. The trade continued to catch on and are still catching on, because they find that **The Old Homestead Brand** are the kind of goods that hold old customers and bring in new ones.

**The Old Homestead Brand** are now handled by the best grocers all over Canada.

Have you put **Old Homestead in stock?** If not, send for a sample order. If your jobber can't supply you, write us direct.

---

---

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

## QUEEN'S BLEND COFFEE

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

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

# LUMSDEN BROS.

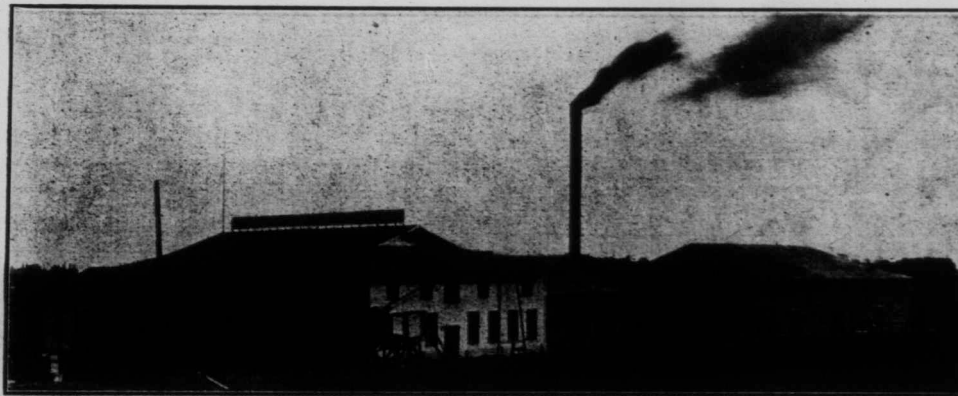
HAMILTON, - ONTARIO

## Canada's Pride Brand Corn and Tomatoes

are the finest things in canned goods that have yet appeared on the Canadian market. Take them any way or time you like, in the field, in the factory, in the can or on the shelf, they win out on comparison with other brands.

**The Quality is Right**  
**The Process Up-to-Date**  
**The Label Inviting**

Every time you sell a customer a can of Canada's Pride Corn or Tomatoes you may be sure she will come back for more. Insist on having Canada's Pride Brand. If your jobber can't supply you with Canada's Pride, write us direct.



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

W. A. CARSON, MANAGER.

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

Advice regarding processes of manufacture and technical applications of chemistry.

**20th Century Account Keeping.**

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



**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.

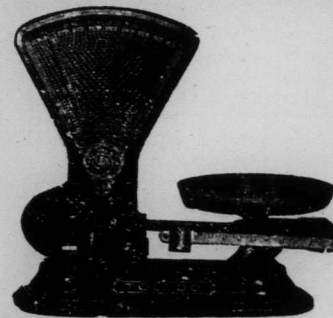
For Sale in Canada by

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

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

**TOLEDO COMPUTING SCALES**

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



**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**

...ESTABLISHED 1849...

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

Offices throughout the Civilized World

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TORONTO, ONT.

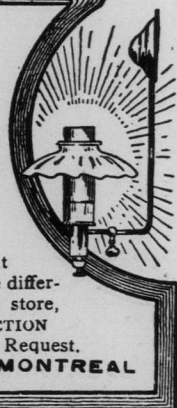
THOS. C. IRVING, Gen. Man. Western Canada Toronto.

**THE AUER GAS LAMP**

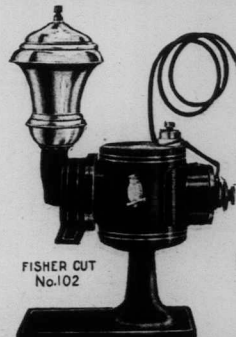
Delightful to read by.

Gives the light of 100  
Candles and Costs Less  
Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. **SATISFACTION GUARANTEED.** Catalog on Request.  
**AUER LIGHT CO., MONTREAL**



**ELECTRIC POWER COFFEE MILLS**



FISHER CUT  
No. 102

This cut shows one of the designs we are making.

Fitted with 1/4 H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes 1/2-lb. of Coffee a minute.

Write us for Prices.

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

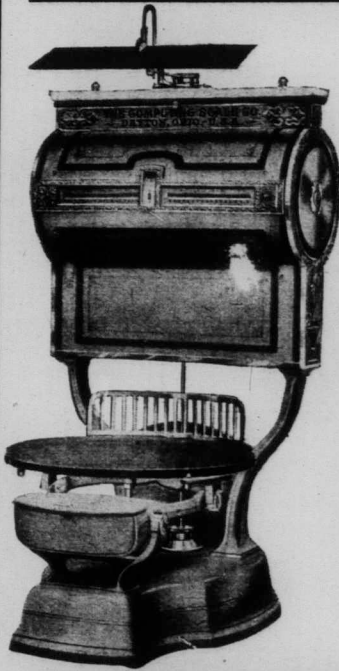
**WALKER BINS**

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario

## Automatic Grocer



**M**ERCHANTS have been for years in quest of an Automatic Computing Scale for their grocery departments, and have been experimenting with all kinds of new ideas, but without success.

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

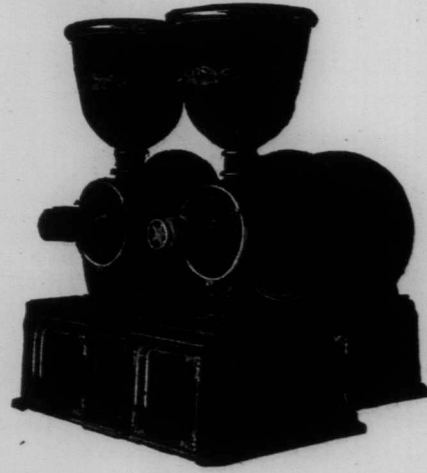
A **SWIVEL BASE** allows the scale to be turned to any desired position, so as to be as easily used from one side of the counter as from the other.

**THE COMPUTING SCALE CO.**  
OF CANADA, LIMITED  
164 King Street West, 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: Todhunter, Mitchell & Co., Toronto. Dearborn & Co., St. John, N.B. Forbes Bros., Montreal. Gorman, Eckert & Co., London, Ont.

## 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



# PARADISE AND HAYCASTLE CURRANTS

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.

SOLE AND ONLY AGENTS FOR CANADA

## W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

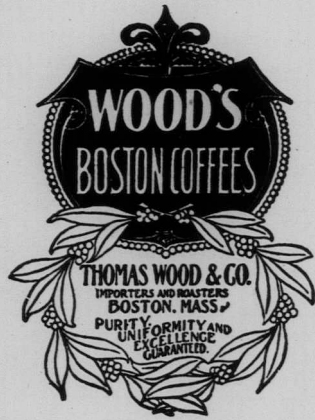
### TRUEST AND BEST

Always buy what is known to be the best.  
 Always sell what is known to be true—Pure Coffee.  
 Do not let down the standard of your goods and try experiments.  
 They are costly and ruinous to your trade.

## WOOD'S COFFEES

represent what is truest and best, being selected from the finest growths of the world.  
 We desire to communicate with all in the trade.

**CANADIAN FACTORY AND SALESROOM**  
 No. 428 ST. PAUL ST., - - MONTREAL.



We are pleased to say that the fire that visited our mills on Sunday, the 12th inst., did not in any way affect our Spice or Coconut Departments, which are working overtime, as usual.

We have new and more extensive machinery for the Cereal Department already on the way, and hope to be able to ship all orders for **WHITE SWAN** Cereals very shortly. Meantime we ask the indulgence of our friends for a few days:

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

**TEAS TEAS TEAS**

Our Blends  
 in Bulk :

**Coronation  
 John Bull  
 King's Royal**

**"CEYLOYA" CEYLON TEA**

In Lead Packages

**For Strength, Flavor and Quality  
 are Unequaled**

**Warren Bros. & Co.**  
 Wholesale Grocers  
 Toronto

## TARIFF COMMISSION IN MONTREAL

**L**AST week, on the 7th, 8th, 10th and 11th insts. the Tariff Commission met in the board room of the Board of Trade, Montreal. Hon. Mr. Fielding, Finance Minister, presided. Associated with him were the Hon. Mr. Paterson, Minister of Customs, and Hon. Mr. Brodeur, Minister of Inland Revenue.

At the first session of the Commission the wholesale grocery interests were heard, represented by Mr. L. E. Geoffrion, of L. Chaput, Fils & Cie., Mr. C. A. Chouillion and Mr. C. H. Binks.

The grocers, representing some of the largest importers, asked that raisins, currants, etc., be placed under the same classification as teas and coffees, that is, if imported direct from place of growth they be allowed to enter on such a basis as will prevent their re-importation from the United States. In the case of teas and coffees they are allowed to enter free when direct from the place of growth, whereas if brought in from the United States on other than a direct bill of lading they are subject to a duty of ten per cent. ad valorem.

The Americans, they claimed, utilized Canada as a slaughter market, and thus created unfair competition.

### Interest of Shippers.

Hon. Mr. Paterson pointed out that the French treaty prohibited the altering of this Act so far as regards that country; as far as other countries were concerned a change was possible. The Minister also brought up the question as to whether the wholesale grocers did not favor direct importation through Canadian ports on British or Canadian bottoms.

Messrs. C. O. Chouillion and L. E. Geoffrion stated that they were not opposed, only so far as there might not be sufficiently good facilities. They would be satisfied if the Government would so adjust matters that goods of this class could be shipped through from place of growth via the United States or any other country on through bills of lading. This would prevent the breaking of bulk in such centres as New York and do away with the competition which was undesirable.

Mr. Fielding: "Your resolution as presented does not go to build up Canadian shipping."

Hon. Mr. Brodeur: "Who is going to benefit by your proposal? The shipping men of Canada would not benefit. Have you any objection to encouraging the Canadian shipping industry?"

To this the deputation replied that they had no objection to Canadian shipping getting the business provided they could handle it.

### Olives and Sardines.

Mr. C. H. Binks, of C. H. Binks & Co., asked for a change regarding the duties on olives and sardines. There is at present a duty of 20 per cent. on "green olives in natural state." This, said Mr. Binks, was a commodity which

does not exist, because after picking, olives are put in brine.

He suggested that the regulation be amended to read, "Olives otherwise than in bottles or such packages, 20 per cent.; in bottles, 35 per cent." Mr. Binks produced models of "boxes," "halves" and "quarters," set down as sizes in the Customs regulations. No such sizes as "boxes" or "halves" exist and on "quarter" boxes there is a duty of 2 cents a box on "quarters." When the size was established European packers made a box known as an "American quarter." This was too large for ordinary consumption, and the style of box imported is an eighth size. Yet there was no cognizance of this in the regulations, and the duty of 2 cents is imposed on boxes costing five cents. This box retailed at 12½ cents, and Mr. Binks considered that a reduction or rebate commensurate with the size of the box would mean a gain to the consumer of 2½ cents, as the retail price would fall to ten cents a box.

### The Sugar Industry.

At the evening session Mr. Thomas Montgomery, of Thos. Montgomery & Son, importers of nuts, fruits, sugars, etc., appeared before the Commission, complaining that the enactment of the dumping clause had practically killed his firm's sugar trade and asked for redress.

The firm's sales during 1903 amounted to almost 4,000,000 lbs., in 1904, about 2,000,000 lbs., and the present year practically nothing.

Mr. Montgomery's contention was that under the dumping clause, the sugar he imported should now come in without the 50 per cent. extra duty being enforced. The Act declared that when ad valorem duty amounted to 50 per cent. no special duty would be enforced.

The imposition of the dumping clause is taken advantage of by Canadian refiners, who already enjoy heavy protection, placing a duty on the raw article of 48 cents per hundred pounds, against \$1.26 per hundred on the refined article.

The public interest in the matter was thus shown by Mr. Montgomery: Centrifugals, 96 deg. test, are to-day quoted on the New York market at \$3.50 per hundred pounds. Duty on West Indian sugar, which our refiners use, is \$1.89, making cost by them of \$1.61; add extra freight to Canada, say 10 per cent., and Canadian duty of 48 cents, make cost to them \$2.20 per hundred, against \$3.50 to American refiners. The refiners' price to-day is \$4.40 per hundred pounds, or \$4.30 net; Canadian price, \$4.30, less 5 per cent., or \$4.09 net—so that while the American refiners pay \$1.30 per hundred pounds more for raw materials than the Canadian refiner, the difference in selling price is only 26 cents, thus making the Canadian public pay in proportion to cost nearly one cent a pound above the American public.

"I am not indisposed," said Mr. Montgomery, "to a fair protection, but think our refiners have too much."

These sugars, he told the members of the Commission, were bought in the open market at Hamburg, and he could not understand how they could rightly come under the dumping Act.

### Government Will Investigate.

After receiving all the particulars, Mr. Fielding stated that Mr. Montgomery had apparently a very good case. However, the market prices at the time of purchase governed the workings of this Act. It was a matter of detail with the department. Mr. Paterson assured Mr. Montgomery that he would have the matter investigated at once.

### Dried Fruits.

Mr. Montgomery also suggested that while they were about tariff revision, it would simplify matters very much if all foreign dried fruits and nuts were placed upon the same scale of duty. For instance, filberts paid 2 cents per pound and other nuts 3 cents. Some fruits paid 1 cent per pound and others 2 or 3. He did not care what the duty was made so long as it was uniform.

The Friday afternoon session was taken up by the Tobacco Growers' Association, the spokesmen being Messrs. L. V. Labelle, L. O. Dugas, M.P.; and J. A. Dupuis.

Mr. Labelle frankly declared that the planters had tasted of protection, and had found it so good a thing that they wanted a great deal more of it.

"We cannot but hope," said Mr. Labelle, "in view of the eminently satisfactory results attained by the revision of the tariff in 1897, as recommended by a similar commission, that our further representations will be equally well received."

What the planters asked was (1) a further duty of 20 cents per pound on all foreign raw leaf tobacco imported into Canada for manufacturing purposes; (2) a uniform and single color of stamp for affixing on goods the product of the manufactories in any form—whether cigar, tobacco, cigarette or snuff; (3) that a single license system be adopted for all such manufactories under control of the excise.

The present position was described in answer to the following interrogations: Has Canadian tobacco proven its claim as a marketable commodity since the tariff of 1897?

Is Canadian tobacco inferior in quality?

Is further protection now desirable or opportune?

The first question was answered from statistics, which showed that in 1896 the fiscal year prior to the ten-cent tax on foreign leaf, the manufacture of Canadian leaf amounted to only 590,283 pounds, and the returns for the fiscal year ending 30th June last showed that 4,986,565 pounds of Canadian and combined tobaccos had been made and sold.

As to whether the tobacco had improved in quality and could undergo sufficient further improvement it was stat-

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

IN **CAKES** WELL KNOWN AND RELIABLE.

**DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY

**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.

ed that all who had had an opportunity of inspecting the successive crops in Western Ontario and Quebec were agreed that they had improved materially in quality. This was due solely to better knowledge gained by the farmer through practical experience in planting, cultivating, curing and handling his crop.

The third question was answered by drawing conclusions from the two foregoing answers. Whatever difficulties they had was due to some defective arrangements in the law and regulations governing the industry and detrimental to the interests of the growers.

For that reason it was asked that the present regulations requiring separate factories and separate distinctive stamps for this class of goods should be abolished, and the regulations simplified, with a single stamp and single license.

In answer to Mr. Fielding, that the 20 per cent. of increased duty asked for was in addition to the 10 per cent. now received. This would bring the duty up from 35 to 55.

"The duty you ask for would be equivalent to 100 per cent. on the value of the article. How would you like 100 per cent. on your agricultural implements?"

Mr. Labelle: "But the increase of duty would mean in this case that the price would be still lower, because by keeping out a large proportion of the foreign product, the public would be able to have a good domestic article at a lower price than they pay for the foreign one."

Mr. Brodeur: "Don't you think the increase you are asking for is rather stiff?"

Mr. Labelle: "Possibly; but we are only praying for it." (Laughter.)

#### The Pickle Industry.

Mr. John Carsley, president of the Ozo Company, Limited, Montreal, at the Friday evening session of the Commission appeared on behalf of the Canadian pickle manufacturers. Mr. Carsley asked that a duty of 40 per cent. be imposed on all pickles coming from Great Britain and from other foreign countries in proportion.

He contended that Great Britain was able to manufacture pickles much cheaper than Canada, and for that reason the Canadian manufacturers were in urgent need of protection.

A statement was read showing that there were twenty pickle factories in Canada, having a capital of \$465,000,

employing 225 hands, with annual output of \$230,000, and paying wages amounting to \$65,000.

It was argued that the pickle industry in Canada was in a very bad way and that as matters stood now the manufacturers were practically forced to sell at a loss. The preferential tariff was held to be mainly responsible for this state of affairs, as under it Great Britain was exporting pickles into this country in vast quantities, and figures were quoted to substantiate this contention.

The competition from the United States was also somewhat severely felt, but this applied only to certain grades of pickles. Under the circumstances the pickle industry was falling off very rapidly, and something should be done to protect it. It was pointed out that it deserved encouragement, as it helped the farmers and as everything used in connection with it was grown in Canada. Besides this, Mr. Carsley argued that with proper protection the manufacturers hoped to become exporters of this commodity and everything considered it was only right that protection should be afforded the manufacturers.

Before concluding his case Mr. Carsley pointed out that it would not only be necessary or advisable to impose a protective duty on the imported article, but it would also be necessary to instruct the farmer to grow the better grades of vegetables, to grow them in a scientific manner, if the Canadian manufacturers ever wanted to compete with the British article.

In answer to an inquiry from Mr. Fielding, Mr. Carsley stated that the best grades of pickles could be manufactured in this country, but that if they did not do this, it was the merchants who were to blame, the latter as a rule giving the imported article the preference.

#### NOTES WORTH NOTING.

CANADA has exported \$30,000,000 worth of cheese and butter during the past year. The mild and gentle cow is only second to our wheat fields as a source of prosperity.

A conference with regard to the work of the dairy instructors was held recently between G. H. Barr, London, chief instructor, G. P. Publow, instructor for Eastern Ontario, and Mr. Putnam, sup-

erintendent of the department. It was announced that the quality and quantity of cheese was never equalled in any previous year. Dairymen throughout the country are beginning to see the necessity for up-to-date sanitary equipment, and large sums of money have been spent during the year on modern curing and cooling rooms in many factories.

The make of cheese in the Maritime Provinces is now over. The stocks that are being held are of very fine quality. The sale of cheese at the Charlottetown board last Friday at 11 7-16c was rather a surprise to the trade, as they were looking for lower prices in line with the Upper Provinces markets. Dealers are looking for a firmer market on this article from now on until Spring, as the stocks on the other side are undoubtedly small.

#### BUSINESS PERSONALS.

W. H. DUNN, Montreal, spent a few days last week in Quebec among the trade. He reports most satisfactory business, in fact one of the best trips he has experienced there. All the jobbers and importers and wholesale houses are reported unusually busy, indicating that Quebec grocery trade is in a flourishing condition. Mr. Dunn left for New York on Tuesday, making his semi-annual trip to that market.

David McDonald, grocer, Hamilton, Ont., is dead.

The Metropolitan Bank has opened a branch at Bancroft, Ont.

Pascal Poirer, flour mill, Shediac, N.B., has been burnt out.

A. M. Anderson, general merchant, Franklin, Man., sustained loss by fire.

John Pugsley, of Pugsley, Dingman & Co., Toronto, was a visitor to Montreal this week. Mr. Pugsley reports Comfort Soap as more in demand than ever.

Joseph Irving, Toronto representative for W. H. Dunn, was a visitor to Montreal at the close of last week. Mr. Irving reports business particularly good in the west.

R. J. Sharp, representative for W. P. Downey, Montreal, has returned from a trip through Western Ontario. Mr. Sharp reports trade in a very flourishing condition.

E. Pelling, of Pelling, Stanley & Co., Liverpool, one of the large provision

# PRESERVED GINGER

Our first direct shipment from CHINA now in store, packed in cases, 3 dozen each, stone wickered pots.

- Also NEW LIMA BEANS (choice)
- “ SCREENED SULTANAS
- “ LAYER, NATURAL, and PULLED FIGS
- “ RAW SUGAR (bright)

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

## “Red Feather” Spices

There is no line in groceries that presents so much opportunity for deception as Spice.

There is no line that requires as much care in selection.

In order to feel you are securing the best goods, milled by the most improved machinery, sold under guarantee as to purity, buy only

## “Beaver” and “Red Feather” Goods

Our travellers always have samples.

We invite comparison with any mills or wholesalers' goods in Canada.

**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

# NEW DATES

‘Hallowees’

“Sairs”

Extra Fine Stock

Prices Right

THOMAS KINNEAR & CO.

Wholesale Grocers

TORONTO and PETERBORO

## BENS DORP'S ROYAL DUTCH COCOA

“The Cocoa with the Yellow Wrapper.”



PACKED AS FOLLOWS:

		Per Doz.
1/4 lb. tins,	50 tins to case	\$ 90
1/4 "	4 doz. "	2.40
1/2 "	2 " "	4.75
1 "	1 " "	9.00

Now is the time to push the sale of Bensdorp's Cocoa as the best on the market. Write us for quotations on quantities. It will interest you.

A. F. MacLAREN IMPERIAL CHEESE CO.  
Limited

Agents for Ontario, Manitoba, Alberta, Saskatchewan and Northwest Territories.

TORONTO, - ONTARIO

houses of that city, was a visitor to Montreal this week. Mr. Pelling has been on this side some six weeks, visiting large United States centres as well as Canadian points.

W. H. Halford, manager S. H. Ewing & Sons' tea department, Montreal, was in Quebec last week to meet his family, who are returning by the steamship Ottawa from a six months' trip to friends and relatives in England.

A. J. Moore, manager of the London, England, branch of the A. F. MacLaren Imperial Cheese Co., Limited, is at present in Toronto on a visit, and reports to the head office that MacLaren's Imperial Cheese is being more and more appreciated in Great Britain as time goes by.

Robert R. Rankine, of St. John, N.B., who has represented Bower & Bartlett, wholesale coffees and teas, Boston, Mass., in the Maritime Provinces, was a caller at the Montreal offices of The Grocer last week. Mr. Rankine is making a preliminary trip in the interests of his firm through as far as Winnipeg.

William Wilson, well known in the cheese trade as well as in curing circles, died at his home, 173 Metcalfe avenue, Westmount, recently, at the age of sixty-eight. Mr. Wilson had been confined to his house since last May with cancer of the stomach. He had been gradually sinking from this affliction, so that his death was not unexpected.

J. M. Hughes, of the Bailey Broom Co., Kingston, Ont., was met by The Grocer in Montreal last week. Mr. Hughes reported business most satisfactory and intimated that owing to the strong advance in broom corn manufacturers would be compelled to raise prices in the near future. Some broom makers had already raised their prices.

The building season in Port Arthur has been a most active one, and many creditable buildings have been erected, but one of the most handsome structures completed this Fall is that of Hy. Chausse, grocer, who has built a solid brick block on the corner of Cumberland and Ambrose streets. The building is 35x60, and is divided into two stores on the first floor, the second floor being fitted up for offices. The block was completed last week and Mr. Chausse has moved his grocery business into the corner store. The furnishings are all new, the counters being of quarter cut oak. He has a large stock of excellent goods displayed on the shelves, and the basement and a large warehouse at the rear are filled with merchandise.



## UPTON'S

Jams,

Jellies

and

## Orange Marmalade

are  
the best.

# THE DAVIDSON & HAY, Limited

## Wholesale Grocers

### TORONTO - ONTARIO

#### BUSINESS CHANGES.

**R.** GERMAN, baker and confectioner, Arkona, Ont., has sold out to James George.

W. Gagnon & Cie, grocers, Quebec, Que., have dissolved.

A. Dionne & Co., grocers, Montreal, Que., have dissolved partnership.

Jones & Clark, general merchants, Winchelsea, Ont., have sold out.

W. J. Crowe, baker and grocer, Lipton, Assa., is giving up business.

L. H. Turcotte, general merchant, St. Norbert, Que., assets to be sold.

Ella Shavlin, grocer, Walkerville, Ont., has sold out to C. W. Clark.

Robert Haley, grocer, Lanark, Ont., has assigned to Alexander C. Shaw.

The American Importing Co., Montreal, Que. Nathan Binder registered.

Alfred Gauthier, general merchant, Labelle, Que., is offering compromise.

F. Lafortune, general merchant, St. Remi D'Amherst, Que., has assigned.

M. Agranovitch, grocer, Winnipeg, Man., has sold out to L. Zlobinsky.

H. B. Smith, general merchant, Sparta, Ont., has sold out to Arthur Clark.

Aemilius Jarvis & Co., bankers and brokers, Toronto, Ont., have dissolved.

G. C. Curtis, confectioner, etc., La Riviere, Man., has removed to Regina.

P. I. Dyck, general merchant, Osler, Sask., has been succeeded by Peter Miller.

Gill Bros., general merchants, Grand

View, Man., has assigned to C. H. Newton.

Germain & Corbeil, bakers, Montreal, (St. Louis), have dissolved partnership.

P. Martin, cigar dealer, etc., White Horse, has advertised his business for sale.

Alphonse Olivier, grocer, Montreal, Que., has received demand of assignment.

J. A. Christilaw, general merchant, Berton, has been succeeded by Marvin Bros.

N. J. Larsen, grocer, New Westminster, B.C., has been succeeded by Geo. Scott.

R. Goldberg, grocer, Ottawa, Ont. Assets sold to H. Brouse at 68c on the dollar.

C. H. Hultgren, general merchant, Crossfield, Alta., has sold out to A. W. Young.

E. A. Morris, tobacconist, Nanaimo, B.C., has been succeeded by W. H. Whitely.

L. Cain, general merchant, Pontypool, Ont., has assigned to Osler Wade Toronto.

W. J. Dwyer, grocer, Montreal, Que., assets were to have been sold on the 16th inst.

M. Tremblay, general merchant, St. Simeon, Que.; assets to be sold on the 21st inst.

The Victoria Milling & Produce Co.

has succeeded Victoria Milling Co., Paken, Alta.

Reach & Gray, grocers and hardware dealers, MacLeod, Alta, have dissolved partnership.

P. E. Bourque, general merchant, Cape Bald, N.B., is offering to compromise at 25 per cent.

A. E. Fensom, general merchant, Bradwardine, Man., has advertised business for sale.

Wm. Sommerville, confectioner and baker, Chatham, Ont., has sold out to W. E. Smith.

S. Dumas, general merchant, Avignon, Que., assets were to have been sold on the 15th inst.

Nap. Gagnon, general merchant, Ste. Flavie Station, Que., V. E. Paradis appointed curator.

J. E. Brassard, general merchant, L'Anse au Foin, Que., V. E. Paradis appointed curator.

W. J. Montgomery, grocer, Vancouver, B.C., has been succeeded by Kyle Grocery Co.

Barton & Pucknett, general merchants, Little River, Y.T., have dissolved partnership.

Tremain & Tremain, general merchants, London Junction, Ont., have dissolved partnership.

Simpson & Co., general merchants, Ridgetown, Ont., stock advertised to be sold on the 17th inst.

Hardham & Dalby, grocers, Winnipeg,

**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

CURRENTS  
PRUNES  
APRICOTS  
PEACHES, PEARS, PEELS

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

**BALFOUR & CO.,**

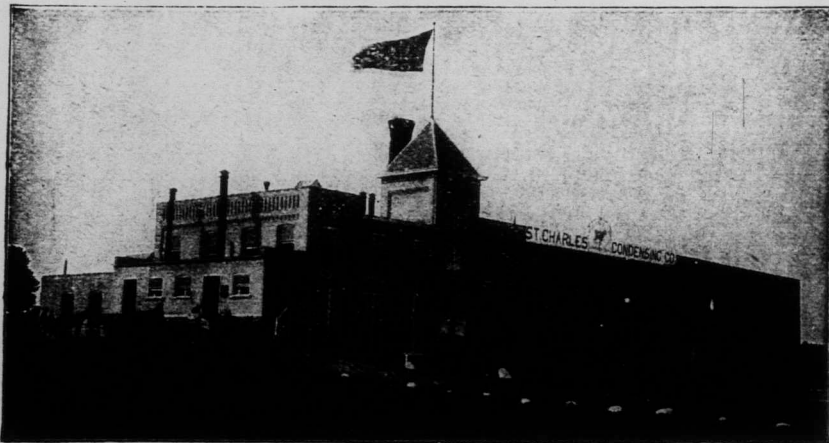
Wholesale  
Grocers,

**HAMILTON, Ont.**

# There are others, But— Blue Ribbon Ceylon Tea

is so good we recommend it on every side, use it ourselves and talk about it to our friends. If you could see Blue Ribbon Ceylon Tea as we see it, and so know it as we know it you would be as enthusiastic as we are. There are other teas, but - hold fast to your Blue Ribbon trade and work hard to make it bigger. You will be amply repaid.

Red Label Line—40c.—that's it.



INGERSOLL, CANADA—FACTORY

## AN EASY ONE.

Added to our splendid assortment of  
GOLD MEDALS.

## ST. CHARLES EVAPORATED CREAM

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

St. Charles Condensing Co.

## SECOND TO NONE

Is the universal opinion of the public for **Mother's Favorite**

# “MELAGAMA” Ceylon Tea

If you have not IT already in stock—wire, telephone, write or give our courteous travellers an order—any way to get it without delay. Good profits on both package and bulk **TEAS**.

SEND FOR SAMPLES.

**MINTO BROS., Toronto**

J. F. WHITE, MANAGER.

Send  
Us Your Orders for

# MALAGA RAISINS

Boxes, - - - 22 lbs.  
Qr. Boxes, - 5½ lbs.  
1-lb. Fancy Cartons.

We have a very large stock which we  
are clearing at very close prices

A  
Snap in

## FRENCH PRUNES

56 lb. boxes—to sell at **5** cts. lb.

Our Stock will not last long at present quotations,  
so it will pay you to order at once

LETTER ORDERS SHIPPED SAME DAY AS RECEIVED TRY US

**THE EBY, BLAIN Co., LIMITED** WHOLESALE GROCERS,  
TORONTO

Man., have dissolved partnership. Samuel Dalby is retiring.

James Holiday, general merchant, Dewittville, Que., has compromised at 75 cents on the dollar cash.

J. W. Springer (estate of), grocer, Hamilton, Ont., stock, etc., was to have been sold on the 13th inst.

Robert Haley, grocer, Lanark, Ont., has assigned; meeting of creditors is to take place on the 18th inst.

Hardy & Buchanan, grocers, Winnipeg, Man., have sold Market street business to John Patterson.

LeBlanc & Caza, general merchants, Comber, Ont., are offering to compromise at 35c. on the dollar.

Joseph Demers, general merchant, Thetford Mines, Que.; Joseph Demers and Leonard Demers registered.

Fisher & Ross, general merchants, Claresholm, Alta., have sold dry goods and grocery stock to James Clark.

Hoffman, Ross (estate of), general merchants, Winnipeg. Stock of this firm was to have been sold on the 9th inst.

Patrons' Elevator, Mill & Supply Co., Boissevain, Man., has been sold to Turtle Mountain Milling Co., Limited.

W. A. Ross, general merchant, St. Godfroi, Que., has assigned; meeting to appoint curator called for the 1st prox.

Frank J. Riley, grocer, Simcoe, has assigned to Joseph Jackson; meeting of creditors is to take place on the 21st inst.

E. J. Spackman, general merchant, Exeter, Ont., has sold out to Jones &

Clark, who take possession January 1, 1906.

Louis Allaire, grocer, Montreal, has assigned on demand of Charles Migault. The liabilities amount to about \$6,000.

Chas. W. Libby and U. G. Libby have registered under the style of C. W. Libby & Bros., general merchants, Libbytown, Que.

Campbell Bros., grocers, Kenora, Ont., have assigned to C. S. Scott; meeting of creditors was to have been on the 17th inst.

Auguste Dionne, Camille Legault and J. Alex. Dionne have registered under the style of A. Dionne, Son & Co., grocers, Montreal, Que.

Joseph Wilson, cheesemaker, Mountain township, Ont., has assigned to Irwin Hilliard; meeting of creditors is to be on the 18th inst.

Jordan Bros., general merchants, Holstein, Ont., have assigned to Geo. T. Calder; meeting of creditors was to have been held on the 16th inst.

J. H. Dixon, (late) grocer, etc., Sturgeon Falls, Ont., has assigned to Jesse Bradford; meeting of creditors was to have been on the 17th inst.

Elisha H. Schiedel, general merchant, Underwood, Ont., has assigned to C. B. Armstrong; meeting of creditors was to have been on the 15th inst.

Ludger Lavoie, general merchant, St. Leon Le Grand, has assigned. Lefavre & Taschereau provisional guardians; meeting to appoint curator called for the 18th inst.

### NEW PRODUCE COMPANY.

As was mentioned in this paper three weeks ago, a strong new wholesale produce company is being organized in Winnipeg. It will be under the active management of Geo. W. Prout, who was formerly manager of the produce department of J. Y. Griffin & Co. Application has been made for a Dominion charter, and if the request is granted in all details the business will be conducted under the name of the Dominion Produce Co., Limited. The new company will be capitalized at \$100,000, and it should be in a strong position to compete for the western trade.

J. Y. Griffin will be president of the new company, and J. Griffin will be vice-president. Kenneth McKenzie, of Kenneth McKenzie & Co., wholesale grocers, and D. W. Bole, M.P., president of the Bole Drug Co., are directors. Premises have been secured at 127 Princess street, Winnipeg, and business was commenced this week.

### HEAVY OYSTER SHIPMENTS.

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 four hundred barrels at the latter place. These oysters 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.



# MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

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

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

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

TELEPHONE M 3960

# Fresh Pork Sausage

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

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

# MAGIC BAKING POWDER



every wide - awake merchant handles **MAGIC BAKING POWDER**

the best advertised, most popular most profitable Baking Powder to handle—

makes friends and customers for you—

Ask your jobber for it.

**E. W. GILLETT COMPANY LIMITED**

London, Eng. **TORONTO, ONT.** Chicago, Ill.  
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. 15, 1905.

**T**HE cheese market has had a further sharp advance in prices since our last report, and it is most remarkable this year that the highest prices of the season should be paid for the poorest quality, viz., late made October and November cheese.

Undoubtedly the cheese is wanted in Great Britain and the latest reports speak of a short make in New Zealand. If this proves to be true, we must certainly look for exceptionally high prices during the Winter months.

Shipments during last week were very light. Reports from British markets, while showing an advancing tendency, are not up to our ideas of value and holders here in many instances refuse to name a selling price, feeling sure of higher prices in the future.

Meanwhile our Canadian merchants feel confident of the situation so that they would rather buy than sell at present market prices. The situation is undoubtedly "bullish." Stocks are light as compared with former years, and trade conditions in Great Britain are favorable for a good consumptive demand, and while present high prices would or should be a mark of caution, there seems to be nothing in sight at the moment to prevent a further advance.

Although the retail prices in Great Britain have been raised about two pence per pound, the demand has not yet been checked materially and the supplies, as far as we have figures at hand, are none too large for the ordinary trade requirements and the present outlook is certainly for higher prices.

Nevertheless it is just as well to be cautious for merchants. There is certainly a limit to any advance in prices, and no matter how strong the situation may appear, there are other articles of food to be considered besides cheese, and when the price of one article gets too high the consumption will usually get on another article of better value.

If, as it appears at present, the supplies of cheese are short for a natural consumptive demand, the prices are likely to advance, but when the consumer finds that he has to pay a fancy price for cheese, he may stop buying it and take something else instead. In this case cheese would become an article of luxury instead of an article of necessity and the consumption would fall off.

This is not what we want. We produce so much a year and we want this production consumed. Cheese is good, wholesome food. We produce a large quantity every year and we certainly have no desire to have the demand for it diminish, but fancy prices might curtail the consumption unless other articles of food advance correspondingly.

This has been an exceptional season for dairy products, both for cheese and butter. The farmers have done remark-

ably well, but the merchants on the whole have not had a profitable season. Prices here have ruled high and the lack of confidence in the United Kingdom has prevented our merchants from making a fair profit on their country purchases, and on the whole there is a good deal of dissatisfaction with this year's business.

Butter, as far as the export business is concerned, is getting almost out of the question. Great Britain is commencing to get butter from Australia, our own supplies are running very short and prices here are advancing, while British markets actually show a declining tendency. The fact is we really have no butter to spare for export and Great Britain is getting supplies from other sources. This means that exporters of butter may now expect a dull time until the new season opens next year.

Exports of butter since May 1st show an increase of over 70,000 packages as compared with the same period last year. Even if our production this year has been heavier to the same extent, we must run short in our own requirements and higher prices will undoubtedly prevail later on.

### LONDON PRODUCE LETTER.

By Our London, Eng., Correspondent.

November 4, 1905.

#### Butter.

**T**HE demand for Canadian butter during the past week has been on the whole, satisfactory. Particularly is this the case for brands of "choicest," which at the present moment is scarce. Arrivals of Canadian butter during the past few days have been small, and the total receipts for October show a decrease of some 15,000 cwts, as compared with October, 1904. This is to be expected when the comparatively small stocks of butter in Canada are taken into consideration. There has been some easing off in price, and quotations are now 2s. lower, being 100s. to 102s. for finest and 106s. to 108s. for choicest. These prices, however, are 8s. more than was asked for finest at this time last year, and 10s. more for choicest.

#### Cheese.

There has been no display of activity for Canadian cheese on this market during the past week. The demand may be described as fair and prices remain practically unchanged at 57s. for choicest white and 58s. for choicest colored. The total stocks of Canadian cheese in London, held by and for importers, are

about 200,000 boxes. This figure, it must be noted, is not exact, but may be relied upon as an approximate estimation, founded upon good sources of information.

Some very pleasant comment was made lately as to the quality of Canadian cheese, particularly the September make. One importer, of long experience, said that some of the cheese he had been recently handling was of finer quality than anything he had previously received from the Dominion. It was almost perfect. This same man, when discussing the outlook for the next few weeks, remarked that, although he had heard that stocks in Canada were not large, still he did not believe that there would be any material decrease of supplies for this market, but, if there was any advance in price, he thought that it would not affect trade any more than the present quotations. However that may be, it must not be overlooked that the present prices undoubtedly are curtailing the consumption, for, as was reported some two weeks back, all the large retail concerns have advanced the price to seven pence. Whatever may be said to the contrary, there can be no doubt that this will affect consumption in a greater or lesser degree. Moreover, other food-stuffs, particularly meats, are becoming plentiful just now. When the c.i.f. prices of Canadian cheese are considered, it will be seen that the dealers and large retailers are quite justified in advancing their prices as they have.

#### Bacon.

In reviewing the position held by Canadian bacon on this market, one must take into consideration not the opinions of the packers' agents alone, but also of the dealers and large retailers. It is not surprising to find that the opinions of these two classes are of a very conflicting character, for they look at the matter from entirely different standpoints. But there is something to be learned from both. In the matter of price they disagree entirely, but in the matter of packing and quality they have, for the most part, a great deal in common.

From the dealers' and large retailers' point of view, there is much cause for dissatisfaction. There are several dealers who contend that the packers' agents are forcing prices of Canadian bacon nearer to the prices of Danish and Irish than the quality will justify. Such as these are loud in their protests, and say that with prices for Canadian bacon

**FREE TO BUTCHERS**—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you **free**, postpaid, from time to time, as issued, my **Hide Bulletins**, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crockings, etc.

**C. S. PAGE, Hyde Park, Vt.**

**SALT SALT**  
Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.  
**C. R. COOPER**  
**TORONTO SALT WORKS**  
TORONTO ONT.  
AGENTS FOR THE DOMINION SALT AGENCY

**BUTTER**  
When you have one or 100 tubs write us for price.  
**The WM. RYAN CO., Limited**  
70 and 72 Front St. E., Toronto,

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

See our Bamboo handle  
**BROOMS**  
**25 Cent Line**  
Splendid value

**WALTER WOODS & CO.**  
Hamilton and Winnipeg.

so high they prefer to leave it alone whenever it is possible. It simply does not pay them to handle it, for they either have to put the price of Canadian bacon up to nearly the same figure as Danish or Irish, and let the public purchase or not, as they choose, or else they must be content to sell at a lower figure, making little or no profit. That is the general feeling amongst dealers. There are some, of course, who handle certain brands of Canadian bacon which are proverbial for their good quality. Such as these are quite content, but those who receive the exceedingly small and "skinny" pigs, which some Canadian packers are sending over have real cause to complain.

The bacon agents' views are different. They do not deny that prices are very high, and they agree that, on the whole, lower prices would bring better business. But at the same time they are in busi-

ness to get just the best prices possible, whether it be for full-sized or small pigs. Moreover, most agents report good business, from which one may gather that dealers, in spite of their complaints, are buying Canadian bacon in such quantities as short supplies will permit. The agents, too, agree that much improvement could be made in the packing and feeding of Canadian pigs, and they frequently place themselves in communication with packers in order to emphasize this point, but the shortage of what might be termed raw material in Canada is a drawback which is fully realized.

The trouble, such as it is, evidently lies in the fact that agents here are asking prices which do not appeal to the dealer, and also that there is a good deal of undersized bacon being received which does not seem when compared to Danish or Irish, worth the price.

**PROVISION AND DAIRY MARKETS.**

**TORONTO.**

**Provisions**—Trade in provisions has continued on a steady basis during the week under review. The arrivals have been only in moderate quantity and barely sufficient to supply the demand manifested.

Prices generally are firm with a slight weakening in lard and rolled bacon.

Beef is fairly plentiful and arriving in excellent condition, with previous quotations ruling firm.

Dressed hogs continue to arrive in fair quantity and previous quotations are well maintained.

**Meat—We quote:**

Long clear bacon, per lb.	0 11½	0 11½
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 11½	0 11½
Small hams per lb.	0 14	0 14
Medium hams, per lb.	0 14	0 14
Large hams per lb.	0 13	0 13
Shoulder hams, per lb.	0 10½	0 10½
Backs, per lb.	0 15	0 15
Heavy mess pork, per bbl.	22 00	18 00
Short cut, per bbl.	15 00	15 00
Shoulder mess pork, per bbl.	4 50	15 00
Lard, tierces, per lb.	0 10½	0 10½
" tubs "	0 10½	0 10½
" pails "	0 10½	0 10½
" 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 50	4 50
Mutton	0 08	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	7 25

**Butter**—There has been no marked improvement in the arrival of butter since our last issue and it is not expected to show any material change until cheese making is finally shut down.

Creamery butter has shown a hardening aspect and dairy prints have advanced from one to two points. Large rolls are added to our list, the present quotation being 20c.

Creamery prints	Per lb.	0 23	0 24
" solids, fresh	0 22½	0 23	
Dairy prints	0 21	0 22	
" in tubs	0 18	0 20	

**Eggs**—There are practically no ar-

rivals of new eggs to take account of. A few are said to be coming in and are fetching fancy figures, quotations, however, are nominal. Fresh and pickled eggs have taken an upward tendency, present quotations being 1c. advance.

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

**Cheese**—The domestic market has shown very little activity, in fact, it might be accurately described as dull. Reports from the various cheese boards have had the effect of still further strengthening quotations, although little business has been effected. Spot stocks are considered light and although it is believed there are good stocks on hand they are mainly carried by speculative holders. Our quotations show an advance of from 1-2c. to 1c. advance.

Cheese, large	Per lb.	0 13
" twins	0 13½	

**Cheese Board Report.**

(For week ending Nov. 11.)

Board	Boxes	Price
Kingston	764	0 12½
Campbellford	415	0 12
Winchester	571	0 12½

**MONTREAL.**

**Provisions**—The provision market rules steady and prices are unchanged.

Live hogs selling at from \$5.75 to \$6.00, the latter for selects.

Abattoir fresh killed hogs quoted at \$8.50 and country dressed \$7.50.

Bacon is reported in good demand with hams somewhat less called for.

Lard is in good supply at unchanged and steady prices.

Lard, pure tierces	0 10½
" " 56-lb. tubs	0 11
" " 20-lb. pails, wood (10½)	0 11½
" " cases, 10-lb. tins, 50 lbs. in case	0 11½
" " 5-lb.	0 11
" " 3-lb.	0 11½

Lard, Boar's Head brand, tierces, per lb.	0 06 1/2
" " " tierces, per lb.	0 07 1/2
" " " 80-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 cut mess pork	\$19 00 \$20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 14
Ham	0 12 1/2 0 13 1/2
Extra plate beef, per bbl.	11 50 12 00

**Poultry**—The advent of cold weather the early part of this week has made an improvement in the demand for poultry of all kinds and wholesale houses report better enquiry.

Turkeys are scarce and quoted at 14c. to 15c.

Geese in fair demand at 10c. per lb. Ducks are in short supply and quoted from 12 1-2c. to 13c.

Chickens are plentiful at 10c. to 12c., and fowls, 7c. to 9c.

**Butter**—The market holds a strong position. This is largely attributable to good local demand and the anxiety for dealers to stock up. Stocks are light with a good demand for choice creamery. Fancy Townships are quoted 23 1-2c. to 23 3-4c., choice 23 1-4c. to 23 1-2c. and good to fine, 22 3-4c. to 23 1-4c.

Fancy Townships	0 22 1/2 0 23 1/2
Finest creamery	0 22 1/2 0 23 1/2
Fine	0 21 1/2 0 22 1/2
Medium	0 20 1/2 0 21 1/2
Fresh dairy tubs	0 18 1/2 0 19 1/2

**Eggs**—The market continues steady. Receipts are very light. Exporters are rushing out all they can before close of navigation. No. 1 fresh are quoted at 21c. and select fresh at 24c. to 25c.

Cold storage, 20c. to 21c. Montreal pickled, 20c. to 21c. and Western, 19c. to 20c.

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

**Cheese**—The market shows no change since our last report. Firmness is the principal characteristic and the high prices that were obtained on the cheese boards towards the end of last week would indicate that holders are confident of maintaining firmness. Export orders are reported light.

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**—The price is firmly maintained at the advance noted last week: We quote:

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 Produce**—Produce houses are paying 19c. per lb. for No. 1 dairy butter delivered in Winnipeg.

**Cured Meats**—We quote again as last week:

**SMOKED MEATS.**

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 19
Bacon, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" " heavy, 30 to 30	0 13 1/2
" " assorted sizes	0 08
Picnic, " " "	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
<b>DRY SALT MEATS.</b>	
Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders	0 08

M F EAGAR & SON  
Manufacturers' Agents  
HALIFAX, - - NOVA SCOTIA

**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. R. O. HALL & CO. MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

**JOHN LETHEM & 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: Avouching, 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.

This space \$30 per year.

**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.

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This space \$15 per year

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

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

**BARREL PORK.**

Heavy mess pork, boneless, per bbl	16 50
Standard mess pork, per bbl	9 25
per 1/2 bbl	16 00
per 1/4 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 as high as 23c. per doz. for eggs delivered in Winnipeg.

**Cheese**—Prices are steady at last week's figures. We quote:

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

**Lard**—We quote:

Tierce basis, per lb	0 10
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00 1/2
20-lb. tin pails, in 80-lb. cases, per lb.	0 00 1/2
10-lb. " in 60-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

**VANCOUVER, B.C.**

**Produce**—Eggs continue to attract attention by their scarcity. It is almost impossible to obtain the strictly fresh laid article and the predicted retail price of 75c has been paid in the last week. On the New Westminster market the lowest price to jobbers was 55c. and few eggs offering at that figure. Case stock is worth 28 to 30c. and not too much on hand.

**Butter**—Is fairly plentiful, both of local origin and imported from east of the mountains. The local stock is now quoted at 30c. for creamery, strictly fresh made.

**Poultry**—Chickens are in liberal supply, and sell on the market at \$3 and \$4 per dozen for broilers, and \$5 to \$7 for large fowls. Ducks bring \$8 to \$10 per dozen, and geese 75c. to \$1.25 each.

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

**Provisions**—In both barrel pork and beef quite full prices rule.

There is steady business in pure lard and the market is largely supplied with American goods. Prices are high. Refined lard is still low and selling freely.

Smoked meats higher.

Fresh beef is low particularly domestic, which is very freely offered.

Lamb is still held at full prices.

Mutton is dull. Very little veal seen.

While more pork is offered, full prices rule. We quote:

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

**Butter**—Full prices are asked. Some good stock is being received from Prince Edward Island. There is a good demand. 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**—Prices are still high and market is again rather firmer. Western eggs which have been received tend to hold prices from advancing. We quote:

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

**Cheese**—Prices while quite high are not quite as firm. Local stocks while not large are ample for the present. We quote:

Cheese, per lb.	0 12 1/2	0 13 1/2
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**TOUR OF THE WEST BY A PROMINENT PACKER.**

MR. J. W. WINDSOR, Montreal, the well-known packer of lobsters and other sea fruit, has just returned from a six weeks' trip to the Canadian Northwest, British Columbia, and the Pacific Coast States. In an interview with The Grocer representative, Mr. Windsor stated that, though a Canadian, and with a good knowledge of the western country and trade, he was forced to admit that this trip was an eye-opener to him. "It is my first trip," said Mr. Windsor, "beyond the Great Lakes, and I was agreeably surprised that even my sanguine anticipations were exceeded by what I saw in the way of trade and development of our great western country. The city of Winnipeg, of whose development and growth our papers have been so full of laudatory reports, impressed me very much. I found the merchants pushing, up-to-date in every respect, and I received a most pleasant reception at their hands, and everyone full of that optimism that augurs well for the future of Canada's great inland centre. Calgary, my next stopping place, also impressed me very favorably as a wholesale distributing centre of great possibilities. The merchants and citizens generally have every confidence of a great future for their town. Many of the Winnipeg, and several Western Ontario, wholesale houses have established branches in Calgary, and all of them are doing a large trade. In Vancouver I was very well received, indeed, and found business most satisfactory and the merchants all reporting a good season's trade. The salmon fisheries, as well as the lumber industries, of the past season have made business very good in Vancouver. I went up the Fraser River as far as Steveston, where I inspected the salmon canning industry, which I found most interesting, being a canner myself of eastern water fish. Victoria also struck me as bound to have a great future. From Victoria I visited Seattle and Portland, in both of which places I found business very brisk, and made numerous satisfactory sales.

"While in British Columbia I was informed that a new departure had been made in the past season on the Coast by the canning factories in the manner of disposing of their products to the English markets. In former years it was customary for the canners to ship their goods to the British market largely on consignment to commission houses and brokers in Liverpool, London, Glasgow, and other centres. After

arrival of the goods there disposal was made and returns sent to the Canadian canners. Often many months would lapse before account sales would be rendered, and these account sales frequently were not of such satisfactory character as to make this business profitable to packers on this side. It appears that the British Columbia canners this year adopted the principle of having British buyers visit the canneries, inspect the stock there and arrange for settlement. I met several agents of large English houses making their inspections. This new rule no doubt will work out to good advantage of both parties, as the Canadian canner will get full returns for his pack and there will be no opportunity for complaints on part of English buyers. There is no doubt that the sending of inspectors by the large English importers will be to their advantage, as they have a personal opportunity of visiting the various canneries on the Coast and making a selection of such goods as will suit their market."

Asked as to the condition of the lobster trade this year, Mr. Windsor stated that although the catch was shorter than last year, he had been able to secure a fair amount, sufficient to keep his brands prominent before the trade. It was very pleasant to him to have to report good sales on his western trip, and particularly was he pleased to mention that he had received a very satisfactory order from Constantinople, Turkey, as well as large orders from other continental trade centres.

**1906 B.M.A. FOOD EXHIBITION.**

The seventy-fourth annual meeting of the British Medical Association will be held at Toronto, Canada, from Tuesday, August 21st, to Friday, August 24th, 1906, inclusive.

Arrangements are being made to hold the usual exhibition of foods, drugs, surgical instruments, etc., in connection with this meeting, and a convenient building will be secured for the accommodation of such exhibits.

The 1906 Exhibition promises to be one of the largest and most successful in the annals of the association. A good attendance of medical men from this country is anticipated, while in addition the Canadian Medical Association will meet at Toronto during the same week.

**A DISTINCTION.**

Horatio G. Herrick, of Lawrence, Mass., for many years county sheriff, took a lively interest in the schools of his home town. Shortly after Garfield's death Mr. Herrick visited one of the schools and made an address upon the life of the statesman. He asked:

"Now, can any of you tell me what a statesman is?"

A little hand went up, and a little girl replied:

"A statesman is a man who makes speeches."

"Hardly that," answered Mr. Herrick, who loved to tell this story. "For instance, I sometimes make speeches, and yet I am not a statesman."

The little hand went up again, and the answer came, triumphantly:

"I know: a statesman is a man who makes good speeches."

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<b>Condor</b>	" " "	- - -	<b>30c.</b> "
<b>Old Crow</b>	" " "	- - -	<b>25c.</b> "

*In competition with any other at the same price you will find their superiority.  
Freight paid on 50 lbs. in Ontario and Quebec.*

**Teas just in. All bought before the advance.**

<b>36</b>	H/chests, Fancy Leaf, Ceylon Green, Young Hyson, a great bargain, at	<b>15c.</b>
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<b>56</b>	" New Season Panyong Congou, at	<b>12½c.</b>
<b>134</b>	" Japan, Condor xxxx, at	<b>21½c.</b>
<b>100</b>	" " " xxx, at	<b>19½c.</b>
<b>100</b>	" " " xx, at	<b>18c.</b>
<b>50</b>	Matts, 8 x 5 lb. boxes each, nice uncolored Japan Tea, at	<b>18½c.</b>
<b>101</b>	H/chests, Choice Liquoring Sundried Siftings, at	<b>6½c.</b>
<b>10</b>	Chests Celebrated " <b>Concordia</b> " Ceylon Black Tea, extra choicest flavoring, at	<b>32½c.</b>

*This tea has very little in appearance, but in cup quality it will delight a lover of good tea.*

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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.

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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.

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**"Canada First" (Aylmer)**

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**DIAMOND CRYSTAL SALT,**

"SALT THAT'S ALL SALT."

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**MILLER'S PARAGON CHEESE.**

All goods carried in stock at

**108 Princess St., WINNIPEG, Manitoba**

## Windsor Salt

must not be confounded with ordinary Salt. In quality, it is as high above the common Salt of trade as can be imagined. It won't cake—it is pure, white, dry. There is no impurity in it because of the care taken in manufacturing. It is sifted, not ground. Every particle of it is a separate Salt Crystal. It pays to sell Windsor Table Salt, because it is so good, clean, pure—**it is all Salt.**

*The Canadian Salt Co., Limited  
Windsor, Ont.*

# THE CANADIAN GROCER

President:

**JOHN BAYNE MACLEAN.**  
Montreal.

## The MacLean Publishing Co. Limited

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Tillson Co., Tilsonburg, Ont.

#### THE IMPORTANCE OF PACKING BUTTER.

THE Department of Agriculture and Technical Instruction for Ireland has issued a leaflet in the course of which it states that the important part that proper packing plays in the marketing of butter can hardly be exaggerated.

Experience has proved that in the present condition of English markets the packing of butter has a considerable influence on the price received.

If butter is to be properly packed it is essential that a clean, dry, well-ventilated and well-lighted store be available for the materials used in the various packages. Damp and dirty stores frequently cause mouldy growth on the wood and parchment, and much injury may thus be done to the butter packed in such materials.

The wood used for butter packages should be thoroughly seasoned and free

from odor. For this reason it is recommended that all packages should be made up and well aired some time before their use.

If, after all precaution has been taken, the wood has a strong odor, the bad effects may be lessened by heating the package thoroughly, and painting the interior with a thin coating of melted paraffin wax, using a soft brush for the purpose.

Each package should contain as nearly as possible the quantity required to fill it, as considerable inconvenience and frequent loss are occasioned by the use of insufficiently-filled packages. A filled package travels better than one with room to spare. The quantity of butter to be put into packages should be weighed out accurately, allowing one-half pound extra for a 56-lb. package, and 1 pound for a 112-lb. package.

Small quantities only should be put in at a time, and should be well pressed against the sides and into the corners by a heavy packer. Great care should be taken against creasing the parchment.

The butter when turned out on the shop counter should show perfectly solid and smooth, without holes or crease marks, and showing clean angles. The top should be finished off smooth and flat, and carefully covered with a neat-fitting piece of parchment paper.

If the foregoing instructions are carried out better prices will result, which more than pays for the extra care.

#### AN IMPERIAL BOARD OF TRADE.

A LARGE meeting of Montreal business men, recently held in the Board of Trade chambers, was addressed by Sir Frederick Pollock and Mr. Geoffrey Drage, who have been visiting this country in the interests of binding more closely together the various parts of the Empire. Although it was frankly admitted that the time is not yet ripe for the formation of any new body, whether it be styled an Imperial Council or anything else, still it will be interesting to note what these gentlemen are aiming ultimately to establish in the way of creating better understanding between the component parts of Britain's domain.

In the first place, if any more formal union is to come about it must be a gradual evolution and come out of business arrangements. And in the process of this evolution there are many practical problems to be solved. The all-British cable must be dealt with; the question of naturalization and that of copyright must be settled, and there should be one uniform commercial law ruling throughout the Empire, consolidated and codified by the Imperial Gov-

ernment. Such an arrangement would remedy the glaring discrepancies which now exist in the insolvency law and the law of patents. It is said that in order to patent any invention throughout the Empire it is necessary to take out no less than twenty-eight distinct patents.

In solving these and similar problems the idea of Imperial co-operation and closer union would work itself out; but without assistance the evolution would be a painfully slow one. And in order to hasten the result it is proposed to make a systematic attempt at getting adequate information to bring about the various reforms suggested. How could this be better accomplished than by establishing an Intelligence Department, which would perform the same function towards civil business as similar Intelligence Departments do towards the army and navy? A competent secretary could be appointed in England, and he should be assisted by an able staff of clerks throughout the Empire. The British House of Commons would, no doubt, be willing to defray the expenses of this system. Furthermore, the conference of Premiers should be revived, and meet periodically under the name of "Imperial Conference," to promote the affairs of the whole Empire. The result of these investigations and deliberations could be incorporated in a uniform statistical blue book for the Empire.

This is a dream of the future, but it is one that could surely be realized, if natural evolution were assisted in some such manner as that described. Canadians will wish the project every success.

#### THE ONTARIO HORTICULTURAL EXHIBITION.

THAT the annual meeting of the above society being held at the time of writing in Toronto is one of exceptional success is confirmed by all who visit it.

Each recurring Autumn has seen the annual fruit, flower and honey show attended with increasing prosperity, and the Exhibition so auspiciously opened on Tuesday afternoon should easily prove the most notable of any yet held.

The floral display is one of exceeding beauty. It is doubtful if such a fine lot of chrysanthemums has been before shown in Toronto. The orchid display is also very fine, and shows some unique varieties. Other flowers are in equal beauty and profusion.

The fruit show is one of particular interest, and reveals a high state of cultivation. To award the prizes will be no easy matter. Of still further interest are the various systems of packing and packages, which present an object lesson of no mean order. It is intended to

hold demonstrations of packing at intervals during the four days' Exhibition.

There are samples of the standard cases used in British Columbia and California, some packed in the manner adopted at those places.

Vegetables, too, are well in evidence, notwithstanding it is their first appearance at this show.

There is no doubt the Exhibition must be conducive to the education of all who visit the show, and it is to be hoped that every available opportunity will be utilized for instruction. The fruit industries of Canada have reached a crucial point in their history, and it is of the first importance that not only should every care be given to the cultivation, but that systems of packing and crating should be uniformly correct, and there is no better way of educating the growers than by an Exhibition of this character.

The show itself presents an exception-

al display of beauty and attraction, and will be a source of pleasure and profit to even the mere ordinary visitor.

There is, however, one point which should be seriously debated before another season comes round, and that is as to whether a more suitable building could not be secured. The Massey Hall is, of course, a fine building and very popular, but scarcely suited to such an Exhibition as the fruit, flour and honey show. A more adaptable building could surely be found, where the whole display might be on one level, and laid out to artistic effect throughout. A suitable hall could be found in the Armories, if it were possible to secure it for the purpose. Ample space would be available, and a portion could be well marked out for such objects as demonstrations and informal lectures on the science and art of packing various fruits, and the increased profit which accrues in doing so on a correct basis.

## THE TRADING STAMP ACT AND ITS PURPORT.

CORRESPONDENCE still continues to come to hand from retailers who are anxious to know whether or not to continue their respective coupon systems.

Last week we gave in our editorial columns the full text of the new Trading Stamp Act, and from a careful perusal of the four clauses it contains, our readers should be able to measure their systems of premiums by its text.

The first clause in its sub-division (a) gives clearly and concisely the description of what it is intended to cover under the expression "trading stamp," and reads as follows:

"(a) The expression 'trading stamps' includes, besides TRADING STAMPS commonly so called, ANY FORM OF CASH RECEIPT, RECEIPT, COUPON, PREMIUM TICKET OR OTHER DEVICE."

The words in capitals are so comprehensive that we question very much whether any device can be invented that could possibly be considered outside its bane. Take for instance the word "premium." It will be found that that word alone embraces in itself well-nigh every device. It means "a prize," "a reward," "a bonus," "a fee," "interest paid," or anything of the nature of an "inducement." So that it will at once be evident that almost the whole of the systems in vogue at the time of the passing of the Act are effectually assailed. Further, if there were any doubt the closing words remove it: " \* \* 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 \* \* "

"Which is redeemable" clinches the question completely.

The Act next deals with the persons giving any such trading stamp, and includes any person selling or connected with the selling or manufacture. In the case of the grocer, the word "vendor" or his agent touches him distinctly. The latter paragraph 3 of clause 1 is a very

### LOOKS FORWARD TO THE GROCER.

Extract from a letter from Alfred Powis, Manufacturers' Agent, 141 Bannatyne Ave., E. Winnipeg:

"I am a subscriber to THE CANADIAN GROCER and look forward each week to its arrival, as I think it one of the best mediums for keeping posted about things of interest to the trade throughout Canada."

important one and will be dealt with presently.

Sub-division (b) (c) then proceeds to explain the meaning of certain terms used.

We now come to clause 2, which deals more particularly with the relation between wholesaler and retailer, or any corporation and the retailer, and fixes the amounts of penalty.

Clause 3 deals directly with the retailer and fixes the penalty as against the retailer who actually gives the stamps, etc., to the public.

Clause 4 then proceeds to indict and penalize the purchaser, or in other words the general public, who purchases and who accepts trading stamps, etc., from their storekeeper.

It is clear from the foregoing that the Act is most comprehensive, dealing first

with any and every description of coupon, second with any and every person concerned in the selling and issuing, third with any and every person concerned in the receiving of such coupons, and lastly with any executive officer of a company who acquiesces in their being used.

Provision was made in the Act so that any coupons, etc., issued before the 1st November could be dealt with by the vendor, but at that date the law came into active operation.

We now go back to paragraph 3 of clause 1, which appears to be the sole exception and which reads:

"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 wrapper, box, or receptacle is NOT a trading stamp within the meaning of this section."

It would seem from this that manufacturers whose coupons form part of the wrapper or receptacle are exempt from the provisions of the Act, and that this form of premium is allowed to continue.

Our advice, therefore, to those who have written us and to our readers at large is to break at once with the whole business of trading stamps of whatever kind, as in our judgment the reading of the Act makes the giving of trading stamps, receipts, coupons, premium tickets, or any such device, which is redeemable, clearly and distinctly an indictable offence.

## THE-OUT-OF-TOWN TRADE.

IF there is any trade to be drawn to your store from surrounding towns, you ought to make every effort to get as much of it as you can.

People often have a lot more faith in a store located somewhere else than they do in their own local stores. No one knows why—it is the old principle of the prophet without honor in his own country.

If you advertise in the surrounding towns, you will create the impression that your store is a good one, or it could not expect to attract trade from other centres—and you will find shoals of people who will take you at your word.

If you are the first man in your place to reach out after this outside trade, you will get a good start on your competitors.

The big department stores in the larger cities have long recognized the value of this plan, and you will find that they advertise just as carefully and as persistently in the small local papers in the adjacent territory, as they do in the big city dailies.

## WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

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

### OFFICERS OF THE ASSOCIATION.

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

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FROM reports received by The Canadian Grocer from all parts of the west it would seem that, speaking generally, the association programme regarding credits is being pretty generally adopted this month by the members. In order to ascertain to what extent the plan was actually being put in force, letters were sent out about the first of the month to dealers in different parts of the west who were known to be members of the association. Upon the whole the replies were very encouraging to those who are interested in seeing the credit evil stamped out. The great majority of the letters received were to the effect that credit had been stopped the first of the month but that it was too early to report how the cash system was working. In most of the letters received there was noticeable an optimistic spirit which augurs well for the success of the movement.

It would be impossible to print all these letters, and hence space is given in this issue only to two or three letters which indicate a state of affairs different from that existing in most western towns. Wm. Chambers, secretary of the Hamiota section, writes The Canadian Grocer as follows under date of November 8th:

"Dear Sirs: Your favor of the 2nd inst. to hand and I beg to reply as follows to the questions you ask about the association work here:

"First, the dealers in this district have made no concerted effort to put in force the no credit programme of the association as the evil in this district is not considered to be so great as to demand it. It is felt that it can be dealt with best by individuals.

"The above being the answer to your first question, your other questions as to the difficulties in introducing the cash system and whether 30 days' accounts are treated as cash require no answer. As to the prospects of the association in this section, they are very good, and with a little 'give and take' from the various parts of the district, I think the organization will work quite harmoniously.

"Yours truly,

"WM. CHAMBERS,

"Secretary Hamiota district  
of the Association."

Hamiota merchants are fortunate if the credit evil is not of sufficient extent to render drastic measures absolutely necessary. But when there is so little to be accomplished, when there are so

few long standing accounts to shut off, why not fall in line with the movement in other parts of the Province and shut off credit during the winter months?

In the course of a letter to The Canadian Grocer relating to association affairs, Jas. A. Clare of Neepawa deals with the credit evil and says:

"In my opinion this credit question, in order to be handled effectively, must be handled by the wholesale houses. Just so long as they will scatter goods to any person, giving long dating and constant renewals, so long will these goods in turn be scattered on the same condition by the retailer and it is usually the case that the dealers who can afford it the least are those who take the greatest risks. In many lines the present inducement to retailers is 'the more you buy, the lower the price.' The correct way to get business on a sound financial basis would be for the wholesaler to say, 'Buy only what you can pay cash for, save your discounts, and don't ask for credit.' If this were done it would force out of business many who have no capital or business ability. It would prevent over-stocking, depreciation of value, and heavy tax and insurance bills on dead stock. It would enable those who have heavy investments in business to make a fair return on their capital. It would give the wholesaler less expense for travelers and fewer accounts, but all good healthy ones. It would be a great benefit to all. But it must come from the banks and wholesale houses as they have the remedy in their own hands."

In writing The Canadian Grocer to this effect Mr. Clare said he did so not as secretary of the Neepawa section of the association but as expressing his own individual opinions. His letter directs attention to the fact that without the co-operation of the financial and wholesale interests, the association can not accomplish its objects. If the wholesale houses will recklessly give credit to all comers, long credits by retailers can not be stopped. One man in a town who gives long credits can demoralize the trade in a whole district, and he can do it if he can get unlimited credit from his wholesaler.

But the association have definite assurances of support in this matter from the wholesale houses and a few minutes' conversation with the wholesale men will convince the most skeptical that the jobbers mean business in this matter. A strong effort is being made to collect outstanding accounts and indiscriminate credit is being cut off. In this matter, the retail trade can count upon the effective and enthusiastic support of the wholesale and financial interests.

It is evident that in some parts of the country the trade expect too much of the secretary. Two or three complaints have been received at this office to the effect that the only thing the

secretary has done has been to visit their district and collect their fees. Up to the present Mr. Coulson's work has consisted in visiting the merchants, enlisting their support, collecting their fees, and organizing them into local sections with their own secretaries. Evidently some dealers regard the organizer as a Son of Righteousness with healing in his wings and expect him to do the whole work while they look on with folded arms. But the secretary can not stay in any one district to smooth over disputes, nor in view of the immense field which he has yet to cover can he afford the time to re-visit every town where local difficulties arise. Having provided each district with its local organization and its own secretary he is compelled to leave the dealers in each section to work out their own commercial salvation. In most districts the local organizations are working well.

Secretary Coulson is still in the far western Provinces promoting the organization of the association in the newer parts of the country. An encouraging list of new members is promised very soon, probably for next issue.

### MR. C. D. PICKFORD ON THE WEST INDIES.

Mr. C. D. Pickford, a member of the firm of Pickford & Black, Halifax, N.S., was a caller at the Toronto office of the Grocer this week. Mr. Pickford spoke well of the prospects of trade with the West Indies, from which place he has but recently returned. He informed The Grocer that his firm had recently added a new steamer to their fleet, expressly for the West Indian trade. There will now be a regular fortnightly service between Jamaica and Halifax, calling at Bermuda and Santiago, taking only seven and a half days. An interesting and very satisfactory feature of this service, and particularly of the new boat referred to, was demonstrated on its first return trip, when out of a cargo including some 2,500 bunches of bananas, only "nine" were found to have ripened on the voyage. This result is considered to speak well for the superior preserving capacity of its storage, and is an important feature, seeing that the bulk of the trade is in eatables needing careful storage, such as fruit, vegetables, flour, etc. The firm have made a special feature of fitting their vessels for fruit traffic. Mr. Pickford intends returning to Jamaica at a not very distant date to take up his firm's interests at that end.

### A CAUTION.

Beware of the statement, "Selling below cost." The vital question to the customer is what it costs him, not what you lose. He knows you are not in the business for fun, and if you are continually admitting that you are selling below cost, he is likely to conclude that either you do not know your business well enough to buy right, or that you are deceiving him. In either case his confidence in you is shaken. Better say "We bought them right, you get the benefit."

## THE APPRECIATION OF YOUR CUSTOMERS

is what you endeavor to obtain, but they will not be really satisfied unless you give them

# "SALADA" CEYLON TEA

This also means **increased profits** for you as there is no necessity to carry a heavy stock. There is **no loss in weight** as "**SALADA**" is packed in sealed lead packets, and as it is **never sold by peddlers** there is nobody to cut into your trade.

**We prepay the freight and guarantee its sale.**

Wholesale prices and terms from

**"SALADA" Toronto or Montreal.**

"SALADA" received the Highest Award at St. Louis last year.



The season is approaching when the demand for warm and cheering drinks is steady and regular.

**"MOKARA"** is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

Shows the grocer a handsome profit.  
Write for particulars and sample.

**Mokara Mills**

21, 23, 25 Gosford Street, - - MONTREAL

**You Can't Fool the Cook**

### BRANTFORD PREPARED CORN STARCH

won its first success in the kitchens of practical housewives. The recipes printed on the boxes were not the conventionally absurd kind, compiled as if for royal households or millionaires' palaces, but were of the common-sense kind. They "worked" and at once became widely popular, popularizing at the same time the "Brantford" brand of Corn Starch.

Ground slowly, without overheating, bolted through silk to microscopic fineness, free from grit or grain and with the delicate aroma and delicious, natural flavor of bottom-land corn retained :

### BRANTFORD PREPARED CORN STARCH

was quickly recognized as very different from and superior to other brands.

*You Need It In Your Stock.*

**BRANTFORD STARCH WORKS, LIMITED**  
BRANTFORD, CANADA

# MARKETS AND MARKET NOTES

## Ontario Markets.

### GROCERIES.

Toronto, Nov. 16, 1905.

**R**EPORTS of local trade denote continued slowness. The activity which has been noticeable for some time past is now somewhat abated, most of the outside points having placed their orders for the coming season.

In canned goods there is little of importance to note. Strawberries are practically off the market, the canners having been only able to supply about 50 per cent. Prices, therefore, are merely nominal.

In sugar the market continues on basis of our last report. Trade has been noticeably quiet during the week in review and whilst the general opinion is that prices have reached about bottom there appears to be no indication of any desire to lay in stocks.

In molasses trade has been particularly quiet whilst the activity in syrups has abated, owing to buyers having well stocked up.

Whilst coffee is attracting increased attention there is no great activity to be noted and prices remain on previous basis.

Dried fruits are arriving in good condition and the last direct shipment is expected during the coming week. Immediate trade in these lines, however, is quiet, no fresh orders of any importance being reported.

Rice is showing great activity and supply is barely equal to the demand.

Spice is uninteresting.

Honey has somewhat slowed down in demand, the activity which has been ruling for some time having settled down. Prices, however, are remaining firm at previous quotations.

Beans are showing fair activity, with prices stiffening to advance.

Tapioca whilst in active demand is difficult to supply as spot stocks are very low.

Fresh fish has been very active, with prices ruling extremely firm.

Dried and cured fish are unsatisfactory on account of buyers being unable to secure shipment from points of production. Orders are in plenty but are awaiting execution.

The hide market still shows a more satisfactory standing than was manifested at earlier dates. The United States markets continue to manifest great firmness. Quotations still advancing and with good business being done. The effect of this on the Canadian market is to strengthen the present position. Arrivals are barely equal to the demand and no stocks are expected to accumulate until a material break in prices occurs.

**Canned Goods**—There has been no development of importance during week under review. Strawberries have practically left the market, since packers reported short deliveries of 50 per cent.

Other lines continue 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—  
"Lynn Valley," "Maple Leaf" "Kent" "Lion," "Thistle," and "Grand River" brands.

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

	Group No. 1	Group No. 2	Group No. 3
Apples, standard, 3's	0 90		
" preserved, 3's	1 25		
" standard, gal.	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	
Peas—			
Extra fine sifted, 2's	1 22	1 20	
Sweet wrinkle	0 82	0 80	
Early June	0 70	0 67	
2's, standard	0 62	0 60	
Spinach—			
2's	1 42	1 40	
3's	1 82	1 80	
Gals, standard	5 02	5 00	
Asparagus—			
2's, tips	2 52	2 50	
Rhubarb—			
2's, preserved	1 17	1 15	
3's	1 92	1 90	
Gal, standard	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's, yellow (flats)	1 70	1 67	
2's, yellow	1 90	1 87	
2's, yellow	2 60	2 57	
3's, yellow	2 85	2 82	
3's, yellow (whole)	2 37	2 35	
2's, white	1 77	1 72	
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's, Flemish Beauty	1 97	1 95	
3's, Flemish Beauty	2 12	2 10	
2's, Bartlett	1 80	1 77	
2's, Bartlett	2 17	2 15	
2'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 57	2 55	
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's, heavy syrup	1 47	1 45	
3's, heavy syrup	1 77	1 75	
Gal, standard	2 97	2 95	

Plums, Lombard—	0 97	0 96
2's, light syrup	1 22	1 20
2's, heavy syrup	1 52	1 50
2's, heavy syrup	1 77	1 75
3's, heavy syrup	1 82	1 80
Gal, standard	3 17	3 15
Plums, greengage—		
2's, light syrup	1 09	1 00
2's, heavy syrup	1 27	1 25
2's, heavy syrup	1 52	1 50
3's, heavy syrup	1 82	1 80
Gal, standard	3 17	3 15
Plums, egg—		
2's, heavy syrup	1 55	1 52
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
Gals, 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	
3's	1 82	
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—		
2's	0 95	0 92
Gal	3 62	3 60
Turnips—		
3's	1 02	1 00
Succotash—		
2's	1 17	1 15
Tomato sauce, 1's		0 50
" 2's		0 75
" 3's		1 00
Chili sauce same as tomato sauce		
Catnips, tin, 2's	0 55	0 50
" gal	4 50	4 50
" jugs	7 70	12 00
<b>FISH.</b>		
Lobster, tails		3 50
" 1-lb. flats		3 85
" 1-lb. flats		1 00
Mackerel		1 00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf		1 55
1-lb. Tails, 5 cases and over, per doz		1 57
1-lb. " less than 5 cases		1 67
1-lb. Flat, 5 cases and over		1 67
1-lb. " less than 5 cases		1 70
1-lb. " 5 cases and over		1 00
1-lb. " less than 5 cases		1 02
Low Inlet		
1-lb. Flat, 5 cases and over		95
1-lb. " less than 5 cases		97
Sardines, French 1's		0 14
" "		0 23
" Portuguese 1's		0 08
" P. & C. 1's		0 25
" P. & C. 1's		0 35
" Domestic, 1's		0 03
" Mustard, 1/2 size, cases 50 tins, per 100		3 75
Haddies, per doz		1 05
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" imported		1 45
Herrings in tomato sauce, domestic		1 00
" imported		1 40
<b>MEATS.</b>		
Corned beef, 1s, per doz		1 40
" 2s		2 50
" 3s		7 80
" 1s		17 50
Lunch tongue, per doz		2 75
Potted meats, 1s		0 47
" 2s		0 85

**Sugar**—Showing an uninteresting market. The drop reported in our last issue has not had the effect of strengthening the market. During the past three months there has been a constantly declining market, the total drop during



portion of the future orders and after the closing of navigation a quiet business is expected. Corn syrups are commanding a fair trade. Some jobbers report that their trade seems to be gradually getting more in the way of handling these corn syrups. We quote:

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

**Coffee**—Local coffee trade is unchanged and quiet. Roasters report only a steady trade and jobbers are buying light. Messrs. Watt, Scott & Goodacre in their weekly report of Nov. 14th say as follows:

"The liquidation in options has been very extensive and against most predictions, prices remained firm. so that stocks of coffee are now strongly held. We have reliable information from Europe that heavy operators, active on the bull side of the market, control some million bags of stocks in Havre. The gossip is that very strong financial interests in Brazil, Europe and the United States are as quietly as possible accumulating enormous stocks of coffee. Their policy has been directly opposite to that of previous heavy bull operators, in that they are working quietly and not taking the public into their confidence. The result is that to-day this strong interest practically controls the larger part of the world's supply, and that consuming markets are practically short.

The bulk of coffees offered from Brazil are commercial grades, which are seldom operated against on New York exchange.

Brazil continues very firm. Receipts are beginning to decrease and there is no pressure to realize. It is too early to secure definite information as to the crops of 1906-07, but such information as is to hand is not in favor of a large crop."

Jamaica.....	0 10	0 11
Java.....	0 15	0 22
Mocha.....	0 16	0 19
Rio, No. 7.....	0 09	0 10
Santos.....	0 10	0 11
Marscaibo.....	0 11	0 13

**Tea**—The tone of the tea market is firm, with good business reported by the jobbing trade. The latest advice from Yokohama under date of Oct. 26th. from one of the largest shippers of Japan tea is as follows:

"There has been nothing purchased in Yokohama for a month past, and the season is closed. As there are still nine months before any new teas can reach Canada it would appear as though there would be a great scarcity of Japans on your market before long. The full shortage to date to the United States and Canada will probably reach 11,000,000 lbs."

From this it would appear, and the

feeling seems to prevail among the trade, that every day buyers put off making their purchases they will have to pay more for their teas. The market for Ceylon and India blacks has shown some improvement and owing to the fact that several large sales have been made during the past week stocks of Orange Pekoes with cup quality ranging from 15c. to 16 1-2c. have become scarce. There has been considerable inquiry for China greens, especially for pea leaf and pin-head gunpowder. Moyune Young Hysons are somewhat neglected. There is quite an improvement in China congous particularly low grades. Owing to the Canadian Government having rejected considerable quantities of these teas during the past six months the market has shown considerable improvement in Canada. There does not seem to be anything in Congous in half chest form under 10 1-2c. procurable. We quote:

Japans—Fine.....	0 26	0 30
Medium.....	0 20	0 23
Good common.....	0 18	
Common.....	0 13	0 15
Ceylon—Broken Pekoe.....	0 25	0 28
Pekoes.....	0 17	0 20
Pekoe Souchongs.....	0 15	0 20

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Nov. 16, 11.30 p.m.

**BUTTER**—Market steady. Demand locally good. Export business difficult, owing to strong local demand, and consequent high prices. Receipts light. Prices unchanged.

**CHEESE**—Unchanged. Market firm. Trade light. Quebecs, 12 to 12 1/2c.; Townships, 12 1/2 to 12 3/4c.; Ontarios, 12 1/2 to 12 3/4c. October makes.

**EGGS**—Steady market. Receipts light. No change. Local demand equal to receipts. Cold storage, 2 1/2 to 2 3/4c.; Western pickled, 19 to 20c.; select fresh, 24 to 25c.

**PROVISIONS**—Business quiet. Prices unchanged.

Indian—Pekoe Souchongs.....	0 15	0 18
Ceylon greens—Young Hysons.....	0 16	0 18
Hysons.....	0 14	0 15
Gunpowders.....	0 13	0 14
China greens—Pingsuey gunpowders.....	0 11	0 13
Congous—Kaisows.....	0 12	
Pakling boxes.....	0 12	0 14

**Foreign Dried Fruits**—The raisin market is somewhat firmer with no surplus stocks on this market and a steady demand at prices quoted. Sultanas advanced at least 25 per cent over earlier prices and are in fair demand. Muscatels are quite firm and a scarcity of supplies, in fact little or no California loose Muscatels have been brought to this market on account of the high prices ruling at the coast. In seeded Muscatels this applies to even greater extent as prices are practically prohibitory and beyond the reach of the Canadian consumer, an advance of fully 50 per cent. over last year's prices prevailing. The currant market reported advanced a shilling in Greece and while quotations are firm no change is reported, the ruling prices being from 5c. to 5 1-2c. in half cases, bulk, with the usual difference of 1c. a pound for one pound packages. New dates which arrived last week are selling well and the

quality is superior to last year's fruit. Figs have arrived on an advanced market of fully 25 per cent over first purchases.

Valencia Raisins—	
Fine off-stalk, per lb.....	0 04 0 04
Selected, per lb.....	0 04 0 05
Layers, ".....	0 05 0 05
Dates—	
Dates, Hallowees, per lb.....	0 04 0 04
Californian Evaporated Fruits—	
Apricots, per lb.....	0 13
Peaches, ".....	0 10
Pears, ".....	0 13
Malaga Raisins—	
London layers.....	2 00
"Connoisseur Clusters".....	2 50
"Royal Buckingham Clusters," 1/2-boxes.....	0 80
" " 1-boxes.....	1 10
"Excelsior Window Clusters," 1/2-boxes.....	3 50
" " 1-boxes.....	4 50
" " 1/2-boxes.....	1 35
Californian Raisins—	
Loose muscatels, per lb.....	0 07 0 08
" " seeded in 1-lb. packages.....	0 08 0 09
" " 2 crown.....	0 06
" " 3 crown.....	0 06 1/2
" " 4 crown.....	0 08
Prunes—	Per lb.
30-40s.....	0 08 1/2
40-50s.....	0 08
50-60s.....	0 07
60-70s.....	0 06
70-80s.....	0 06
80-90s.....	0 05
90-100s.....	0 05
Oregon prunes (Italian style), 40-50s.....	0 08
" " 50-60s.....	0 07
Oregon prunes (French style), 60-70s.....	0 06
" " 80-90s.....	0 04
" " 100-120s.....	0 04
Currants—	
Filiatras, uncleaned.....	0 04 1/2
Fine Filiatras, per lb., in cases.....	0 04 1/2 0 05
" " cleaned.....	0 05 1/2 0 06
" " in 1-lb. cartons.....	0 05 1/2 0 06
Finest Vostizzas ".....	0 06 1/2 0 07 1/2
Amalias ".....	0 06
Sultana Raisins—	
Sultana raisins, per lb.....	0 06 1/2 0 08
" " 1-lb. carton.....	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes.....	0 13
Four crown, fancy, 10-lb. boxes.....	0 09
Three crown.....	0 07 0 07 1/2
Glove boxes, fine quality, per box.....	0 11
Fancy washed figs, in baskets, per basket.....	0 20
" " pulled figs, in boxes, per box.....	0 22
" " stuffed figs.....	0 28
12-oz. boxes.....	0 06 1/2 0 07

**Rice and Tapioca**—Trade this week just about as usual for this season of the year. The report that the Japan rice crop was short is interesting buyers, though no changes are as yet noted. Tapioca is firm and maintained in this position as the statistical position is calculated to provoke another advance.

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

**Spices**—The general tone of the market is firmer. Cloves particularly show great activity and advanced prices. New York quotations for Zanzibar, 13 3-4c.; Amboyna, 24c. and Penang, 30c. Pimentos are in small supply. Nutmegs continue weak. Cassias in good demand. Gingers are firmer. Local trade reported fairly good. We quote:

Peppers, black.....	0 16	0 22
" white.....	0 25	0 30
Ginger.....	0 12	0 20
Cloves, whole.....	0 17	0 32
Cream of tartar.....	0 25	0 30
Allspice.....	0 12	0 15
Nutmegs.....	0 25	0 50

**Honey**—Has been quiet during the week. White clover is firm at 8c. and comb honey, 12c. to 14c. Buckwheat ruling from 6c. to 6 1-2c. according to quality. The harder weather prevailing will no doubt stimulate the demand from now on. We quote:

White clover, extracted tins.....	0 08
" kegs.....	0 07 1/2 0 08
" comb, new.....	0 12 0 14
Buckwheat.....	0 06 0 06 1/2

**Maple Products**—Business is report-





granulated sugar to five cents. The wholesale prices of sugar in Halifax at the close of last week and at the corresponding date a year ago form an interesting comparison. The price per hundred pounds now and a year ago will be seen from the following table:

	1904	1905
Granulated XXX .....	\$4.95	\$4.45
Austrian Granulated .....	4.75	4.45
Trinidad Crystal .....	3.75	4.00
Pulverized .....	4.45	4.35
Bright Yellow .....	4.35	4.05

**Dried Fruits.**

The steamer Jacona direct from the Mediterranean ports has landed a large cargo of dried fruit here. The consignment consisted of about thirteen thousand packages of raisins, besides a quantity of nuts.

Importers are now filling orders, and in some cases the demand has been exceedingly good, the market having been pretty bare when the fruit arrived. The quotations are lower than the California fruit. Spanish raisins opened about two cents a pound lower than last year, and California three cents higher, but they have since declined one cent. Jobbing prices here are about as follows: Fine off stock, 4½ to 5 cents; Valencia layers, 5½ to 6 cents; bunch Dehesas, \$3; Valencia halves are ½-cent per pound more. California seeded are quoted at 10½ to 11 cents. Currants are about one cent per pound higher than last year, being quoted at 5½ to 6½ cents, and new cleaned, in packages, 6¼ to 7 cents. The demand is almost wholly for package goods. Figs are lower than last year, being quoted at 8½ to

10 cents for large boxes, and 9 to 11 for one-pound boxes.

**Produce.**

The butter markets continue very firm and there is some scarcity of choice butter. Dealers experience considerable difficulty in securing first class butter for their best customers, who will accept no other than the choicest. It is hard to get good butter of any kind under 25 cents. Creamery prints and solids are selling at 25 cents, and dairy 21 to 23 cents. The retailers' price is about three cents in advance of the above. Eggs are very firm, and the latest advices from Prince Edward Island say that they have a tendency to advance. They are jobbing here at 22 cents for case eggs and 30 cents for fresh laid. The latter are hard to get. The cheese market is also firm. Late sales at Charlottetown were at 11 3-16 cents. Large are quoted here at 12½ to 12¾, and small at 13 cents.

**Vegetables.**

Large shipments of vegetables continue to arrive from Prince Edward Island. During the week vessels came in to port with cargoes aggregating 17,493 bushels of potatoes, and 1,855 bushels of turnips. Potatoes are quoted here at 30 cents ex vessel, and on the Island at 20 cents a bushel.

**Fish.**

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 Satur-

day last, when the steamer from Summerside for Point du Chene landed four hundred barrels at the latter place. These oysters were all for the upper Canadian market, where the demand is reported to be, as usual, good. The hand picked oysters are quoted here at \$7 per barrel.

**HINTS TO BUYERS.**

White's Worcester Sauce, pints, retailing at 10c, is in stock with Canada Brokerage Co., H. P. Eckardt & Co., Eby, Blain Co., John Sloan & Co., T. Kinnear & Co., James Lumbers and F. W. Humphrey. The agents, A. F. MacLaren Imperial Cheese Co., Limited, will be pleased to hear from any desirous of taking hold of this new line. It is reliable.

A. F. MacLaren Imperial Cheese Co., Limited, report the cocoa season now on and the ever-increasing sales of Bendsorp's in Ontario and the west give promise of being more than usually large. It will be of interest to get discounts on quantities.

Libby, McNeil & Libby's canned meats are special features with W. H. Dunn, Montreal agent. A particularly fine trade is reported for Libby, McNeil & Libby's mince meat, both moist and in packages.

White & Co., Limited, received a large shipment of natural pulled figs in boxes this week.

Minto Bros., Toronto, claim to have purchased heavily before the advances on all grades of Ceylon, Indian and Japan teas. See their advertisement on page 20.



**Everybody Eats MARMALADE**  
Everybody would eat more if they bought  
**LIPTON'S**  
Wouldn't it pay you to try LIPTON'S?  
The reputation of the largest purveyor in the world is behind this Marmalade.  
**SOLD BY ALL JOBBERS**  
**J. S. CREED, CANADIAN SALES AGENT**  
53 Upper Water Street Board of Trade Building  
**HALIFAX, N.S. MONTREAL**



**As Mother used to Make It ....**

**Delicious, Reliable, Always ready, is**

**Nicholson's Mince Meat**

The kind that pleases your customer and brings her back for more. Order now for the holiday trade.

And don't forget

- N. & B. JELLY POWDER
- N. & B. ICING POWDER
- N. & B. PUDDING
- N. & B. VERIQUICK TAPIOCA
- BROCK'S BIRD SEED

**NICHOLSON & BROCK**

9 Jarvis St.

Toronto, Ont.

# 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  
at either of our offices.

# The MacLean Publishing Co.

Limited

MONTREAL TORONTO WINNIPEG

## THE PROPAGATION OF SALMON

### SOME INTERESTING FACTS

FOR several months during the past Summer, back on the headwaters of the streams which feed the mighty Fraser, half a hundred men have been engaged in a unique employment. They have been sowing seed for a harvest not expressed in golden stooks, and groaning granaries, but in millions of cases of the finest food fish in the world. In other words, they have been "sowing salmon," not for garnering the following Summer, as does the husbandman, but four years hence, for such is the span in the work of the fish culturist from seed time to harvest.

#### Saving an Industry.

These men have been doing something more. They have been saving an industry. Just as the grain field, left to self propagation, will gradually deteriorate, and finally exhaust itself, so was the salmon industry, in the richest salmon stream in the world, threatened with extinction. For years and years this splendid river has been giving up its tribute to Indian, canner, and farmer, without any steps being taken to insure permanency to the industry. The march of invention had perfected the system of taking the salmon, but it had not concerned itself with assisting in its propagation. When, however, the effects of this suicidal policy began to be evident, and the catch to decline, those more immediately concerned became alarmed.

#### John Pease Babcock Appointed.

The sockeye is the great commercial salmon of the Fraser, and its failure, therefore, to run as abundantly as usual entailed a great loss upon both fishermen and canners. The Provincial Government of British Columbia appointed a commissioner, John Pease Babcock, who had had great success working for the State of California on the Sacramento, to devote his attention to a study of the fish life of the Province, more particularly the salmon, and foster the industry.

#### Habits of the Fish.

Mr. Babcock was appointed four or five years ago, and immediately began a careful investigation of the habits of this fish from the time it shows its silvery head in the Straits of Juan de Fuca heading in from the sea, till it yields up its life on a sandbar of the Upper Fraser, after fulfilling the supreme purpose of its life. He learned a great deal about this marvellous and enigmatical fish, but for the purposes of this story it is necessary to mention but one or two necessary facts. He already knew, for this is one of the primary facts in connection with the industry, that the run of sockeye in the Fraser is greatest every fourth year and that in the other three years the catch varies from fair to light. He found that the catch is greatest every fourth year because only in that year do a sufficient number of fish reach all the

spawning grounds. In that year only is the entire spawning area of the Fraser planted with sockeye seed. He found, from observations made by himself and his assistants, that the Fraser watershed, above the great canyon (including the Quesnel, Shuswap, and Seton-Anderson Lakes section) constituted seventy-five per cent. of the area of the natural spawning grounds of the entire Fraser River watershed.

#### Two Methods.

He further made the alarming discovery that, excepting on the quadrennial occasion referred to, that these spawning grounds were not only imperfectly seeded — they were, in some years, scarcely seeded at all. To save the industry from extinction two things were necessary. One was to assist nature by artificial means of propagation; the other to place greater restrictions on the fishermen, so that the progress of the fish up the river might not be impeded.

This latter step has been found difficult, because the process of education is not yet completed on the Fraser as it is on the Sacramento, and until it is, the natural objection of the men engaged in the industry to have their means of livelihood interfered with, will have to be considered.

Fortunately no such difficulty exists in regard to the first named method, and in March, 1903, a splendid new hatchery was completed to the order of the Provincial Government near the village of Lillooet. This station is in addition to the three operated by the Dominion Government. The Provincial Government's institution is known as the Seton Lake hatchery, being situated on Lake Creek at the outlet of Seton Lake, which in turn is connected with Anderson Lake. These waters are among the richest of the breeding grounds of the Province.

#### Successful Beyond Hopes.

As this is the first year that a fair test could be made of the new hatchery (this being the fourth year, the year of the big run) exceptional interest attaches to the results of the year's work as outlined by the commissioner, who has just returned from the station. It has been successful beyond the hopes of the most sanguine, and the enlargement of these facilities, together with the imposition of reasonable restrictions in regard to fishing can almost certainly be relied upon to restore the dwindling fisheries of this ancient salmon stream.

For several weeks before the great run started, a gang of men under Mr. LeRoy Sedgwood, Mr. Babcock's able assistant, had been making all preparations for the reception of their finny visitors. The big building had been thoroughly prepared and its 160 hatching troughs got ready for their appointed work. These troughs are placed end to end and extend the width of the

building. The troughs accommodate between 40,000,000 and 50,000,000 eggs. The water in the flume running through the building is drawn from a point 100 feet below the surface of Seton Lake, insuring a lower and more even temperature than if drawn from the top.

#### Running of the Salmon.

It was about the end of July when, one day, the watchman came in with the news that "the salmon are running." The effect of this announcement was about the same as the laconic call of the small boy that "sap's running" in an eastern sugar camp. From that moment the whole staff worked at high pressure, with a result so satisfactory as to highly please their enthusiastic chief.

The fish ran throughout August and for the first week in September, after which the run fell away. The first eggs were taken on the 8th of September, but as the salmon were not sufficiently ripe for spawning work did not begin in earnest in taking eggs until the 12th, and thence on for two weeks the staff averaged from one and a half to two million eggs a day.

The record catch or take was on the 25th, following a respite of the day before, which was Sunday. On the day mentioned the two fishing and spawning crews took four and a half million eggs.

#### Taking the Spawn.

As the school comes swarming up the stream it is arrested by a dam which extends across Lake Creek, forming what is called the retaining pond. Across the creek where it leaves Seton Lake there is a fence impassable to the salmon, which prevents them entering the lake. Twelve hundred feet below this and at the top of a dam is a similar fence equipped with V-shaped obstructions through which the fish can enter but cannot return from the stream below. This retaining pond is 1,500 feet in length and 225 in width, and has an average depth of six feet.

From this pond the fish are taken with a drag net, out of which they are picked by the fishermen. The ripe females are thrown into what are called live cars, which are really floating crates. The males are thrown into another and similar car.

When forty or fifty fish are collected the car is towed down to the spawning platform at the lower end of the pool. Here the fish are transferred to big pens under the floor of the spawning platform. The floating crew works all day, but the spawning crew only in the afternoon.

When the latter crew is ready to commence, a man with a dip net picks a female out of her pen and throws her into a net suspended alongside. From this she is taken by another man who proceeds to extract the spawn in the following manner:

(To be continued.)

## N. B. Markets.

St. John, Nov. 13, 1905.

**T**HE magnificent Fall number of The Grocer received exceedingly favorable comment here. In many ways it was considered the best number yet published. Of one thing St. John considers itself justifiably proud, its retail grocery stores, and this is the season when they begin to look their best. While yet early some of the displays are particularly fine. Business is good. There is great difficulty in getting goods with which to fill orders.

Spices tend quite firm. Cloves are already higher. This is the season of best demand.

The feature of the market very noticeable at this season is the few California raisins arriving. It is a matter of doubt if a single box of California loose muscatels has been bought for import this season and the quantity of seeded will be exceedingly light, but a few hundred boxes.

St. John is rapidly pushing to the front as a leading distributing point for tea. We have one of the largest, if not the largest, tea houses in Canada, with several other houses doing a large business. Tea lead which is quite a factor in the package tea business, is at present rising quite rapidly in price.

**Oil**—As pointed out in this report, burning oil is in a very strong position. A second advance of a half cent has taken place. Prices are still low. In lubricating oils prices at any time show but little change, this is the dull season. Paint oils are quiet but firm. Linseed still quite low. Turpentine high. Quite a little cod oil is being received. Demand quite active at full prices.

**Salt**—In Liverpool coarse salt fair stocks held. Prices are firm. Further supplies shortly expected. There is but light demand. Fine salt is quiet.

**Canned Goods**—In vegetables market is still rather unsettled and some very close prices named. Tomatoes rather firmer owing to a somewhat short pack. Fruits are not largely sold at this season. Gallon apples are quite a full stock. Blueberries rather dull. In salmon, but a fair sale. Some pink fish are offered at low prices. Imported sardines are receiving considerable attention at the hands of the trade. Domestic are largely shipped west. Haddies and kippers a fair pack.

**Green Fruit**—Apples, Nova Scotia stock are lower. It is difficult to get really first class fruit. Several cars of western apples, chiefly Spies, have been received. Full prices are asked. In oranges sales are small, no really good fruit being offered. Lemons are lower, but are only fair quality. Bananas somewhat out of season. In grapes, Maagas chiefly sold. Some nice Tokays still seen. Cranberries are high.

**Dried Fruit**—In raisins, seeded are high. There has been quite a large

quantity of freshly seeded imported from New York to supply the demand, also some new New York seeded. These being offered much lower than coast seeded, of which very few have been bought. Our dealers were able to secure but very few Malaga seeded. In loose and layers Malagas supply the market. Valencias are freely sold, they are cheap and good. New currants come to hand slowly. The direct imported are preferred. Prunes and peaches quite high. Apricots, while advancing are lower than last year. Figs are reasonable. Peels quite firmly held. Evaporated apples are higher. Onions are higher.

**Sugar**—There is a good demand. Price again declined last week. The outlook for the year will be a record of one continued decline. In bag sugar prices are unsettled.

**Molasses**—There is just a fair business. Stocks of Porto Rico quite large and price quite low, but steady. Barbadoes are not in large supply.

**Fish**—Fresh fish are not a factor, sale will improve with the cold weather. Variety is, however, small. In dry fish the high prices which have ruled throughout the season continue. They are record prices. Pickled herring are also high. Sales are large at this season. In boneless fish business has been good, while higher than usual prices have not been extreme. Smoked herring which were very low are higher. Finnan haddies firm.

**Flour, Feed and Meal**—Flour is firm. Supplies come forward very slowly. There is still a wide difference in price between Manitobas and Ontarios. The former have, however, a large sale. Oatmeal is high, costing much higher than Ontario flour. Cornmeal unchanged.

**Beans**—Are higher and stock small, receipts light owing to delay in getting goods forward. Yellow Eyes low. Stocks quite large.

### NEW COMPANIES.

Public Notice is hereby given that under the provisions of an Act respecting the Changing of Names of Incorporated Companies, being the Revised Statutes of Ontario, Chapter 215, His Honor the Lieutenant-Governor has been pleased, by an Order-in-Council, dated the 8th day of November, 1905, to change the corporate name of the Canadian Dressed Beef & Abbatoir Co., Limited, to the corporate name of the Levack, Park & Co., Limited.

Provincial charter has been granted to Wilsons, Limited, in the village of Cumberland, to carry on the business of general merchant, the share capital of the company to be \$10,000, divided into one hundred shares of one hundred dollars each, the head office of the company to be at the village of Cumberland, and the provisional directors of the company to be Catherine Margaret Edwards, Helena Eliza Perie, Charles William Wilson, Reginald Clarence Wilson, and Norman Frank Wilson.

Provisional charter has been granted

to J. J. McLaughlin, Limited, Toronto, to carry on the business of manufacturing chemists, and of importers, manufacturers and dealers in mineral waters, carbonated beverages, fruit juices, syrups, creams and extracts, and all other goods of a like nature, and in soda fountains and all accessories and supplies therefor, the share capital of the company to be \$250,000, divided into two thousand five hundred shares of one hundred dollars each; the head office of the company to be at the city of Toronto, and the provisional directors of the company to be John James McLaughlin, Norman Alexander Howie, and James Boniface Wright.

### HINTS TO BUYERS.

Mr. E. D. Marceau, Montreal, calls buyers special attention to excellent values offered this week in teas and coffees. Reference to his ad in another part of this issue will furnish particulars.

French prunes are in stock with the Eby, Blain Co., Limited. These can be retailed very profitably at 5c. per lb.

Cranberries are bringing the highest price in years in the United States markets, from \$9 to \$14 per barrel being realized. For import 25 per cent. duty plus freight and profit would make an extremely high price. There are practically no Canadians offering this season.

### A SUGAR REPORT.

A report is current in sugar circles of an advance of 10c per 100 lbs. by the New Orleans Refinery Co.

## Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 16th, 1905.)

**B**USINESS continues very active in all departments of the wholesale grocery trade and jobbers have little to complain about. Since the crop began to move there has been a steady improvement in country collections and in this important respect there is not much to complain about at present. It is reported that the number of dealers paying cash and earning their discounts is rapidly increasing this month.

Sugar continues to attract the attention of the trade. A late change bringing sugar down to a basis of \$4.95 for Montreal granulated in barrels was reported last week in our telegraphic despatches. Evidently sugar is on the toboggan and, as the trade have no confidence in the stability of the market, they are buying in small quantities. The jobbing trade have stocked Berlin sugar which is quoted 10c. cheaper than the Montreal brands.

Bluestone for spring delivery is quoted at \$5.75 per cwt.

Green Rio coffees have been slightly reduced.

New cooking figs are on the market.

**Canned Goods**—The canned goods market is devoid of new features of interest. We quote prices unchanged as follows:

**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.

Packed, guaranteed and shipped in any quantity by

**CODVILLE & CO.**

Winnipeg and Brandon, Man.

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

**POULTRY, FISH**

**WINNIEPEG FISH CO.**  
PHONE 1480.

**GAME AND OYSTERS.**

259 PORTAGE AVE.

Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791 WINNIEPEG.

**Their Money's Worth**  
is what your customers get when they  
buy

# CLARK'S MINCE MEAT

It has that rich flavor which satisfies everybody.

PACKED IN TINS, 5 SIZES.

Succotaah, 2's, group 1, per 2-doz. case	2 63
" 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz. case	2 39
" 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 04
" 2 and 3, per 2-doz. case	1 99
Plums, Damson, 1's, group 1, per 2-doz. case	2 13
" 2 and 3, per 2-doz. case	2 08
" Lombard, 1's, group 1, per 2-doz. case	2 23
" 2 and 3, per 2-doz. case	2 18
" greengage, 1's, group 1, per 2-doz. case	2 33
" 2 and 3, per 2-doz. case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 08
" 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" 2 and 3, per 2-doz. case	6 09
Pears, 2's, F.B., group 1, per 2-doz. case	3 58
" 2 and 3, groups 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" groups 2 and 3, per 2-doz. case	5 04
Apples, gallons, group 1, per doz.	2 60
" 2 and 3, per doz.	2 55
" 3-lb. " 1	2 13
" " 2 and 3	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" 2 and 3	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " 2 & 3	3 43
" black, " 1	3 83
" " 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-doz. cases, group 1	3 78
" " 2 & 3	3 83
" black, new " 1	3 53
" " 2 & 3	3 48
Strawberries, " 1	3 33
" " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " "	3 75
" 2's, whole, " "	4 50
" 2's, whole, " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " 2 & 3	2 29
Corn, 2's, " 1	1 98
" " 2 & 3	1 93
Peas (No. 4), 2's, " 1	1 53
" " 2 & 3	1 48
Peas (No. 3), 2's, " 1	1 68
" " 2 & 3	1 63
Beans, golden wax " 1	1 93
" " 2 & 3	1 88
Beans, refugee, " 1	1 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 20
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's	1 90
" " 3's	2 60
Soups (Van Camp's), per doz.	1 25
Boneless chicken, lb. tins, per doz.	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey " "	3 25
Corned beef " 2's " "	2 75
" " 1's " "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's	2 85
Potted meats, 1's, per doz.	0 55
Veal loaf (Libbey's), 1 lb., per doz.	1 25
" " "	2 50
Ham loaf " 1 lb. "	1 25
" " "	2 50
Chicken loaf " 1 lb. "	1 88
" " "	3 05
Lunchonnet (Clark's), 1's, " "	3 00
" (Aymer), 1's, " "	2 90
Sliced smoked beef (Libbey's), 1-lb. tins, per doz.	3 80
" " 1-lb. glass, " "	3 10
" " " "	3 35
Chipped " " 1-lb. tins, " "	1 45
" " " "	2 50
" " " "	3 05
Slice ba " " 1-lb. tins, " "	3 10
d " " 1-lb. glass, " "	3 25

## 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.,**  
WINNIEPEG, MAN.



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

**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]

**SALESMAN WANTED.**

WANTED—First-class salesman, with good connection, to take charge of a department of European importations, comprising different lines, and sell them in Canada; must be able to arrange his own samples; good salary. P. O. Box 996, Montreal. [46]

**GREAT BRITAIN.**

ADVERTISER, now managing London office for Canadian house with produce specialty, is shortly making a change, and is open to negotiate with other suitable firm to act for them in same capacity; large experience on both sides Atlantic and knows personally principal wholesale and retail men in Britain; advertiser will shortly be in Canada to meet correspondents. Box 294, CANADIAN GROCER, Toronto. [46]

**MECHANICS WANTED.**

WANTED—A first class bread, cake and pastry baker; wages \$12 per week. Apply to Wm. Anthony, Avenue Bakery, Guelph. [ ]

BAKER—First-class on bread and cakes; state wages; dough mixer in shop. John Murray, Hastings, Ont. [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.

Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " 2-lb. "	2 65
Lobsters (new), 1-lb. flats, per 3-do. case	16 00
" " 1-lb. talls, per 4-do. case	10 25
" " 1-lb. talls.	14 50

Sugar—Another decline recorded last week in our telegraphic despatches has reduced sugar to a basis of \$4.95 per cwt. for Montreal granulated in barrels. The trade have no confidence in the future of the market and, expecting further declines, they are buying sparingly. Jobbing houses have stocked Berlin sugar which is quoted below. We quote:

Montreal granulated, in bbls.	4 95
" " yellow, in bbls.	4 90
" " in sacks.	4 40
Wallaceburg, in bbls.	4 85
" " in sacks.	4 80
Berlin, granulated in bbls.	4 85
" " in sacks.	4 80
Icing sugar in bbls.	5 55
" " in boxes.	5 75
" " in small quantities.	6 15
Powdered sugar, in bbls.	5 35
" " in boxes.	5 55
" " in small quantities.	5 80
Lump, hard, in bbls.	5 65
" " in 1/2-bbls.	5 80
" " in 100-lb cases.	5 65
Raw sugar.	4 25 4 50

Syrups and Molasses—Business is quiet at steady prices. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00 3 10
" " 5-lb tins, per 1 "	2 40 2 50
" " 10-lb tins, per 1 "	2 25
" " 20-lb tins, per 1 "	2 15 2 25
" " 1/2 barrel, per lb.	0 03
" " Sugar syrup, per lb.	0 02
" Kairomel " syrup, 2-lb. tins, per 2 doz. case.	2 20
" " 5-lb. "	2 65
" " 10-lb. "	2 40
" " 20-lb. "	2 45
Barbadoes molasses in 1/2-bbls. per lb.	0 04
New Orleans molasses in 1/2-bbls. per lb.	0 02
" " in barrels.	0 02
Porto Rico molasses in 1/2-bbls., per bbl.	0 04
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bsts. each.	0 33
" " "	2 25

Coffee—Green Rios has declined 1-2 cent per lb. We quote:

Whole green Rio, per lb.	0 10
" " roasted, per lb.	0 15
Standard Java in 25-lb. tins, per lb.	0 33
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—We quote:

Epps' 1/2 lb package, per lb.	0 33
Fry's 1/2 lb " Homoeopathic, per lb.	0 30
" " 1/2 lb " 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 22

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " strawberry, "	1 85
" " raspberry, "	2 00
" " 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 Lettbridge),	0 57
" (in Edmonton),	0 60

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " tins,	1 50
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins,	0 10
" " (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass,	1 20

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

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' 1/2 pints, per doz.	\$3 65
" " White's 1/2 pints	6 00
" " Paterson's 1/2 pints	0 90
" " 1/2 pints	0 90
" " 1/2 pints	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Foreign Dried Fruits—New table figs are arriving now and quotations will be found below. We quote:

Sultana raisins, bulk, per lb.	0 63
" " cleaned,	0 08
" " 1 lb pkgs.	0 64
Table raisins, Connoisseur clusters, per case.	2 60
" " extra d'essert,	3 40
" " Royal Buckingham,	4 00
" " Imperial Russian,	5 25
" " Connoisseur clusters, 1 lb pkgs per case (20 pkgs).	3 25
" " Connoisseur clusters, boxes (5 1/2 lbs).	0 80
Valencia raisins, f. o. s. to arrive	1 60 1 75
" " selected, to arrive	1 75 1 90
" " layers,	1 85 2 00
California raisins, muscadel, 2 crown, per lb.	0 09
" " 3 "	0 09
" " 4 "	0 10
" " choice seeded in 1/2-lb. packages	0 09
" " per package	0 09
" " fancy seeded in 1/2-lb. packages	0 09
" " per package	0 09
" " choice seeded in 1-lb. packages	0 11
" " fancy seeded, 1-lb. packages,	0 12
" " per package	0 12
Prunes, 90-100 per lb.	0 06
" " 80-90 "	0 06
" " 70-80 "	0 07
" " 60-70 "	0 07
" " 50-60 "	0 07
" " 40-50 "	0 07
" " choice silver, per lb.	0 10
" " silver, per lb.	0 08
Currants, uncleaned, loose pack, per lb.	0 05
" " dry cleaned, Filiatras, per lb.	0 06
" " wet cleaned, per lb.	0 06
" " Filiatras in 1-lb pkg. dry cleaned, per lb.	0 07
" " Vostizzas, uncleaned.	0 06
Hallowee dates, new per lb.	0 05
Figs, cooking in tins and sacks	0 04
" " boxes	0 04
Apricots, choice, in 25-lb. boxes, per lb.	0 11
Apricots, standard in 25-lb. boxes, per lb.	0 11
Peaches, choice, per lb.	0 13
" " standard	0 12
Pears, choice (halves), per lb.	0 16
" " standard	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice	0 12

Candied Peels—Prices are quoted as follows:

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

Nuts—In good demand for Christmas trade. We quote:

Almonds, per lb.	0 19
" (shelled), per lb.	0 22
Filberts	0 10
Peanuts	0 11
Jumbos	0 14
Walnuts, new, Grenobles, per lb.	0 14
" " Marbots	0 13
Pecans, per lb.	0 15
Brazils, per lb.	0 15

Rice, Tapioca and Sagos — Tapioca is weaker. We quote:

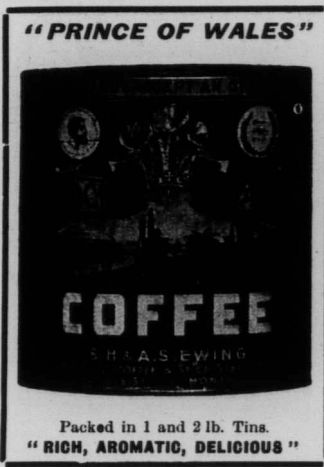
Rangoon rice, per lb.	0 03
Patna " "	0 04
Tapioca, per cwt.	5 00
Sago, per lb.	0 03

Pot and Pearl Barley—Quoted as follows:

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

Spices—Prices are steady and unchanged. We quote:

Pepper, black, in 10 lb boxes, per lb.	0 18
" " white,	0 25
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 12
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 18



**"Assured Quality, Uniformity and Satisfaction."**

**S.H. & A.S. EWING'S**  
**DELICIOUS**  
**COFFEES**



**2** brands that stand outside the pale of competition

**BORDEN'S**

**"Eagle" Condensed Milk**  
**"Peerless" Evaporated Cream**  
 BEAR THEM IN MIND WHEN PLACING YOUR NEXT ORDER

**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.



**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:**

<b>6</b>	<b>1-gal. tins to case, wine measure,</b>	<b>\$4.50 per case</b>	<b>24</b>	<b>pints to case, wine measure,</b>	<b>\$2.50 per case</b>
<b>12</b>	<b>½-gal. " " "</b>	<b>4.80 " "</b>	<b>12</b>	<b>qrt. bottles,</b>	<b>2.40 "</b>
<b>24</b>	<b>¼-gal. " " "</b>	<b>4.80 " "</b>	<b>5-gal. tin, Imperial measure,</b>	<b>1 to case,</b>	<b>3.90 "</b>

*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.**

**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.



To delight Housewives and Children

# VLEENA FIGS

in  
Fancy Baskets

## *Mercantilable Power*

Reputation is the force—the power that makes sales and creates demand. Now, reputation is not the result of advertising, it is personal trial, actual test by the very last court of appeal—the consumer. An article which sells on its reputation is the very best and most profitable kind to handle; its sale is sure and quick, at good prices.

Lion Brand Pickles have been sold on merit alone for nearly half a century. They have been tried by the consumer, and their reputation is established. They look better, taste better, and are better than any other Canadian Bulk Pickles on the market.

THE OZO CO., LIMITED  
MONTREAL



White " " .....	0 25
Cinnamon (ordinary), per lb. ....	0
(extra choice), per lb. ....	0 24
Nutmegs, per lb. ....	0 25
Cloves (according to quality) .....	0 14
Ginger, per lb. ....	0 10
Allspice, per lb. ....	0 8
Mace, per lb. ....	0 70
Mixed spices, for pickling .....	0 12
4-oz. packets per doz. ....	0 75

Glass Fruit Jars—Prices for next season's delivery are quoted as follows:

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

Evaporated Apples—New stock to arrive is quoted at 9 3-4 cents per lb.

Beans—New stock is quoted at \$1.75 per bushel.

Fish and Oysters—We quote:

Lake Superior trout .....	0 09
Gold eyes .....	0 08
Blue fish .....	0 18
Mackerel .....	0 15
Red snapper .....	0 15
B.C. salmon .....	0 12
Halibut .....	0 11
White fish (L. Winnipeg), per lb. ....	0 06
Pickarel .....	0 05
Jackfish .....	0 04
Finnan Haddie .....	0 10
"Halifax" brand salt cod, fish cakes 24-1's ..	0 11
"Acadia" " " " 20-1's " ..	0 09
"Bluenose" " " " 20-1's " ..	0 07
"Acadia" " " " 2-lb. boxes ..	0 09
" " " 4-lb. " ..	0 09
" " " shredded, 24 cartons, per bx. ....	2 00
" " " bulk, in 15-lb. boxes. ....	0 08
Large Labrador and Nfld. salt herrings per 100 lb. ....	5 00
per 20-lb. pail. ....	1 20
Salt mackerel, in 20 or 30-lb. pails .....	0 12
Smoked halibut strips .....	0 11
Kipperd gold eyes, per doz .....	0 45
Yarmouth bloaters, 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

Woodenware—We quote:

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

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

Honey—We quote:

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

**THE LATE MAJOR J. J. STUART,**

**T**HE death of Major J. J. Stuart, announced in these columns recently, removes another early friend of The Canadian Grocer. Twenty years ago Major Stuart was the son in the wholesale grocery firm of John Stuart, Son & Company, Hamilton, one of the most reputable concerns in the Canadian trade. A few years later they amalgamated with Harvey & Co., and the firm became known as Stuart, Harvey & Co. This firm was absorbed by the present firm of Balfour & Co., Mr. Harvey going to Winnipeg, where he died recently, and Major Stuart going to Chatham, N.B., to take charge of a big pulp manufacturing company. This was the last business Major Stuart engaged in. He had great difficulty in getting experienced managers and the business was finally abandoned.

He was more of a soldier than a business man and when the war broke out in South Africa he went there as a volunteer at his own expense and his ex-



Major J. J. Stuart.

perience and ability soon procured for him an important staff appointment which he held until the end of the war. On his return he joined an exploration party in the Peace River country, until his fatal illness compelled him to return to civilization. He underwent an operation at Edmonton and recovered sufficiently to enable him to return to Toronto, where his family are now living.

Major Stuart was born in Toronto in 1857, and was a son of Mr. John Stuart who recently resigned from the presidency of the Bank of Hamilton, and was educated in Germany, France, Upper Canada College and Toronto University. He always held a leading place in his studies and in the world of sports. Among his fellow students at that time was Hon. Mr. Aylesworth, now Postmaster-General of Canada, who remained always one of his most intimate friends.

Major Stuart served many years in the Canadian militia. In fact he gave the best of his energies to the service of his country. He was for many years adjutant of the 13th Regiment, Hamilton, to the command of which he could have succeeded had he desired. He also

was one of the most valuable staff officers during the annual militia trainings. Had he gone into the army he would undoubtedly have become a most brilliant officer.

**INTERESTING EGG STATISTICS.**

In the poultry section of the annual report of Mr. F. W. Hodson, Live Stock Commissioner, Mr. F. C. Reford, chief of the poultry division, makes an interesting estimate of the probable value of egg production in Canada in 1911. Mr. Reford takes the figures of the 1901 census as the basis for his calculation; they are 11,000,000 laying hens, 84,123,802 dozen eggs, valued at \$10,268,159. This is an annual average of 91 eggs per bird. Mr. Reford says: "If the same rate of increase were kept up from 1901 to 1911 as from 1891 to 1901 we should have about 15,000,000 laying hens, at the same average (91 eggs) we should have in 1911 about 110,500,000 dozen, which at the same price (12½ cents per dozen) would bring \$13,812,000." Anticipating an improvement of laying powers by proper methods of breeding and selection the chief of the poultry division says: "With the improvement in the laying qualities of the hen that might reasonably be expected from the use of the trap nests the eggs laid in 1911 should be worth at least \$22,767,857, an increase of revenue of about \$9,000,000. This is calculated on an average lay of 150 eggs per hen per year and the average price of eggs in 1901, which was much less than for 1905."

**THE PRICE OF HOGS.**

The price of hogs on the Toronto markets had a downward tendency in October. The price paid for "selects" in the early days of the month was \$6.25 per 100 lbs., gradually declining till the end of the month, the price at close being \$5.62½ per 100 lbs.

A year ago on the Toronto markets the opening price for selects was \$5.35, closing at the end of October with \$4.80 per 100 lbs.

The large packing houses at Chicago at the end of the month were obtaining all the hogs they needed at an average price of \$5 per 100 lbs.

In Manitoba market towns at the close of the month the farmers were selling hogs weighing from 180 to 250 lbs. at \$5 per 100 lbs.

The Ontario farmer has no reason to complain; he is still receiving the top prices for select hogs weighing from 160 to 200 lbs.

**THE ROBERT GREIG MILL BURNT.**

A serious fire broke out Sunday morning about 11 a.m. in the premises of Robert Greig Co., which is occupied by Gold Medal Co. and White Swan Mills. The cereal mill of Robert Greig Co. was completely destroyed, but none of the other departments were damaged, as the cereal mill was located in an annex. The loss is estimated at between \$15,000 and \$20,000; fully covered by insurance.

Mr. Greig has already all his plans laid for getting under way again. New machinery has been ordered and Mr. Greig promises that, Phoenix like, the cereal department of White Swan Mills will rise from the ashes and be prepared for all orders within a week's time.

**DOMINION COMMERCIAL TRAVELERS' ASSOCIATION.**

**S**ATURDAY evening, 11th inst., a meeting of the Dominion Commercial Travelers' Association was held for the purpose of receiving nominations for officers for the ensuing year. The president, Mr. J. S. N. Dougall, was in the chair. The following were nominated:

President—Fred L. Cairns, W. J. Egan.  
Vice-president—E. D. Marceau was elected by acclamation.

Treasurer—Robt. C. Wilkins, by acclamation.

Directors—Ed. S. Bois, R. J. Forman, J. D. Shaw, W. F. Cleghorn, A. Terroux, Jas. S. Thompson, J. B. Giles and G. W. Prescott.

Mr. Dougall's report showed that during the past year 380 new members had been added to the membership, making now a total of over 5,000.

Mr. E. D. Marceau, Montreal, was elected by acclamation as vice-president. The election of Mr. Marceau was antici-



Mr. E. D. Marceau.

pated by The Grocer in its report some few weeks ago, and the selection to this important office is but another evidence of the high esteem in which Mr. Marceau is held by his fellow members, and the association is to be congratulated on the selection of a man of Mr. Marceau's standing in the commercial community.

It was decided that an annual dinner should be held as usual, date and arrangements were left in the hands of a special committee.

The annual meeting will be held on December 16th, at which the result of the election of officers will be given, also the financial statement for the year.

**A NEW APPOINTMENT.**

Mr. Stuart Watson, 433 Main street, Winnipeg, has been appointed local agent for Holbrook's Limited, makers of the sauce known by that name.

The only business man we ever met who kept busy without advertising was an Arkansas grocer who was afflicted with the seven-year itch and carried a Waterbury watch. When he was not scratching he was winding the watch.

# THE FIRST STEP

towards success is to be particular in your choice of cereals. You have a right to know whether a product is selling in your town, or in other towns, and if it is likely to increase its sales in the next few years. You can readily satisfy yourself on these points when considering the advisability of ordering

## Orange Meat

The sales of **Orange Meat** have doubled in two years. Grocers everywhere are enthusiastic, and orders are being increased regularly. This is no chance affair. It is the Reward due to Merit, Patronage given to a cereal that has proven its right to stay, stood every test, weathered every criticism. It is the endorsement of Absolute Cleanliness, Reliable Weight, Standard Quality. **Orange Meat** is the best evidence that the best breakfast food is given the best of treatment. **Orange Meat** and you! —keep together.

Agents in Montreal: R. B. Hall & Sons.  
Agents in Winnipeg: Scott, Bathgate & Co.

**The Frontenac Cereal Co.**  
Limited  
KINGSTON, ONT.

## FLOUR AND CEREAL FOODS

### TORONTO.

**P**ROBABLY the most important feature in the flour and grain market at the present moment is the failure of transport facilities. With export trade this is of serious moment, as it means practically the stoppage of business. Unless prompt shipments can be guaranteed quotations are useless.

From advices from European points it would seem as though there is every prospect of an active export trade. Russia is likely to be unable to take account of her exporting trade on account of political eruptions, which will leave a great amount to be supplied by other countries. Germany is hastening in supplies in view of new protective duties coming in force in March next. So that with good freight facilities on this side an easy foreign market for both flour and grain should be assured.

The export market for flour is dull and lacks life. Landon prices recently made a sudden drop, and for the moment have had a declining effect on this market. At present quotations, equal to 25s. 9d. trade would be interesting and should prove attractive to the European buyers.

The market for grain is in a similar condition. Arrivals, however, from outside points are sufficient to keep local trade going. Prices have eased somewhat since our last issue, but cannot be said to be seriously weakening.

The local trade for flour is reported as being fairly active. Where prompt deliveries can be promised good business is in progress. There has been no material change in prices, although the tendency is a little easier.

Oats are showing a fair average quality, with a ready market for heavy oats for cereal purposes. Peas are reported as short in crop, with a firm market tendency.

### PRICE OF FLOUR IN ST. JOHN.

**O**NTARIO flour again went up in price yesterday. It is now selling at \$5.10 per barrel. Last week it advanced from \$4.90 to \$5. Manitoba flour is still selling at \$6. Some dealers, however, are of the opinion that there will be further advances both in the price of Ontario and Manitoba flours before long. Difficulty in securing transportation is said to be making it hard for wholesalers to fill all the orders for flour given them.

### WHEAT BY THE ALL-RAIL ROUTE.

The Canadian Pacific Railway will forward 2,000,000 bushels of wheat from Fort William to St. John, N.B., by the all-rail route, and operations on this project have already commenced. There are now being shipped from Fort William 50 cars of wheat a day for the long haul.

It is unusual at this season of the year to take wheat by the all-rail route, but it is being done now by the Canadian Pacific to furnish ballast for the company's trans-Atlantic boats on their first Winter sailings from St. John. In-

stead of securing cargoes from Chicago, as has been done in the past, the company will forward wheat over the line from Fort William at a low rate, and thus keep the business for Canadians.

### AMERICAN RICE EXPORTS.

The United States has entered the list of the world's rice-producing and exporting countries. Figures compiled by the Department of Commerce and Labor through its Bureau of Statistics, show that the exports of rice to Cuba alone in the fiscal year 1905 amounted to 34,976,414 pounds, against 698,983 pounds in the preceding year, the value of rice exported to Cuba being \$993,819 in 1905 against \$19,985 in 1904. The total value of rice of domestic production shipped out of the country in the fiscal year 1905, including that to the non-contiguous territory of the United States, was \$5,361,641, against \$667,387 in 1900 and \$16,454 in 1895. Meantime the imports of rice have fallen from practically \$1,000,000 in 1899 to \$2,000,000 in 1905, and for the first time in the history of American commerce the rice exports exceed in value the rice imports. The remarkable change in the movements into and out of the United States is due in part to the large increase in production which has recently developed in Louisiana and Texas and in part to the new relations of the United States with certain rice-consuming communities especially those of Porto Rico, Hawaii and Cuba, the two former through annexation and the latter through the reciprocity treaty. The list of rice-importing countries of the world is much larger than that of rice-exporting countries. Japan, which is usually looked upon as so great a rice producer as to give a large surplus for exportation, in fact imports much more than she exports, and to such an extent was this true during the Russo-Jap war that she was in 1904 the largest rice-importing country of the world, the total imports of rice in that year being 1,964,000,000 pounds.

### THE COMPONENT PARTS OF WHEAT.

Each kernel of wheat is a miniature chemical laboratory wherein the elements composing carbon dioxide, ammonia, potash, magnesia, and silica are first separated, then combined with each other and with water in such wise that from substances in themselves unavailable for human food is produced the premier food article of the western world.

A transformation such as this is just as mysterious and wonderful and impressive, when one comes to think of it, as any of the larger, showier phenomena of earth or heaven.

### AN ELEVATOR IN DANGER.

The foundation of the elevator operated by the Kelly Milling Company, Regina, is reported to be in a state of collapse, and the structure is a sort of second edition of the leaning tower of

Pisa. The northeast cornice is overhanging the main line of the C.P.R. about four feet, and it is liable to topple over at any moment.

About 40,000 bushels of wheat are in store there, and if it collapses there will be an inconvenient spill.

The railway company has been urgently requested to send along cars to relieve the congestion in this elevator, and it is thought that self-interest will compel the company to move in this case.

It will not be easy to remove several thousand bushels of grain from the main line of the railway, along with the wreckage of an elevator, before traffic is interrupted.

**TORONTO MARKETS.**

**Flour.**

We quote :

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

**Grain.**

We quote :

All on track Toronto.		
Manitoba wheat, Northern No. 1 .....	0 88	0 88½
" " " " hard, No. 1, new .....	0 85	0 86
" " " " No. 2 .....	0 85	0 86
Red and white, per bushel, .....	0 79	
Barley " " " " " " " " " " " " " " " "	0 48	0 50
Oats, new, " " " " " " " " " " " " " " " "	0 36	0 37
Peas " " " " " " " " " " " " " " " "	0 74	
Buckwheat " " " " " " " " " " " " " " " "	0 27	0 58
Rye, per bushel, " " " " " " " " " " " " " " " "	0 73	

**Breakfast Cereals.**

We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl.....	5 55
---	------

Rolled wheat in boxes, 100 lbs.....	2 70
50 lbs.....	1 40
Rolled oats, standard, carlots, per bbl, in bags.....	4 80
" " " " " " " " " " " " " " " "	5 05
" " " " " " " " " " " " " " " "	5 10
Rolled wheat, per 100-lb. bbl.....	2 75
Cornmeal.....	3 35
Split peas.....	5 00
Pot barley, in bags.....	4 00
" " " " " " " " " " " " " " " "	4 25

**MONTREAL MARKETS.**

**Flour.**

The flour market is firm and with a good local demand. Export inquiry also is very good. The general undertone of the market is strong and this is keeping prices very firm. Stocks are light and the complaint of shippers' inability to secure freight is responsible for this. Country trade is reported good.

We quote :

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

**Rolled Oats.**

Business continues good in rolled oats and even at the advanced prices that have been asked during the past week dealers report good business. The cold weather no doubt is contributing very materially to the increased demand. Prices unchanged.

We quote :

Fine oatmeal, bags.....	2 50	2 60
Standard oatmeal, bags.....	2 60	2 70
Granulated " " " " " " " " " " " " " " " "	2 60	
Rolled oats, " " " " " " " " " " " " " " " "	2 60	
" " " " " " " " " " " " " " " "	5 25	
" " " " " " " " " " " " " " " "	2 70	
" " " " " " " " " " " " " " " "	2 15	

**Ralston Health Food**

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

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

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

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



WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in

- 1 pound packages at 10c.
- 2 pound packages at 15c.
- (One pound makes seven pounds ready to eat.)
- A good profit in it for you—a better for your customers.

**THE TILLSON COMPANY**

Limited

TILLSONBURG, - ONTARIO

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

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

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

Receivers and Shippers

FLOUR, GRAIN, MILL FEED, Etc.  
119 St. Peter St., QUEBEC, Can.  
23 Years Experience in Car Lot Business.

**"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.

Hay.

Good local demand as well as a large export trade has fairly well cleaned up the market. Exports during the past week were 23,097 bales as against 8,442 bales for corresponding week last year. No. 1 is in good demand locally.

We quote:

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

Feed.

Bran is very scarce and every mill in the country reported over-sold. The local demand is exceedingly good with supplies light. Manitoba brand shows an advance of about \$1 per ton over last week's quotations.

We quote:

Manitoba bran.....	17 00	17 50
" shorts.....	20 00	21 00
Ontario bran.....	15 50	16 00
Mouillie.....	20 00	25 00

COLMAN'S MUSTARD, 100 YEARS OF PROGRESS.

THE use of mustard as a condiment can be traced back to the most remote periods. By the fourteenth century it had become an important article of manufacture in France, while we find our immortal Shakespeare in the "Taming of the Shrew" making Grunio ask of the wayward Katharina, "What say you to a piece of beef and mustard?" To which she replies, "A dish that I do love to feed upon." In mediæval times the preparation of this condiment was a very primitive affair, consisting of the simple process of crushing the seeds after the manner of peppercorns in the present day.

To the present day mustard, the whole world over, is identified with the name of Colman. It is just a hundred years since the great business of J. & J. Colman, Limited, was founded. To be precise, its beginning was in 1804-5, when Mr. Jeremiah Colman purchased a windmill, and a few years later decided to unite with flour-milling the making of mustard. As the enterprise grew, three nephews of the founder found place in the business. Two of these, Jeremiah and Edward, in due course were sent to London to push the interests of the firm while James remained with his uncle, who by that time had added the manufacture of starch and blue to the flour-milling and mustard-making.

His son, Jeremiah James, had not up till then concerned himself greatly with its affairs. Thenceforward he took up his father's responsibilities with energy and zeal. Of him it may truly be said that he was a merchant prince of the best type and a born captain of industry. It was largely to his skill and initiative, backed up by corresponding qualities in the London partners, that the wonderful subsequent advance of the firm had to be attributed. The late Mr. J. J. Colman attributed much of the success which attended the business efforts of his firm to the fact that it manufactured only the very best and the purest articles that could be produced. In the commercial world "Colman" and quality have in course of time become synonymous terms.

In 1856 the concern was moved to Carrow, just outside Norwich, where the works now cover an area of 32 acres. Such is the reputation of the firm that it is stated on a certain occasion one of the South American Governments showed their confidence in the integrity of Messrs. Colman by allowing packages from them to pass without the usual Customs examination. The farmers show their trust in the firm by frequently sending their mustard seed, leav-

ing it to the company to put their own price upon it.

In 1896 the old firm, for family reasons, was converted into a limited liability company, but no shares were offered for public subscription. The present directors are Mr. Jeremiah Colman, Mr. Russell J. Colman, Mr. F. Gordon Colman, Mr. James Stuart and Mr. Frank A. Bellville.

The employes at the present time number more than three thousand, if the staffs at Carrow, Cannon street and Bethnal Green be included. The enormous growth which the working staff has undergone is in a small degree to be accounted for by the fact that the firm has absorbed from time to time various related industries.

In 1901 it took over the starch-making business of Orlando Jones & Co., of London, and more recently there have come into amalgamation with it the mustard and patent barley business of Messrs. Keen, Robinson & Co., an old-established house which celebrated its own century some fifty years back, but the number of whose employes is not included in the estimate referred to above.

Messrs. Colman have ever been model employers, the comfort and welfare of those engaged in the several departments of their huge industry having always been regarded with special interest, consequently strikes or labor troubles of any kind have been evils unknown throughout these hundred years.

If any further evidence was required of the generous manner in which Colmans regard their servants it was found in connection with the recent Centenary celebrations which were inaugurated by a scheme of holiday and monetary and other gifts to the employes. The works were closed from Friday night, August 4th, to the following Tuesday, and in lieu of the wages which were due to the workpeople for the customary half-day's work that they put in on a Saturday, each married workman or widower received 20s., each unmarried workman 12s. 6d., and each woman and young person as defined by the Factory Act 7s. 6d., while an additional 20s. was given to every workman who had seen fifty years' service or more. The office staff were given the choice of a week's holiday or a week's pay. The heads of departments and travelers each received a silver bowl, a handsome piece of workmanship some 10 inches in diameter, and suitably inscribed. The pensioners were not forgotten. The foreman, including those who are on the retired list, each received a marble clock. The inclusion in this scheme of gifts to the retired foremen and others whose days of service had gone by is typical of the atti-

tude of Carrow towards those who in the past have helped to lay the foundations of its present prosperity.

Whilst the Colmans can claim the right to be regarded as model employers they have never absolved themselves from those civic and philanthropic duties which wealth imposes. In the civic relationship their record is remarkable. The founder, "Old" Jeremiah Colman, as he is still endearingly called at Carrow, was sheriff and mayor of Norwich. James Colman was sheriff of Norwich. Jeremiah James Colman was sheriff, mayor, and for 24 years member for Norwich. Russell James Colman has been sheriff and mayor of Norwich and high sheriff of Norfolk; and Jeremiah Colman, of Gratton Park, the present chairman of the directors, is a deputy-lieutenant, and has been high sheriff of Surrey. A splendid record of worthy citizenship.

Mustard, of course, comes first with J. & J. Colman; but starch, blue, corn-flour, and self-raising flour are also the products of the humming hive at Carrow, which covers over one million square feet of floors and bristles with ingenious machinery and mighty engines at every turn.

CANADA AND AUSTRALIAN TRADE.

"Canada could become rich through her fish exports alone," declared J. S. Larke, Canadian commercial agent to Australia, in his address to the Windsor Board of Trade Thursday afternoon.

"Australia has a market for \$1,000,000 worth of fish—fancy brands with sauces and relishes such as are put up by the manufacturer in the United States.

"No better fish are caught anywhere than off the coast of Nova Scotia, but Canada puts them up in salt, ships them in poor barrels and gets bottom prices, while the Americans dress them in flavors, put them in tins and get the highest prices on the market. That is the difference between American and Canadian enterprise.

"This is true not only of fish but of many other products. Canada always sends out raw material, while the United States furnishes the finished article which brings many times the cost.

Canada ships gypsum to America for almost nothing. Americans combine it with a few other simple substances and ship it to Australia as plaster of paris.

"Canada could do it just as well, and should do it. This is what weakens Canadian trade with Australia."

Mr. Larke also urged that the delay in transportation between Canada and Australian ports be done away with by the establishment of a direct line of Canadian owned vessels which would make the passage without transfer of cargo.

A. F. MacLaren Imperial Cheese Co., Limited, are receiving weekly shipments of Neufchatel, Eagle, Miniature, and other brands of fancy cream cheese and will be pleased to hear from those wanting this class of goods.

# A DOUBLE PROFIT

**Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.**

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

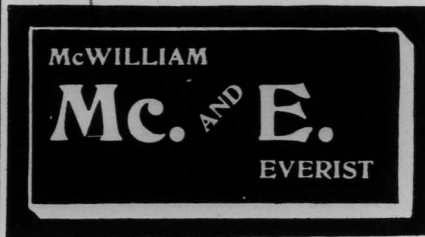
Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

**First car California Washington Navels will arrive on or about the 18th Jan. Orders will be filled at lowest possible price, all sizes.**



TORONTO, ONT.

*We have to hand 1,000 kegs of Fancy Almeria Grapes. These Grapes have been selected with great care. Would advise ordering Winter supply as prices are now lower than they will be later.*

*Another car Fancy Lemons due. All orders receive prompt and careful attention.*

**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

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**

**THE STORAGE OF APPLES.**

APPLE storage has become one of the most important features of the fruit industry. The demand for apples has increased greatly, and to meet the demand large areas have been devoted to orchards in sections where conditions do not favor ease in holding or length of keeping.

The necessity of disposing of this fruit quickly tends to overstock the market in the Fall and early Winter, and frequently to reduce prices far below the limit of profitable handling. Accordingly, the ability to hold part of the crop until the perishable surplus has been disposed of means higher prices, easier sales and better accommodation to the public.

Consumers are also gradually but surely learning discrimination and demanding not only good apples, but an ample supply of them throughout nearly the entire year.

It is possible, by some system of storage, to avoid the glutted market and to hold the crops with little loss for sale late in the season, and make good profits from the practice; but, like all farm and orchard operations of the present time, apple storage must receive careful attention to insure success.

The grower or buyer must learn what varieties are suitable for storage, what conditions must be provided to secure the best and most economical management of the stored fruit, and at what time and under what conditions the different varieties must be put on the market.

Apples are exceedingly variable in length of keeping. Early harvest often becomes too ripe and mealy for choice eating, while still upon the tree, while some varieties in ordinary storage may keep well until midsummer of the next year. They also vary in behavior in storage, some varieties scalding, shrinking, losing flavor and becoming dull colored and unattractive, while others, after six months' keeping, come out smooth, bright, fragrant and crisp.

These variations in behavior are to a great extent varietal characteristics; yet the same variety grown upon sand or upon clay, grown in the north or in the south, grown in a wet season or a dry one, may show very striking differences.

The problem of selecting varieties and storing them properly is therefore a complex one, and requires careful study. The efficiency of the different systems of storage differ greatly with different varieties, but in general storage with low temperature secured by the use of ice extends the keeping period from one to four months beyond the limit in ordinary storage, and chemical cold storage prolongs the life of the variety at least half a month—often much longer—beyond the life under ice.

**APPLE PACKING FRAUDS.**

The Nova Scotia apple packers who have been fraudulently marking their

fruit are in the path of trouble. They will not get much sympathy from any citizen who has paid a No. 1 price for No. 3 fruit. There is no difference except in degree between apple frauds and insurance frauds, or other forms of graft.

**POTATOES IN AROOSTOOK COUNTY**

THE potato shipments for the three months ending November 1 beat the record in Aroostook County by far. Despite the shortage of Bangor and Aroostook cars—which means the holding up of about 200,000 bushels of potatoes—the October shipments, 937,767 bushels, were over 100,000 bushels ahead of last year, and showed a larger increase than either August or September.

The total is 1,641,587 bushels for the three months, an increase of 261,222 bushels over the same period in 1904. The August increase was 64,344 bushels, September 96,557 bushels and October 100,327 bushels. Had there been a sufficient number of cars to handle all the shipments offered, October's shipments would have far exceeded the figures given.

The price of potatoes is soaring rapidly, despite the larger shipments, and is resulting in the biggest boom that Aroostook ever had. The price Saturday was \$1.60 per barrel, the highest of the season. A week ago they brought \$1.50. On November 1, 1904, the price was \$1.03 per barrel.

The hotels at Presque Isle, Fort Fairfield, Houlton and Caribou are crowded with potato buyers from the entire eastern section of the country, as far south as Baltimore, and they will buy all the potatoes the growers care to sell them for immediate shipment, with orders limited only to the carrying capacity of the Bangor & Aroostook and Canadian Pacific. But the growers are so sure of higher prices within a few days that they are not over anxious about letting all their potatoes go. The average buyer has to do considerable hustling and offer quick cash payments to complete his consignments.

W. A. McKinnon, Canadian Commercial Agent at Bristol, writes that the following are the charges on apples consigned from Montreal to Birmingham via Avonmouth: Ocean freight, 2s 6d per barrel; dock dues, 1½d per barrel; railway rate, 10½d per barrel; quay rate, 1½d per barrel; total charges, 3s 7½d per barrel. He states that he is credibly informed that the total charges for the same service on fruit shipped via Liverpool amount to 4s ¼d, a difference of over 4d (8 cents) per barrel in favor of the Avonmouth route.

**ONTARIO MARKETS.**

**Green Fruits.**

MARKETS in green fruits have been slowing down during week under review. The activity which has been manifest for some time has now somewhat abated, with the stopping of

domestic arrivals, and closing of the wharf market, it was only to be expected that the trade would settle to a more moderate bulk. Some few arrivals of California grapes continue to come to hand. The apple market has been active for export trade, and good prices have been realized at Liverpool sales. Local trade is steady at quoted prices.

We quote:

Oranges, Jamaica, per barrel.....	4 50	5 00
Oranges, Florida, per box.....	3 50	4 00
Lemons, new Messinas.....	3 50	4 00
Bananas, large bunches, crated.....	1 50	1 80
Tokay grapes.....	3 00	3 25
Almeria grapes, per barrel.....	6 00	7 50
Apples, barrels.....	2 00	3 50
Cranberries, late Howes, per bbl.....	12 00	12 00
crates.....	4 00	4 00

The local trade has been only moderate in activity. No great interest is manifest. Now that arrivals have practically all come in, prices are remaining firm and without signs of change. Farmers are marketing well up to the demand. The only situation which would tend to make any alteration would be the arrival of heavy frost, which would naturally curtail supplies and harden prices. Our previous quotations remain practically unchanged.

We quote:

Jersey sweet potatoes.....	2 75	3 25
Potatoes, per bag.....	0 90	0 90
Onions, per bushel.....	0 75	0 75
Spanish onions, per small crate.....	1 00	1 00
large cases.....	2 75	0 40
Cabbage, per doz.....	0 40	1 25
Cauliflowers, domestic, per doz.....	0 75	1 25
Beets, per bushel.....	0 50	0 50
Carrots, per bushel.....	0 50	0 30
Lettuce, per doz. bunches.....	0 30	0 20
Water Cress, per doz.....	0 20	0 20
Parsley.....	0 20	0 20
Mint, per doz bunches.....	0 20	0 50
Green peppers, per basket.....	0 50	0 35
Celery, per dozen.....	0 35	0 75
Vegetable marrows, per dozen.....	0 50	0 60
Parsnips, per bushel.....	0 75	1 00
Squash, " doz.....	0 75	1 00
Artichokes, per bushel.....	1 00	0 40
Salsify, per dozen bundles.....	0 40	

QUEBEC MARKETS.

Green Fruits.

Trade generally is good. Malaga grapes are selling quite freely from \$5.50 to \$7 and dealers look for higher prices. A car of Florida oranges arrived Monday and sold at prices ranging from \$3.50 to \$4.

Bananas slow sale.

Apples are in good demand for fancy stock, such as Spys, Fameuse and Russets, which are selling from \$4 to \$4.50. Greenings and other varieties at \$3.50. Grape fruit is in fair demand at prices ranging from \$4.75 to \$5.50.

Cranberries have advanced and are now quoted from \$1.50 to \$2 barrel higher than last week and higher prices still are looked for on account of the short crop and the very good demand prevailing. Nova Scotias are selling from \$10.50 to \$11 per barrel and Cape Cod bringing \$14.

The first car of California navel oranges is expected in about three weeks.

The first new Tarragona almonds, ex S.S. Dracona, arrived and are selling from 1½ to 2c advance over first orders placed.

Shell almonds also advanced from 2c to 2½c per lb.

We quote:

Dates, per lb.....	0 04	
Bananas.....	1 85	2 25
Cocoanuts, per bag of 100.....	3 75	
Pineapples.....	4 50	5 00
Jamaica grape fruit, per box.....	5 00	5 50
Apples.....	2 25	4 25
Sweet potatoes, per bbl.....	2 60	3 75
Lemons, per box.....	3 50	4 00
Jamaica oranges, per bbl.....		00

ORANGE GOSSIP

Owing to the high price of apples and dried fruits generally, we will no doubt experience an unusual demand for Oranges, and a word or two re existing conditions will not come amiss.

**California Navels** The crop last year totalled 28,000 cars, present crop estimated at 26,000 cars. Fruit is coloring nicely, especially Northern California Fruit. Our first car, which by the way the first to reach Canada this season, is due in about a week. We will control several of the very best and most widely known brands—"Bronco," "Golden Flower," "Lily," "Anita," "Triangle."

**Floridas** The Fruit arriving is excellent—being heavy, thin skinned and sweet. Keeping qualities are excellent, owing to absence of rains during ripening. The crop is a fair-sized one of good quality.

**Mexicans** Growers have formed a small combine to hold prices, and owing to increased demand for this SWEET cheap orange we do not look for very low prices; in fact, it looks like an advance. Crop is maturing nicely, sizes running to small side. We have three cars in transit.

**Valencias** Crop reported normal, size good quality—but owing to scarcity of apples on the Continent a strong market is expected.

Our Orange experience is the best. The goods we handle are the pick of the different crops.

Don't experiment with your Xmas Order place it with Yours Truly—

PRICE LIST FOR THE ASKING

WHITE & CO., LIMITED

HAMILTON

TORONTO

W. B. STRINGER

DISCOUNT

J. J. McCABE

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

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

F. T. JAMES CO., Limited  
FRUITS, FISH AND OYSTERS

Mexican and Navel Oranges on order from earliest shipments. Fard Dates due soon. Another car St. Nicholas and Kicking brands of Lemons in, with prices interesting to you.

See quotation list.

New Fruit Warehouse, 33 Church St.

Telephone Main 5048

**Malaga Grapes** Finest quality tinted heavy-weights. Per keg, \$6.50 to \$7. Order your supply now.

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.

Fresh Figs, New Messina Lemons, Malaga Grapes, Cranberries.



# The Quality That Wins

I know that I have got to hold fast to quality to hold fast to trade. This has made me extra careful in selecting fruits for packing and extra "particular" about the place to do the packing. The result is—as you know—a triumph for the **E.D.S. Brand** of Jams, Jellies and Sealed Fruits in glass. The quality is supported by reasonable prices and the best of service. What more could you ask?



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



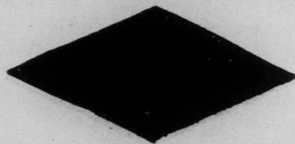
This design a guarantee of quality.

**"CRYSTAL BRAND" VEGETABLE PARCHMENT**  
**TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN**  
**JUST RIGHT FOR BUTTER WRAPPERS**

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.

## DRIED APPLES

BRIGHT, DRY STOCK WANTED.

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

INGERSOLL

Established - - 1886

Grapes, Almeria, extra fancy Longkeepers .....	7 00
" Fancy .....	6 50
" Choice .....	6 00
" California Tokay, per crate .....	3 50
Cranberries, N.S. .....	10 50
Cape Cod .....	14 00
Spanish onions, cases .....	2 50
crates .....	0 90

### Vegetables.

The vegetable trade during the week was fair.

Potatoes are in good demand, sales being made at 60c per bag of 90 lbs. for round lots. Supplies have been coming in better in the week and several carlots were sold at 53c and in a jobbing way are selling at 65c. As potatoes will shortly have to be shipped in heated cars entailing an extra expense higher prices will undoubtedly follow. Sweet potatoes selling well at \$2.50 to \$3.

We quote:

Mint, per doz. bunches .....	0 15
Parsley, " .....	0 25
Sage, per doz. ....	1 00
Savory, per doz. ....	1 00
Beets, new, per doz. ....	0 12
Egg plant, per dozen .....	2 00
Green onions, per bbl. ....	2 00
Cauliflowers, home grown, per doz. ....	1 50
Green peppers, per basket .....	0 70
Cranberries, per bbl. ....	8 50
Home-grown cabbage, per doz. ....	0 40
Tomatoes, box .....	10 30
Home grown cabbage, pe doz. ....	0 40
Spanish Onions, cases .....	2 50
crates .....	0 90
Red onions, brl. ....	2 50
Turnips, bag .....	0 75
Sweet potatoes .....	2 50

### MANITOBA.

#### Green Fruits.

First cars of California navels arrived in Winnipeg on Monday. We quote:

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 25's, per case .....	6 50
12's, 23's, 3'4's " .....	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
Radiashes " .....	0 50
Cucumbers " .....	0 60
Green onions, .....	0 40
Egyptian onions, per lb. ....	0 035
New California cabbage, per lb. ....	0 02
Australian onions, per lb. ....	0 05
Bermuda onions per case .....	2 10
New Potatoes, per lb. ....	0 02

### VANCOUVER, B.C.

Potatoes have continued to hold steady and prices are going up, if anything, from last quotations. It is very likely there will be a shortage before Spring, from all present appearances. Other lines of vegetables are in good supply, with exception of cabbages, which have not been a good yield this season.

### Fruit..

Apples are still entirely of local production. None are yet being imported from Washington or Oregon, all fancy stock being from up-river points and from the Okanagan. Prices remain firm for Okanagan at \$1.50 to \$2 per box, and lower mainland at 75c to \$1.25 per box. Winter pears are nearly out, and the supplies of local grapes have ceased to come in. Grapes from California are very plentiful and at fairly low prices.

# CLAIMS ARE EASY — PROOF OFTEN VERY DIFFICULT

Ever since Red Rose Tea was put on the market, the claim has been made that it is **good tea**.

**So good** that it will help increase the business of most merchants who sell it.

**So good** that the large majority of people who use it will find it the best tea they can buy—just the kind of tea they want when they ask you, "Have you any **good tea?**"

These are claims which have been proved thousands of times, and are easier to prove to-day than ever before. If you are a good judge of tea a sample will be sufficient to satisfy you. A sample case would, however, be better, as you would then have the evidence of your customers.

**If you Buy Once, you will Buy Again**

WRITE FOR PRICES AND SAMPLES

## T. H. ESTABROOKS

ST. JOHN, N. B.

Branches: { TORONTO.  
WINNIPEG.

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## FRESH AND CURED FISH

### THE DOGFISH EVIL—SOME INTERESTING FACTS.

AS a liquor evil to the community, the potato bug to the farmer, so is the dog fish to the fisherman, and it is little wonder that the latter are agitating in Kings County for a reduction plant, wherein the lives of their enemies may be made to yield oil and their carcasses reduced to fertilizer, for the ravages of these wolves of the sea have been grievously destructive and threaten to demoralize an industry that is worth to Prince Edward Island annually over a million dollars and gives employment to over six thousand persons.

Following are some of the more important facts concerning their history, habits, and general characteristics, gleaned from Prof. Prince's report to the Department of Marine and Fisheries.

The name "dogfish" is carelessly applied to a number of fish mostly belonging to the shark tribe; but classified under different names. In structure, appearance and habits they are precisely the same as the large and dreaded shark of the ocean, but are all characterized by their small size, being rarely more than four or five feet in length and frequently two or three feet only.

The most numerous species is the "picked" dogfish, which frequent P.E. I. waters.

Even in the infant age they are pirates and when scarcely six inches long have been observed chasing schools of herring longer than themselves.

They rarely remain in numbers for long upon any particular part of the coast, as a rule moving off after a stay of five or six weeks.

They cannot endure very low temperatures and are abundant in the warmer months and the warmer water.

The "picked" dog-fish produces its young alive, not more than ten or twenty in a season. The young fish are so hardy, well protected and strong, that out of the millions of eggs produced each year by a female cod, fewer survive and reach maturity than result from the limited family of dog fish.

Dog-fish are great enemies of the trawlers, and in some seasons destroy immense numbers of cod after they are hooked and before the line has been hauled in. Hunting as they do in vast schools they inflict enormous damage. They will not only take the bait set for cod, haddock, etc., but tear off the

captured fish or render them unsaleable by biting a piece out of the side. They often take bait and hook but are rarely secured, the hook not piercing the jaws for they suck it down as it were, gulping it into their capacious throat so that it becomes fixed fast deep down. Even then they are not caught, for with their sharp, lancet like teeth they bite off the snood and free themselves. The net fishing also suffers, mackerel seines, floating drip nets being rent and torn and the valuable fish destroyed. Their rapacity is such that a "pack of dogs" will literally clean up an area of all marine life and carry away all nets and gear in the vicinity.

Prof. Prince, in concluding his report, made a number of suggestions to the Government for the extermination of the pests. Some of the proposed plans are as follows:

(a) Inoculate a number of dogfish with some fatal or contagious disease thus securing the infection and death of all the dogfish which may hover near, on the principle adopted in reducing the rabbit pest in Australia some years ago.

(b) Dynamite the schools when they appear.

(c) Employ the Government cruisers in capturing the pests, or let the Government employ special vessels for the purpose.

(d) Pay a bounty of 1 cent for every five tails of dogfish (\$2 per 1,000) brought to a fishery officer.

(e) Pay a bounty on the basis of weight, or on the total yield of oil.

The bounty of course could be paid in various ways. Some advise limiting it to parties operating reduction works, oil and glue factories, etc., a bonus being granted to companies willing to embark in the utilization of dogfish for oil and glue, fertilizer, food and other purposes.

The most valuable production is the oil yielded by the liver, though the tenacious extract from the gristly skull and skeleton and from the skin makes a most valuable glue, while the entrails and offal are converted into a useful fertilizer.

It usually takes the livers of nine or ten dogfish to produce one gallon of oil, which is worth from 30 to 40 cents a gallon.

Opinions as to the best method of dealing with the nuisance appeared to be so diverse that much difficulty arose in deciding how best the Government could aid in abating the plague.

The payment of a bounty was too expensive an undertaking to be consid-

ered even at the rate of \$2 per thousand, but the establishment of reduction plants is far more practicable and is the first plan to be tried by the Government. The plant at Canso is now in operation and doing good work, being taxed beyond its capacity. Other plants are contemplated in the Maritime Provinces and Prince Edward Island is certainly entitled to recognition in view of the importance of her fishing industries.

### SALMON PRICES.

It is not expected by British Columbia salmon canners that the recent advance of hold-over pack prices by the Pacific American Fisheries Corporation of Anacortes and Bellingham will have any effect on the market price either of Fraser River or northern salmon.

The American packing company recently announced that it had advanced prices on a portion of its pack, the increase being 10 cents a dozen on flats and 5 cents a dozen on falls.

The advance was not made with the expectation of realizing on immediate sales, but rather to stiffen the price of spring sales, a portion of the pack to be held over to next year.

Local canners state that the British Columbia pack has almost reached the highest price it is likely to command, especially in the United Kingdom market, where the demand is almost wholly regulated by the price.

When the price is advanced beyond what the consumers can pay the demand drops off immediately, with the result that there is a large stock remaining on the market to aid in breaking down the prices of the pack the following year.

### CONGRATULATIONS.

Mr. S. T. Bastedo, Ontario Superintendent of Fisheries, yesterday received a letter from the Fisheries Commission of the State of Ohio congratulating Ontario upon the efforts it has put forward to put an end to the illegal fishing done by Americans in Canadian waters.

The action of the fishermen, the writer says, will be of assistance to the States in passing more stringent laws. The sole object of the fishermen at present, he says, is to get the last fish out of the lakes.

The system of granting fishing privileges is different in many of the States to that in Ontario. A permit is issued for 50 cents, and the total catch is taxed at 50 cents a ton.

The writer comments that it is a matter of surprise that the fishermen can appear so prosperous on the number of tons they report. "If we had the amount of power that you have to regulate fishing in our waters we would make these pirates sit up and think," concludes the writer.

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Season 1905

# HORSE SHOE SALMON

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Now in Store



TRADE MARK REGISTERED

ALSO

**SPRING SALMON**—"Columbia" Brand.  
**COHOES**—"Tiger" Brand.  
**PINKS**—"Sunflower" Brand.  
 "Jacques Cartier" Brand.

PACKED BY

## J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from  
 Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.  
 W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province s



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.

## Nothing Nicer To Eat Than

# "HALIFAX" SHREDDED CODFISH

## Nothing More Satisfactory To Sell

— AGENTS: —

**A. H. Brittain & Co., Board of Trade Building, Montreal.  
 Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.**

# GROCCERS and JOBBERS

Who are big users of biscuits, don't matter where you live, write us for prices and samples of biscuits. We have a big range and many exclusive lines. We can save you money and guarantee satisfaction.

**IMPERIAL BISCUIT CO., Limited**

Manfs. of Biscuits and Confectionery

**GUELPH**

Some of the dainties that Stewart makes.

Alakuma  
Turkish Delight  
Maple Cream  
Butter Scotch  
Marshmallows

and

# Stewart's Delicious Chocolates

THE  
**STEWART COMPANY**  
LIMITED  
TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

MOTT'S DIAMOND CHOCOLATE

"Diamond" Brand

**MOTT'S**  
CHOCOLATES

"Elite" Brand

Unequaled in quality—  
Money Makers

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

SELLING AGENTS:  
J. A. TAYLOR MONTREAL    R. S. McINDOE TORONTO    JOS. E. HUXLEY WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

# MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

# COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

**THE COWAN CO., LIMITED**

**TORONTO**

# 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

### BISCUITS AND CONFECTIONERY

#### GIVE QUALITY FIRST PLACE.

WITH the keen competition for business there has been a development of enterprise and skill in the production of specialties that has brought the product to a high state of perfection. In high-class goods Canada is to-day turning out as handsome and as well-made lines as can be found anywhere.

The public seem willing to pay prices that were not possible a few years ago. Probably the importation of high-priced lines has helped to accomplish this.

In spite of this development there are some concerns who think the object in manufacturing is to market goods as cheaply as possible. There are lines being made by some concerns that are not only below the requirements of the times, but take the place of better and more profitable goods. The grocer who values his trade will do well to take particular care that he is not tempted to lay in a stock of goods merely because of an advantage in price. Quality alone should be the first consideration; on it alone can a reputation be built up.

#### A CANDY TALK TO GROCERS.

THAT popular, toothsome, sweetmeat, candy, which is craved by the youth and liked by everybody in general, finds ready sale in the grocery store, and therefore is one of the most desirable side lines a grocer could carry.

Candy sales, as a rule, net a larger profit than do small goods in other retail lines, for the reason that candy can be made or bought cheaply and sold quickly.

The kinds of candy that a grocer can carry are of great variety, there being practically no end to the grades when it comes to fancy candies; and, as it is always well to have something new to put before customers, a grocer ought not to confine his stock to hard candies, especially before the holidays.

Candy can be bought in bars, sticks, strips, squares, drops, lozenges, bonbons. Some are hard, some soft, some

mixed, several different kinds together. It can be bought by the package or in cartons, by the box or by the pail. Package goods are especially attractive; for instance, marshmallows put up in five or ten cent packages are ready sellers; so, also, are caramels, lozenges, licorice drops, chocolate chips. A No. 1 candy can be bought by the pail, twenty to thirty pounds weight, including mixed creams, chocolate sponge, gum drops, caramels, etc.

In candied nuts there is a large offering, some kinds being in bars or strips, as peanut candy, almond candy while walnuts are often used as a "walnut cream," like a bonbon.

Figs, dates, cocoanut, add to the already long list by being used in special candies, as date candy, fig candy, cocoanut candy.

Candies in the shape of tablets, kisses, mints, chips, may be kept in jars or dishes, the same as stick candy or drops.

Licorice is probably made into as many different shapes as any candy, as it can be bought in sticks, tubes, bricks, whips, cigarettes, "pig tails," "Japanese flails," drops; in fact, any shape. Licorice candy, being a sort of hard candy, will keep indefinitely or a very long time.

A few of the many ways in which candy is put up by manufacturers and dealers for the trade is shown in the preceding lines, from which a grocer will readily see that he can buy it well packed in pails, boxes, packages, cartons.

During the holidays there are always special candies or candies pertaining to Christmas, hence the grocer who anticipates handling candy as a side line should at once obtain lists of novelties, as well as regular candies, so as to place his order early, for there will likely be a grand rush for a supply of candy as soon as the cold weather sets in, and the business of the average grocer, being that of a retailer, warrants his getting in line with an order so as to make extra profit by handling candy as a side line.

### MONEY MAKING

is a business in every business. It's just as important that you should view sodas in a monetary sense as in a quality sense. When the two "senses" agree with what you are prepared to pay and what you expect to get—that's the time to order.



fit into the niche exactly. Not a better biscuit anywhere! Not a more squarely priced biscuit anywhere! Just the sodas for Canadian trade, Canadian Merchants! Are you going to boost Perfections and your own success?

A case is a good trial order

THE Mooney  
Biscuit & Candy  
Company,  
LIMITED,  
Stratford, Canada.

MAKE  
MONEY

## SELL CIGARS AND MAKE MONEY

Cigars are in big demand. If you secure the "favorites" you can secure profitable trade.

## PEBBLE and PHARAOH

cigars are pre-eminently leaders. As a 5-center the **PEBBLE** has no equal. As a 10-center the **PHARAOH** is "the ideal smoke."

Knowing as I do how carefully and skilfully these cigars are made I can fully recommend them to grocers who have never kept cigars, or grocers who have kept "other cigars" with unsatisfactory results.

Let me send you 1,000 assorted, on the fairest terms ever offered.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

## Tobacco and Opportunity

There never was a better time for grocers to sell tobacco than the present time.

There never was a better tobacco for grocers to handle than **T. & B.**

You cannot find a smoker who hasn't heard of **T. & B.**

You are not going to select the unknown tobacco and pass by the known, are you?

# T & B

is the tobacco you want and there is no reason why you should hesitate about ordering.

The present is the time to act—send in an order NOW.

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**THE GEO. E. TUCKETT & SON CO., Limited,**  
HAMILTON, - ONTARIO.

## TOBACCOS, CIGARS AND ACCESSORIES

### TARIFF COMMISSION AND CIGAR AND TOBACCO MANUFACTURERS

**A**T the session of the Tariff Commission held in Montreal last week a number of leading manufacturers of tobacco and cigars attended and in a very convincing manner aired their grievances. One of the principal speakers was Mr. J. Bruce Payne, of Granby, who placed a strong memorial regarding the trade, on the table. The Ministers attended the dispensers of the weed with apparent interest and no doubt such an influential gathering of representatives of so large an industry will bear fruit in the trade.

The deputation consisted of manufacturers whose establishments are in Montreal, Toronto, Hamilton, London, Granby and Quebec city.

#### The Question of Duty.

The main point at stake was the question of duty, the memorial presented stating that the total tax on foreign tobaccos, imported into Canada for the purpose of manufacturing cigars, should not amount to more than \$6 per thousand cigars, while at the present it is \$8 per thousand cigars.

The memorial which was read by Mr. J. Bruce Payne, of Granby, ex-president of the Dominion Cigar Manufacturers' Association, went on to state that their association represented over 75 per cent. of the cigar production of Canada. The total taxation in the United States was not over \$5 per thousand cigars, the consequence being that there was a very large consumption of the domestic product. In Canada the high duties on raw leaf and excise combined had the effect of restricting the output of low priced cigars, in fact, the manufacture of the "cigar of the people" was as dead as Caesar.

#### To Stimulate Trade.

In the past five years raw materials had advanced almost one hundred per cent. and this made the present high duty extraordinarily burdensome on the cheaper grades of cigars.

The memorial went on to contend that a lowering of the duties on foreign tobaccos to the equivalent of \$6 per thousand on cigars would stimulate the trade on the cheaper brands. They considered that there was ample protection against the foreign made cigar and did not wish to disturb this phase of the schedule.

The imported cigars coming into Can-

ada amount to seven millions per annum, while there are manufactured in Canada 185 millions per annum. Of a foreign and Canadian mixture there were five millions made last year.

#### Bounty on Canadian Leaf.

This brought up a query relative to making cigars of Canadian tobacco. Mr. Michael Hirsch assured the Minister that they as an association were in no way concerned in Canadian leaf, while Mr. H. B. Whitton, of Hamilton, expressed the same opinion. The latter suggested that the bounty might be given Canadian leaf growers, in order to see if a tobacco fit for manufacturing cigars would result.

#### Reputation of Canadian Cigars.

Hon. Mr. Brodeur was of the opinion that Canadian leaf was not getting a fair show. "Cigars of Canadian tobacco do not give the smoker a fair show," was the comment from one of the deputation.

Asked what cigars made of Canadian tobacco can be purchased for in the market, the reply was two or three for five cents. Eleven dollars a thousand, wholesale, was considered a fair price.

Mr. Fielding wished to know if any of these cigars ever obtained a repu-

tation. To which Mr. J. M. Fortier stated that while he did not make them, that smokes manufactured of "Little Dutch" and "Canadian Zimmer" had quite a sale.

Mr. L. O. Grothe also volunteered the information that there were some smoked under the apprehension that they were made of imported tobacco. This deception was practiced by utilizing a black stamp which was presumed to go to cigars made of imported tobacco only.

Hon. Mr. Fielding took exception to this deception as the public, apparently, bought "five centers" very largely on faith.

#### A Question of Prejudice.

Hon. Mr. Brodeur was of the opinion that the good old Canadian tobacco was being slandered and that it was more a matter of prejudice than of fact with the manufacturers present.

Mr. Hirsch protested that they would be very willing to use Canadian tobacco if they would make cigars equal to the foreign article.

Mr. J. M. Fortier stated that he was interested in factories which were utilizing Canadian tobacco, factories in which his name did not figure. He had gone into the matter thoroughly, and was of the opinion that good tobacco could be grown in Canada, as good as in the United States.

"It is a wise man who knows what

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.



he smokes," said Mr. Fortier, and that gentleman went on to say that a pet joke of his was to make a cigar of all-Canadian tobacco and give it to a friend, to hear it praised as a fine imported weed.

#### The Pink Stamp.

The question of putting a pink stamp on the cigars made of Canadian tobacco then came up. Mr. Fortier was of the opinion that it condemned the cigar.

"It appears to me," remarked the Minister of Finance, "that according to the testimony here the cigar condemns itself."

Sir Richard Cartwright suggested that they might make a few tests in the dark.

Mr. Fortier, quite independent of the Canadian Cigar Manufacturers' Association, who allowed their case to rest on the subject of reducing the duty, went on to take up the battle of the Canadian weed. He agreed with the memorial of the association, but wished to go farther on his own accord. He suggested that the Government should take the native tobacco under its wing to the same extent as they do in the United States. There the sale of tobacco until it has been accounted for to the excise authorities is prohibited. Here in Montreal and in other portions of the Province cigars and plug tobacco were being made quite independent of any Government supervision, because the tobacco could be purchased at any market or corner grocery.

Mr. Fortier went on to state that he was convinced that with proper care an excellent tobacco could be grown in the Dominion. The proper supervision of the industry by the Government would bring up the quality. This would mean the proper handling of tobacco from the time it was cut until ready to place upon the market months afterwards.

#### To Reduce Tax on Canadian Cigars.

Hon. Mr. Paterson, going back to earlier remarks of the session, asked Mr. Hirsch if the manufacturers would object to the reduction in the tax on

Canadian cigars, if a reduction was made in the foreign tobacco as the association had suggested.

Mr. Hirsch stated that he could only voice individual opinion, and not that of the association as a whole, for the question is one which they had not considered, as they took no stock in Canadian tobacco. He would express the individual opinion, however, that there would be no objection to any reduction in the tax on cigars made of Canadian grown tobacco.

Mr. Fortier then asked that the Government reduce the tax on cigarettes to a figure perhaps one-third as great as that now in force.

#### Personnel of Deputation.

The deputation of cigar manufacturers included the following: Messrs. H. Gagnier, Toronto; M. Lockwell, Quebec; J. Bruce Payne, Granby; H. B. Whitton, Hamilton; A. Bollard, Toronto; Wm. Ward, London; Jos. Nolan, London; J. Mauss, London; Andrew Wilson, Toronto; and the following Montreal gentlemen: Messrs. Michael Hirsch, J. M. Fortier, L. O. Grothe, John Michaels, Louis Lewis, E. N. Cusson, R. Goulet.

#### Dominion Tobacco Manufacturers.

The deputation next heard was that of the Canadian tobacco manufacturers, represented by Messrs. B. Goldstein and J. Goldstein, of the Dominion Tobacco Co., and O. W. Legault, representing the St. Lawrence Tobacco Co. They desired first the adoption of a uniform stamp for all products and rearrangement of duties; second, the abolition of the sale of free raw leaf, and, third, licorice, glycerine and spirits placed on the free list. The manufacturers here, they said, are a unit in their demands.

#### A CURE FOR POISONING.

The recent frequency on the continent of cases of poisoning from eating fungi, mistaken for mushrooms, brings to light the fact that there has long been known in France an effective antidote of the simplest kind. It was first used in 1829 by M. Thenery, pharmaceutical chemist

to the hospitals of Montpellier, and he kept the Academy of Medicine regularly posted in the practical results of its administration until 1855. The remedy consists of charcoal powdered fine as dust, and taken in a tablespoonful of water every ten minutes until the pain ceases. It is also efficacious against symptoms of poisoning after eating unsound meat, fish or tinned foods. It has been used for many years with the British army in India and Africa as a sure relief, if taken in time, in cases of dysentery.

E. G. Scott, general merchant, Gore Bay, has assigned. The assets are placed at \$5,100 and the liabilities at \$5,400. Mr. Scott started in business about six months ago with a capital of \$1,300, which has been absorbed, together with the deficit of \$300. Mr. Osler Wade has been placed in charge, and the stock will be sold on Nov. 17.

# SWEET CAPORAL



# CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all Leading Wholesale Houses.

## CLAY PIPES

THE BEST MADE ARE  
**McDOUGALL'S**

Insist upon this make

**D. McDOUGALL & CO.,** Glasgow, Scotland.

It's hard to write that postal Mr. Grocer, but you will never regret dropping us a line—

## Our Hogen Mogen and Royal Sport Cigars

5 Cents.

10 Cents.

will make a nice, tidy profit for you. Many others are in on this good thing, are you? The best values in Canada and we push their sale. Particulars on request. Send a trial order now.

**THE SHERBROOKE CIGAR CO.,**  
SHERBROOKE, P.Q.

READY IMMEDIATELY

THE NOVEMBER NUMBER OF

The Business Magazine

OUR HOME PUBLICATION FOR THE BUSY MAN AND HIS FAMILY.

SOME OF THE LEADING FEATURES :

**Senator Fulford—Advertising King**

A clever article on the late Senator Fulford, who was a foremost exponent of the advantages of advertising.

**Big Salaries and Fees**

Tells about the stupendous sums earned by some men which almost bewilder in their magnitude.

**How Great Business Men Keep Well**

Giving in short form the methods employed by leading men in preserving their health.

**The Typewriter Girl**

Some account of one of the most interesting modern phenomena.

And many more equally clever articles.

If you have not yet subscribed now is the time to do so. Write us for special terms.

**A Night in a Marconi Station**

A graphic account of the weird scenes in the station from which messages are sent across the ocean.

**The Rothschilds of France**

An estimate of the world's richest family and how it came by its wealth.

**How Hard Work Adds Years to Life**

A plea for the worker, with many examples of the truth of the statement.

**The Largest Vessel Ever Built**

A description of the "Amerika," which resembles a modern hotel very closely.

---

The MacLean Pub. Co., Limited

Montreal

Toronto

Winnipeg

## GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

### SYSTEMATIC PUBLICITY.

I HAVE been criticizing retail grocers' advertising in this department and if no advice were to follow the criticisms there would be no purpose to my writing. I have a belief that retailers are as anxious to progress in matters of publicity as in matters of purchases and sales, and on that belief I shall note a few points that may be of value.

Before your advertisement appears in the paper there must be a reason for its appearance. The mere fact that you are in business is no justification for advertising. There must be a call—a pronounced call—for your entry into print.

It is not always easy to recognize this call—distinguish your trade relationships to the people from some other grocer's relationships to them; still less easy to define your own. But until you have clearly distinguished and defined these respective relationships you should do no advertising in newspapers.

The first thing to know is the limits of your trade; second, the class; and third, the quality. If you do a local business on five days of the week and an out-of-town business on Saturdays the chances are there will be no necessity for your advertising more than three days a week except when there may be splendid opportunities for reiterating special sales announcements.

If your business is entirely local, then you will invariably have greater need for advertising because competition will be the more felt. It is rather difficult to proffer advice just here, for retail competition is dissimilar to the competition between manufacturers, and so difficult to gauge by a general basis.

Manufacturers can afford to spend money on a campaign and await results. You must get business every day. A manufacturer's advertising may be months ahead of him, or, in other words, ante-date his output. Your advertising must not go beyond the day, or, at most, the week.

As you generally carry the same class of goods as other grocers any advertising to combat competition must be more than a mere enumeration of names. If you have been able to secure better quality, or think you can give better service, advertise these points. If you see your way clear to sell at a reduction advertise that point. But never allow price-cutting to play a large part in your business, even if your competitors do it. There is an opportune and an inopportune time for everything.

Some people turn against goods if the prices are low. They work on the phil-

osophy that what you pay for you get—nothing more, nothing less. They want the best groceries; they are willing to pay the price. Such people are in every town and the "House of Quality" usually boasts of their patronage.

You will see from the above that if your custom is varied your advertising should be varied also—adapted to your trade and yours alone. If you desire to appeal particularly to select folks make a neat announcement, not too large, calling attention to some high grade groceries. Lay the stress on the quality, the appearance, etc. Make no mention of price and make no mention of other goods. You are advertising to select customers and to them alone.

If you desire to appeal particularly to out-of-town customers have your announcement in the form of a "special." If the out-of-town custom is worth getting it is worth trying for in profitable proportions. To secure a goodly share you must offer some inducements. This is the place to cut prices. The house that gives the lowest figures usually gets out-of-town business.

The announcement of the special sale while designed for one class of trade may serve to attract another class of trade also, and so make more special sales possible. But it will be of little or no value to your select customers. Therefore your stock of "best groceries" should be displayed as neatly as ever. It has to advertise itself in the meantime.

There should be little need of your advertising in papers merely to keep in touch with regular town trade. These customers know you; you know them. They are not particularly looking for bargains, or particularly interested in competition. To give them satisfaction is your chief duty. Such customers may see your advertisement in the paper in which you are bidding for select trade. They may take note of it, or they may not. The same with special sales.

"Yes," you may say, "but is there any likelihood of my regular town customers reading my competitors' advertisements and being as much influenced by them as they are by mine?" This may happen in certain cases but it should not happen without your knowing it.

You have a fair idea of what your regular customers purchase from you. If there is a falling off you should immediately recognize it. If you discover that no sugar or cereals have been ordered by a certain person look up the papers and see if your competitors have been advertising these goods. If so, then you must act accordingly—make your specialties cover a greater number of commodities.

If, however, you find on closer examination that you have been advertising the very lines where there has been the falling off, you must look elsewhere for the reason. Your competitor may have had an extra special attraction and the purchase of his sugar and cereals by your customers may only have been an after-consideration. Or your competitor may make much of the motto, "fresh groceries."

This point about freshness of groceries is well worth noting. Some grocers do not keep any too close tab on their stock of package goods, with the result that sometimes the last shipment is sold first and the first shipment sold last. I know of a grocer who retailed a line of breakfast foods containing coupons that were out of date. Of course he did it unknowingly, but he should have been better acquainted with "arrivals."

You can see by this single instance how customers of yours might be drawn to your competitor's store for this one line of groceries alone and how such might lead on to an ultimate abandonment of your store.

It would be a wise policy here to have your clerks regularly inspect the orders with a view of finding just what each person was ordering and what they were not ordering. If you cannot secure your customer's complete grocery order there is something wrong. In a few cases there may be reasons for "dividing up," but if Mrs. — buys her flour from you and not her butter you can reason out that it is time you varied your butter account.

To place your announcements in the newspaper without having thoroughly delved into these phases of your business is worse than spending money uselessly. It is spending it disastrously.

At another time I shall offer some suggestions on newspaper advertising proper.

### INSPECT THE STORE.

Have you carefully inspected your store? That is a question which every merchant should put to himself.

How are all of those little nooks and crannies which breed fires?

Are the clerks careless? Have you given them a talk on this subject?

Probably you will get from these few suggestions the very idea which may save you the fire you do not want.

It pays to have your guard up against fire. Eternal vigilance is necessary. The man who is vigilant is rewarded in many ways, one of which is a lower rate.

# 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.

## Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

## Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

**THE DOMINION SALT AGENCY**  
LONDON, ONT.

Telephone No.  
1971

Offices : 2nd FLOOR MERCHANTS BANK BUILDING.  
Entrance on Queen's Avenue.

# PROGRESSIVE RETAILING

## THE COUNTRY STOREKEEPER AND COLLECTIONS.

(Continued.)

**A** WHOLESALE merchant was heard to say recently "It is surprising the number of failures among the country traders, and the excuse they each have is that they have so much trusted out that they cannot go along and do business. The trouble is, they do not manage things in the right way. Why, when I kept a country store I trusted everybody I knew. My motto was, 'Trust anybody and everybody, but be sure and look after them,' and when I sold out after a career of fifteen years in that store, I collected in all but about \$750, an average loss of only \$50, by reason of bad debts."

### The Advantage of System.

With the competition among traveling salesmen now-a-days it is an easy matter for a merchant to buy goods as low as his competitors without giving time to study the market reports as he should; and clerks capable of waiting on customers can be engaged in almost any locality at reasonable wages. A merchant, therefore, carrying on business in the country should have his business so systemized that he can devote a part of each day to examining accounts.

### The Accounts Should be Watched.

He should learn who, if any, are living beyond their means, if such a condition exists, call a halt on that customer. If such a man has got through working for Mr. Jones learn why he has not been around with part of his wages to pay on his account.

If Mr. Johnson has sold a beef critter find out when he will make a payment on his bill.

If Mr. Smith owes an unusually large bill and has some lambs to sell, go out and buy them, even if he demands a trifle more than the market price.

If there are any accounts that have been standing longer than it seems necessary, he should make a list of them, take his team, go out around them, and in a courteous way encourage them to call and pay something. The merchant should make the affairs of his customers his affairs, and by keeping in close touch with them he will better be prepared to keep pace with them in the matter of doing business with them.

### A Serious Problem.

The success of a merchant is not reckoned by the amount of goods he sells, but by the amount of money he receives for them. And that all depends upon the

manner in which he looks after his collections.

Many country merchants fret and worry about how they are going to meet their obligations. They are in debt. Their creditors have been patient, but have now become restless, and the outlook of the future seems gloomy. They have no ready funds with which to satisfy accumulating demands, and yet they have a vast amount of money due them from delinquents and careless debtors. A melancholy spirit has asserted itself, and these merchants are in a sense blind to the situation, and the possibilities of their circumstances.

### The Remedy.

What is the remedy for such a condition Assign for the benefit of creditors and settle on a percentage basis? No.

Go out of business and call it a commercial failure? No.

What then should be done? Simply give some persistent effort to ascertain the name and residence of each debtor, and make an active collection campaign and the result will be, no matter how poor a lot of accounts they may have, that in a very short time an amount will be secured that will, when divided among the creditors, keep them quiet until a second collection campaign is made, and in that way relief will come.

The trouble with the average merchant is that he lays down without realizing that it is possible for him to settle his own affairs without the assistance of an assignee.

He should make a hustle himself, and when he cannot succeed in getting good results, he then should employ the services of a reliable, active and aggressive collection agency.

Make a new beginning and in future give accounts and collections as much attention as is devoted to the sale of goods. Allow no more stale accounts to accumulate.

### The Future.

When a merchant has met with bitter experience by trusting out his goods until his available resources were apparently exhausted, and has had to make an extra effort to collect in his accounts in order to hold himself together, shall he then shut down, and say that he is not going to trust any more? No, if he should do that he could not carry on business.

The trouble has been the merchant gave his attention to the sale of goods and attending to the wants of his patrons,

and neglected the collection end of his business.

Almost every country storekeeper is really compelled to trust his patrons. Farmers get trusted from Spring until the crop is gathered. The lumberman gets trusted for his supplies until his logs are landed. And the laborer gets trusted until "pay day."

All are honest and intend to pay. But the merchants get careless, and the customer uses his money to pay instalments on pianos, machinery and fancy and needless rigs.

### The Storekeeper's Independence.

The country merchant is the most independent business man in the list, if he gives proper attention to the right branch of his business. He usually has farmers for patrons, and while their accounts usually run from crop to crop, there is no time in the year but what they have produce—butter, beef, wood, honey, wool, fruit or something to carry in on account. Sometimes it becomes necessary, even with the farmers, for the merchant to offer a suggestion about a check on running up large accounts, to caution him about getting in debt for farm machinery, and to place him on his guard about giving too many notes to instalment men that infest every rural community. Then it is the successful country merchant who is interested in the welfare of each one of his customers, who drives out among them frequently, who keeps tab on each man's affairs, and who does not leave the collections all to the overworked book-keeper.

Yes, the merchant that adopts a systematic way of governing the collection branch of his business, and makes himself the main character of the system usually wins out and has money to loan "on farm mortgages."

### "PUT YOURSELF IN HIS PLACE."

You like square dealing. You appreciate courteous treatment. When a man tells you a thing is so and you find it to be so, your faith in him begins to grow. If he tells you time after time that things are so and you always find the measure of his promises filled right up to the rim, in time you take his word for its face value—100 cents on the dollar without a question. Now, when that's the secret of advertising that makes business. Exaggeration and deception in advertising is just as bad for a business as the same mistakes practised behind the counters.

depart

Quota  
etc are  
agents,  
accuracy

Amme  
Bee " 1

Cook & F

Size 1, h

" 13, i

" 2, i

" 12, i

" 3, i

Pound 1

12-oz. th

5-lb "

Diam

1-lb. tin

1-lb. tin

1-lb. tin

Chess

doz. "

doz. "

doz. "

doz. "

doz. "

doz. "

doz. "

doz. "

doz. "

doz. "

doz. "

# 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. 14, 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	\$2 40	
" " 10, in 4 doz. boxes	2 10	
" " 3, in 6 "	0 80	
" " 12, in 6 "	0 70	
" " 3, in 4 "	0 45	
Pound tins, 2 doz. in case	3 00	
12-oz. tins, 3 "	2 40	
5-lb. " 1 "	14 00	
<b>W. H. GILLARD &amp; CO.</b>		
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 25
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

### BERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" " " " "	0 75
" " " " "	1 25
" " " " "	3 25

### OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$0 45
" " " 1 lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, 1/2 lb. packages, 4 doz.	0 40
Cornstarch, 48 pkts. in a case	0 78
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 "	8 "	0 75
4 "	8 "	0 85
4 "	12 "	1 40
4 "	12 "	1 45
4 "	16 "	1 85
4 "	16 "	1 70
1 "	2 1/2 lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

### ROYAL BAKING POWDER CO.

Royal—	Sizes.	Per Doz.
1 lb.		\$1 00
1/2 lb.		1 60
3/8 lb.		2 25
1/4 lb.		2 90
12 oz.		4 50
1 lb.		5 75
3 lb.		15 50
5 lb.		25 50

Cleveland's—	Sizes.	Per Doz.
1 lb.		\$1 00
1/2 lb.		1 50
3/8 lb.		2 20
1/4 lb.		2 80
12 oz.		4 25
1 lb.		5 50
3 lb.		15 00
5 lb.		25 00

### "VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	\$2 25
1/2-lb. tins, 4 doz. in box	1 25
1-lb. tins, 4 doz. in box	0 75

### "BEE" BRAND BAKING POWDER.

"Bee" brand, 48 5c. tins	\$3 50
" " " 36 10 "	4 00
" " " 24 16 "	4 50
"Beaver" brand, 24 16 pkts.	4 80



EAGLE BAKING POWDER	
Cases of 48-5c. tins	\$0 45
" " 48-10c. tins	0 75
" " 24-25c. tins	2 25
" " 48-25c. tins	2 25

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	3 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues	
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16c
"Sapphire"—14-lb. boxes, 1 lb. pkgs. per lb.	12c
"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 1/2 gross, 4 oz.	

### JAMES DOME BLACK LEAD.

Per gross	
6a size	\$4 40
3a size	3 50

### BORAX.

"Bee" brand, 5 oz., cases, 60 pkgs.	3 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25
EAGLE BORAX.	

Cases of 5-doz. 5c. packages	Per doz \$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 Cocos.

<b>THE COWAN CO., LIMITED.</b>	
Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" " 1-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.	3 55

<b>Chocolate—</b>	
Queen's Dessert, 1/2's and 1/4's	\$0 48
" " " " "	0 48
Mexican Vanilla, 1/2's and 1/4's	3 25
Royal Navy Rock, " " "	0 30
Diamond, " " "	0 25
" " " " "	0 25

<b>Iceings for cake—</b>	
Chocolate, pink, lemon color, 1 lb.	\$1 75
Orange, white and almond, 1-lb.	1 00



# GRANULATED SUGAR Extra Standard A Strictly CANADIAN PRODUCT



As Pure as the Purest  
As Sweet as the Sweetest

Equal to Any for All Purposes  
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

NTS.  
REAL.

LIMITED.

Per lb  
..... 0 32  
..... 0 31  
..... 0 31  
..... 0 30  
..... 0 28  
..... 0 26  
..... 0 25  
..... 0 20  
..... 0 30  
..... 0 31  
..... 0 30  
..... only, 1-  
..... 0 30  
..... only 1-  
..... 0 12

Per lb  
..... \$0 32  
..... 0 28  
..... 0 30  
..... 0 30  
..... 0 17  
..... 0 12

Per lb  
..... \$0 25  
..... 0 25  
..... 0 30  
..... 0 30  
Java and  
..... 0 50  
coffee, 45  
..... 0 20  
ins. .... 0 31  
ins. .... 0 60  
nd Quebec  
..... 0 15  
..... 45c.  
..... 24c.  
..... 37c.  
..... 35c.

Per  
-lb tins, 30-  
..... 33  
-lb tins, 30-  
..... 29

Per doz  
..... \$2 35  
..... 1 50  
..... 1 00  
..... 18 00  
..... 17 00  
..... 19 00  
..... 1 40  
..... 1 40

our  
tisfaction.

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un- num bered.	Covers and Coupons numbered	
In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3c.

Allison's Coupon Pass Book.  
\$1 00 to \$3 00 books ..... 3 cents each  
5 00 books ..... 4 " "  
10 00 " ..... 5 " "  
15 00 " ..... 6 " "  
20 00 " ..... 7 " "  
25 00 " ..... 8 " "  
50 00 " ..... 12 " "

**Cleaner.**

4-oz. cans	\$ 0.90
8-oz. " "	1.35
10-oz. " "	1.85
Quart	3.75
Gallon	10.00

Wholesale Agents  
The Davidson & Hay, Limited, Toronto

**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	-lb. tins	\$1 2
" "	-lb. tins	3 25
" "	-lb. tins	1 25
" "	-lb. tins	3 25

**Jams and Jellies.**  
SOUTHWELL'S GOODS. Per doz  
Frank Magor & Co., Agents.

Orange marmalade	..... \$1 50
Clear jelly marmalade	..... 1 83
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	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 06 1/2
7 and 14-lb. wood pails	0 06 1/2
30-lb. wood pails	0 06 1/2

**Compound Fruit Jellies—**

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
7 and 14-lb. wood pails, 8 pails in crate	0 06 1/2
30-lb. wood pails	0 06 1/2

**Home Made Jams—absolutely pure—**

1-lb. glass jars (16-oz. gem) 2 doz. in case	\$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 09
7, 14 and 30-lb. wood pails, 8 pails in crate	0 09

**Licorice.**  
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (38 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 73
Dulce large cent sticks, 100 in box	0 73

**Lye (Concentrated).**  
GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

**Mince Meat.**  
Wethey'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 1/2
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 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

**Orange Meat.**

Cases, 36 15c. packages	..\$4.50
5 cas. lots	.. 4.40 (Freight paid.)
Cases, 20 25c. packages	.. 4.10
5 case lots	.. 4.10 (Freight paid.)

**Orange Marmalade.**  
THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	..... \$1 50
" " quart gem jars	..... 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 06 1/2
Golden shred marmalade, 2 doz. case, per doz.	1 75

**Pickles.**  
STEPHENS'.  
A. P. Tippet & Co., Agents

Cement stoppers (pints)	per doz. \$3 30
Corked " "	1 90

**Salt.**  
Cerebos salt, per doz. pkgs. (4 doz. in case) \$1 45 |

**Soda.**  
COW BRAND.

**DWIGHT'S BAKING SODA.**

Case of 1-lb. containing 60 pkgs., per box	\$3 00
Case of 1-lb. (containing 120 pkgs.) per box	\$3 00
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box	\$3 00
Case of 5c. pkgs. containing 96 pkgs., per box	\$3 00

**MAGIC BRAND.**

No. 1, cases, 60 1-lb. packages	..... \$2 75
No. 2, " 120 1-lb. " "	2 75
No. 3, " (30 1-lb. " " )	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	2 85
1 case	2 85
5 cases	2 75

**"BEE" BRAND.**

"Bee" brand, 3oz., cases, 120 pkgs.	} \$300
" " 10 oz., cases, 36 pkgs.	
" " 15 oz., cases, 60 pkgs.	



Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....	per gross	\$10 30
black.....	"	15 30
Orlolo soap.....	"	16 30
Gloriosa soap.....	"	12 00
Straw hat polish.....	"	10 30

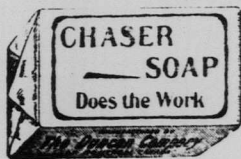
BABBITT'S.



Babbitt's "1776"  
6-oz. pkgs. \$3.50 per  
box. 5 boxes a  
freight paid and  
half box free.  
Babbitt's "Best  
soap, 100 bars  
\$4.10 per box.  
Potash or Lye, bxs

each 2 doz., \$2 per box.

W. M. H. DUNN AGENT.



CHASER SOAP.

case ..... \$2 40  
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages.....	\$4 65
50 10c. ".....	3 90
100 5c. ".....	3 90
100 10c. cakes (Glycerine Tar Soap).....	6 50
100 10c. cakes (Sanitary Soap).....	6 50
100 5c. cakes (Fairy Soap).....	3 98
100 5c. cakes (Capco Soap).....	3 90
100 5c. cakes (Scouring Soap).....	3 90
100 5c. bars (Santa Claus Soap).....	3 80
100 5c. bars (Clairette Soap).....	3 65
100 5c. bars (Mascot Soap).....	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.....	\$0 05½
No. 1 " " 3-lb. ".....	0 05½
Canada laundry.....	0 04½
Silver gloss, 6-lb. draw-tid boxes.....	0 07½
Silver gloss, 6-lb. tin canisters.....	0 07½
Edward's silver gloss, 1-lb. pkg.....	0 07½
Kegs silver gloss, large crystal.....	0 06½
Benson's satin, 1-lb. cartons.....	0 07½
No. 1 white, bbls. and kegs.....	0 05
Canada White Gloss, 1-lb. pkgs.....	0 05½
Benson's enamel.....	per box 1 25 to 2 50

Culinary Starch—

Benson & Co.'s Prepared Corn.....	0 06½
Canada Pure Corn.....	0 05½

Starch—

Edwardsburg No. 1 white, 1-lb. car.....	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08½

Bee " brand starch—

" laundry, 64-12 oz. pkg. per case.....	\$5 00
" " 32-12 " " " per ".....	2 50
" corn starch 40-16 oz. pkg. " ".....	3 00
Sun " borated starch, 40-16 oz. pk. per case.....	3 00

" borated starch, 50 box, 100 lb. keg.....	0 06½
" laundry " 50 " " ".....	0 05½
Gem " " 100 & 200 lb. kegs.....	0 05½

BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.....	\$0 04½
Same Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05½
Finest Quality White Laundry—	
1-lb. canisters, cases of 48 lb.....	0 05½
Barrels, 50 lb.....	0 05
Kegs, 100 lb.....	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.....	0 07½
6-lb. toy trunks, 3 in case.....	0 07½
6-lb. enameled tin canisters, 3 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.....	\$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case.....	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case.....	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 06½

SAN TOY STARCH.

10c. pkgs., cases 5 doz., per case.....	4 75
ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.	

Culinary Starches—

St. Lawrence corn starch, 40 lb.....	0 06½
Durham corn starch, 40 lb.....	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.....	0 05½
" " 3-lb. cartons, 36 lb.....	0 05½
" " 200-lb. bbl.....	0 05
" " 100-lb. kegs.....	0 05
Canada Laundry, 40 to 46 lb.....	0 04½
Ivory Gloss, 8-8 family pkgs., 48 lb.....	0 07½
" " 1-lb. fancy, 30 lb.....	0 07½
" " large lumps, 100-lb kegs.....	0 06½
Patent starch, 1-lb. fancy, 28 lb.....	0 07½
Akron Gloss, 1-lb. packages, 40-lb.....	0 05½



OCEAN MILLS.

Chinese starch, per case of doz., \$4. less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

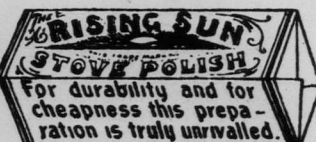
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.....	6½c.
Blue, white or assorted.	

In Pictorial Cardboard Boxes—

4 lbs. net weight.....	8½c.
1 lb. gross weight.....	8½c.
1 lb. gross weight.....	9c.
1 lb. gross weight.....	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight.....	9½c.

Stove Polish.



Rising Sun, 6-oz. cakes, 1-gross boxes.....	Per gross \$3 50
Rising Sun, 3-oz. cakes, gross boxes.....	4 50
Sun Paste, 10c. size, 1-gross boxes.....	10 00
Sun Paste, 5c. size, 1-gross boxes.....	5 00



W. H. DUNN, AGENT.



Enameline No. 0 38	4, bxs. ea. 3 ds.
Enameline No. 0 55	5, bxs. ea. 3 ds.
Enameline No. 0 80	5, bxs. ea. 3 ds.
Liquid, bxs. ea. 0 80	3 doz.....
Blackene, 5-lb. 0 10	ons, per lb.....

Enameline stove dressing, per doz..... 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case. Enamelled tins, 3 doz. in case..... \$3 40

Plain tins, with label—	
3 lb. tins, 3 doz. in case.....	1 90
5 " " " ".....	2 35
10 " " " ".....	3 25
20 " " " ".....	3 10
(10 and 20 lb. tins have wire handles.)	

16, GOLD, SILVER AND OTHER PRIZE MEDALS

# SUTTON'S AMMONIA

FOR ALL HOUSEHOLD PURPOSES.

MANUFACTURED BY G. F. SUTTON - SONS - & CO. OSBORNE WORKS, BRANDON ROAD, KINGS CROSS, N.

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " " " per case.....	4 90
" " " " " ".....	5 45
" " " " " ".....	5 70



Teas.

SALADA CEYLON.

Wholesale. Retail

Brown Label, 1's.....	\$0 20	\$0 25
" " 2's.....	0 21	0 26
Green Label, 1's and 2's.....	0 22	0 30
Blue Label, 1's, 2's, 3's and 4's.....	0 30	0 40
Red Label, 1's and 2's.....	0 36	0 50
Gold Label, 1's.....	0 44	0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages; black or mixed.

Black Label, 1-lb., retail at 25c.....	\$0 19
" " 1/2-lb. ".....	0 20
Blue Label, retail at 30c.....	0 23
Green Label, " 40c.....	0 25
Red Label, " 50c.....	0 28
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55



Cases, each 60 1-lb.....	\$0 35
" " 60 1/2-lb.....	0 35
" " 120 1-lb.....	0 35



LUDELLA CEYLON, 1'S AND 1/2'S PKGS.

Blue Label, 1's.....	\$0 18½	\$0 25
Blue Label, 1/2's.....	0 19	0 25
Orange Label, 1's and 1/2's.....	0 21	0 30
Brown Label, 1's and 1/2's.....	0 28	0 40
Brown Label, 2's.....	0 30	0 40
Green Label, 1's and 1/2's.....	0 35	0 50
Red Label, 1's.....	0 40	0 60

"CROWN" BRAND

Wholesale. Retail

Red Label, 1-lb. and 1/2's.....	\$0 25	\$0 50
Blue Label, 1-lb. and 1/2's.....	0 28	0 40
Green Label, 1-lb.....	0 19	0 25
Green Label, 1/2's.....	0 20	0 25
Japan, 1's.....	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.....	\$0 42½
" " II 40-lb. boxes.....	0 37½
" " III 80-lb. boxes.....	0 32½

EMD AAA Japan, 40 lb "at.....	0 30
" " AA " " 40 " " ".....	0 27½
Blue Jay, basket fired Japan, 70 lbs., "Condor" IV 80-lb.....	0 27½
" " V 80-lb.....	0 25
" " XXXX 80-lb. boxes.....	0 21½
" " XXX 30-lb. " ".....	0 22
" " XXX 80-lb. " ".....	0 19
" " XXX 30-lb. " ".....	0 20
" " XX 80-lb. " ".....	0 18
" " XX 30-lb. " ".....	0 18½
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's).....	0 25

"Condor" Ceylon black tea in lead packets  
Green cases.....retail 0 25 at 0 30  
60-lb. cases.....retail 0 30 at 0 33  
Grey Label, 1's, 2's and 1's, 60-lb. cases.....retail 0 30 at 0 33  
Yellow Label, 1's and 1's, 60-lb. cases.....retail 0 35 at 0 38  
Blue Label, 1's, 2's and 1's, 60-lb. cases.....retail 0 40 at 0 30  
50-lb. cases.....retail 0 50 at 0 34  
Red Label, 1's, 2's and 1's, 60-lb. cases.....retail at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1.....	per lb. 0 35
No. 2.....	" 0 30
No. 3.....	" 0 25
No. 4.....	" 0 20
No. 5.....	" 0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s.....	\$0 46
" " Amber, 8s. and 3s.....	0 60
" " Ivy, 7s.....	0 50
" " Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6s.....	0 46
" " Old Fox, 12s.....	0 48
" " Snowshoe, 6s.....	0 51
" " Fay Roll, 7s.....	0 56
" " Stag, 10 oz.....	0 45
" " Bobs, 8s. and 12s.....	0 45
" " 10 oz. bars, 6s.....	0 45
" " Fair Play, 8s. and 12s.....	0 53
" " Club, 6s. and 12s.....	0 46
" " Universal, 12s.....	0 47
" " Dixie, 7s.....	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

GMD, pure distilled, highest quality.....	\$0 32½
Condor, pure distilled.....	0 27½
Old Crow.....	0 25
Special prices to buyers of large quantities	

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case.....	\$1 05
Gillet's cream yeast, 3 doz.....	1 05
Jersey cream yeast cake, 3 doz. 5c.....	1 06
Victoria " " 3 doz. 5c.....	1 06
" " " " 3 doz. 12c.....	1 06

## WARNING!



### SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED  
WINN & HOLLAND, Agents  
MONTREAL

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That's a fair question to ask when you have something good to offer. We want to know if you are selling commercial acid vinegars, or if you have ever tried



## GOLDEN RUSSET VINEGAR

which is made from pure fruit apples—and does not contain one particle of sulphuric or other equally noxious acids—something that cannot be said about many other vinegars.

### GOLDEN RUSSET VINEGAR

is to be had in three strengths, XXX, 84 grains; XX, 72 grains; X, 60 grains, at prices proportionate to the strength.

THE W. H. WILSON CO., Limited  
TILLSONBURG, ONT.

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By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

HOW TO TEST TEAS.  
WHERE TO BUY TEAS.  
BULK V. PACKAGE TEAS.  
HOW TO ESTABLISH A TEA TRADE.  
TEA BLENDING, ETC., ETC.

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Order Assortment To-day

## PRES-CUT ASSORTMENT

1/4 DOZ. EACH OF 12 DIFFERENT ARTICLES

Oval Sugar	Olive	Lipped Preserve	W Olive
Bon-Bon	Fancy Dish	Spoon Tray	Footed Comport
Oval Cream	Preserve	H'd Nappy	C. Spoon Tray

Making 3 doz. at \$2.00 per doz.  
(Packing 25c. extra.) **\$6.00**

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of Pres-cut glass to tone up your Christmas  
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KENT & CO.**  
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**TORONTO**

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packed in 7-lb., 14 lb. and 28-lb. pails.

## LET US QUOTE YOU

We know you want a quality which  
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