

**PAGES
MISSING**

Features—Ottawa Exhibition and Manufacturers at Quebec

THE CANADIAN GROCER

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

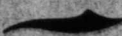
VOL. XIX.

MONTREAL AND TORONTO, SEPTEMBER 29, 1905.

NO. 39.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in 

Pounds, Halves and Quarters

to sell at convenient and profitable figures

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

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

CHRISTIE'S MOTOR BISCUIT

Is a popular hard sweet biscuit, at a
moderate price.

Try a tin with your next order, it is
a money maker.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL.

Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

E. St. 1/2 24 26

The North Pole has not yet
been discovered

but the *Wise Grocer* discovered long ago that to increase his jelly trade there was only one brand that would do it. Ask him the name and he will say

“KKOVAH”

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

Works : Manchester, England.



Peacock Brand
Bulk
Mince Meat

Wait no longer! Get in *your order* for **Peacock Brand Bulk Mince Meat** to-day. Your customers' interests demand your getting the best article. We don't put our name on inferior goods.

THE BATES MFG. CO., LIMITED
9-11 Francis St., TORONTO.

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

CANE SUGAR
SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

Agents

SEO. HUDSON & CO.,
JOHN W. BICKLE & GREENING,
SEO. H. GILLESPIE,
JOSEPH CARMAN,

TORONTO
HAMILTON
LONDON
WINNIPEG

Codon's Macaroni

Made only from the real
Taganrog Russian Wheat—no other wheat
produces quality so superb. Full weight—
unvarying quality. Every package taste-
fully packed and labelled.

Cox's Gelatine

Made and sold on hon-
or. Made from the finest materials that
money and experience can buy. Made
to wholly satisfy the most particular cooks.
The oldest and most reliable Gelatine on
the market. In both powdered and shred-
ded form. As unvarying in quality as the
rise and set of the sun.

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.

HALIFAX, N.S.

E. St. G. Tucker,

West India and General
Commission Merchant

HALIFAX, N. S. CANADA.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers

WAREHOUSEMEN

Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street
MONTREAL.

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

H. J. STEVENS

126 BOARD OF TRADE, - MONTREAL

Wholesale Brokerage

Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 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

INDEPENDENT CANNERIES

When you want Independent prices for Canned Goods, phone, wire or write us, as we have some of the best brands in Canada to offer.

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

ST. JOHN'S N.F.

THOMAS B. CLIFT

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

ST. JOHN'S, N.F.

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

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.

VICTORIA, B.C.

Radiger & Janion

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and
COMMISSION BROKERS

Correspondence Solicited. Reference - Bank of British North America, Victoria.

WINNIPEG.

CALGARY STORAGE

In a new brick block centrally located.

Dingle & Stewart

Winnipeg, Man. Calgary, Alb.
COMMISSION BROKERS.

REGINALD LAWSON

MANUFACTURERS' AGENT and
WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence Solicited
WINNIPEG, MAN.

JOSEPH CARMAN

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

Union Bank Block, Rooms 722 and 723
Winnipeg, Man.

Open for good
Canned Goods Agency

Correspondence
Solicited

Stuart Watson

Manufacturers' Agent and Wholesale
Commission Broker.

WINNIPEG, MAN.

Highest References. Correspondence Solicited.

GEORGE ADAM & CO.

Wholesale Grocery Brokers and
Commission Merchants,

WINNIPEG, - - MANITOBA.

The big crowd is heading for Western Canada. Get them buying YOUR goods. You can do so by corresponding with US.

Members Western Wholesale Brokers' Association,

CANNED SALMON

1905 PACK

Wire or write us for prices:

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

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

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANCH HOUSE:

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

VANCOUVER.

J. McA. CAMERON

Manufacturers and Wholesale
Commission Agent

Correspondence Solicited

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

Reference—Bank of Hamilton

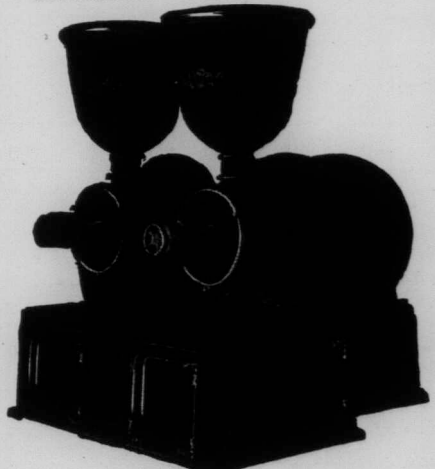
Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

? How is Your Stock of ?
SALT?
 ? VERRET, STEWART & CO. ?
 MONTREAL

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 ½ 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.

THE SEASON IS NOW HERE

Lytle's Mince Meats

Better than ever. We know that is saying a good deal, for these Mince Meats have excelled for years. But we're a progressive people and ever strive after the best.

Done up in pails.

The T. A. LYTLE CO., Limited
124-128 Richmond St. W., Toronto, Can.



No. 4 (Grocers'), Price, postpaid, \$1.75

**ROSE
AUTOMATIC
KNIFE
GRINDERS**

Discounts to agents and dealers

**THE ONTARIO
SUPPLY CO.**
OWEN SOUND, ONT.



No. 3 (Household), Retail Price, 65c.

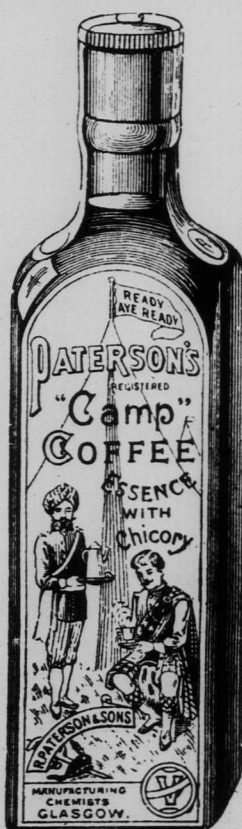
The safest investment in the Tea line
is to stock up with

JAPAN TEAS

—Your customers who have not tasted
the delicious, fragrant, healthful teas of
Japan will appreciate you calling their
attention to same.

Absolutely and always the purest teas grown and prepared
for consumption under the most hygienic principles.

Stick to **JAPAN TEAS**



WAITING IS EASY BUT UNPROFITABLE. It is quite easy to wait until you run out of

PATERSON'S CAMP COFFEE ESSENCE

before ordering more, but it is mighty unprofitable—may have a call for it any time. **THE COFFEE PROBLEM** is solved when you decide to keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE

Sells well. Good Profit in it.

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.

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

Advice regarding processes of manufacture and technical applications of chemistry.

The Nibble of a Mouse

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

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.



CHASER SOAP
Does the Work

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

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal

P.O. Box 292. 1974 Notre Dame St.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

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OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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

There's a Reason

WHY THE PEOPLE USE

LIPTON'S JAMS



THEY WANT THE QUALITY

There's a Reason

WHY YOU SHOULD SELL

LIPTON'S JAMS

YOU WANT THE PROFITS

ORDER FROM YOUR JOBBER

General Agent for Canada:

J. S. CREED

153 Upper Water Street
HALIFAX, N.S.

Board of Trade Building
MONTREAL

Mr. Druggist—Don't clog your shelves with imitations which no amount of talking and price-cutting will clear off your shelves.

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

is a real Cough CURE, and has never been known to prove a "frost." We bring customers to you by our advertising.

Offer your customers Mathieu's Nervine Powders for headache, and make real friends of them.

J. L. Mathieu Co., Limited
Proprietors
Sherbrooke, - Quebec

NORTH

At
Every
Point

Unbounded
Tea
Wealth

A Vaster Trade Than Has Been!

**CEYLON
TEAS**

A Mightier Name Than Ever!

WEST

EAST

The
World's
Greatest
Supply

At
Every
Point

SOUTH

You'll Have to Hurry!

NEARLY

**ALL
SOLD!**

Sent for approval. If you keep it send \$1.00; if you don't keep it, then we'll get it back.

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a great many grocers who want good ads at the smallest cost of time and trouble.

THE CANADIAN GROCER
10 FRONT ST. E., TORONTO

Hot or Cold? A COLD WATER STARCH Ivoryine Starch

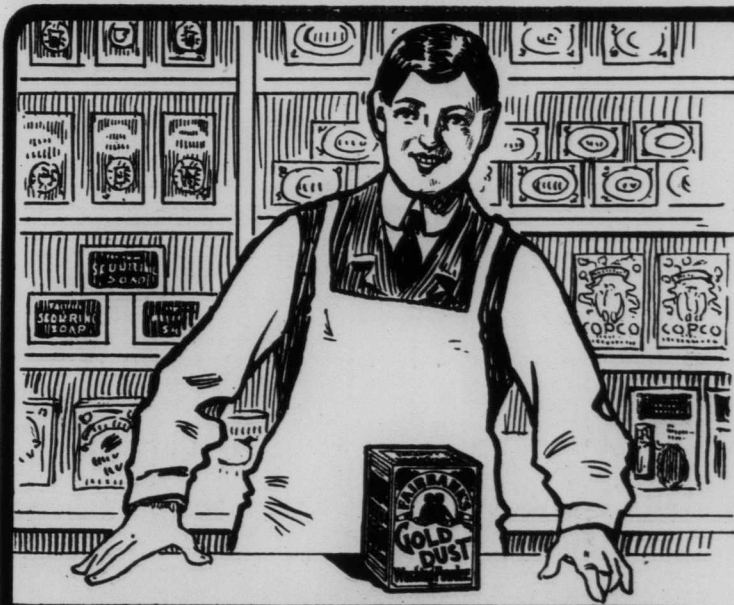
is better far than starch requiring boiling.

IVORINE is peerless among starches. Pays the Grocer 60 per cent. Sells fast. Sells again.

\$2.50 per case (40 pkgs.)

GIVE AN ORDER FOR ONE CASE

St. Lawrence Starch Co.
LIMITED
PORT CREDIT, ONT.



The Man Behind the Counter

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

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

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

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

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

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA



A SURE SUCCESS

IT COULD NOT BE OTHERWISE

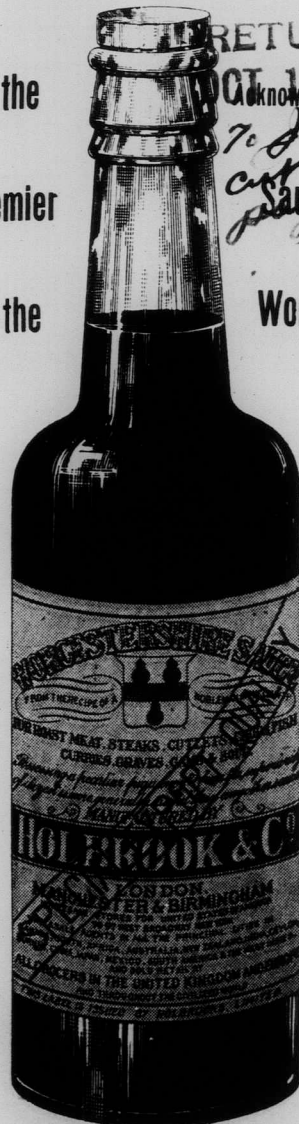
HOLBROOK'S

GENUINE IMPORTED WORCESTERSHIRE

SAUCE

PAYS 40% AND

is the Premier of the



25c. Per Bottle

25c. Per Bottle.

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

TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

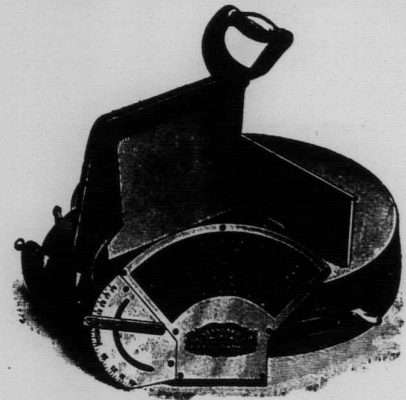
COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

THE STANDARD



Computing Cheese Cutter INSURES PROFITS IN CHEESE

- 1.—It cuts to accurate weight.
- 2.—It computes precise money value.
- 3.—It cuts without waste.
- 4.—It preserves the cheese.

Every grocer can afford it.

No grocer can afford to be without it.

Price and Terms Right.

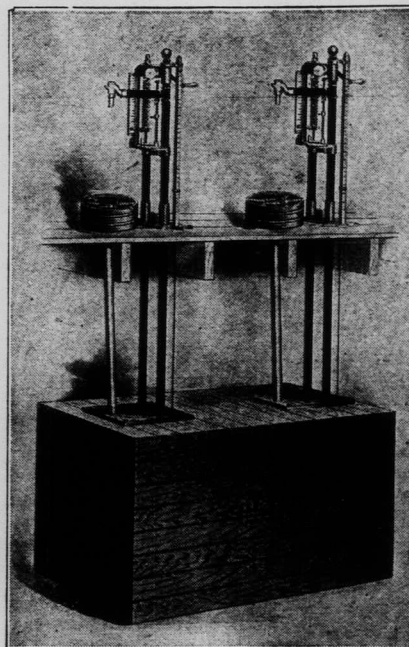
Write for Folder

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,

516 Board of Trade Building, - TORONTO

DON'T DECIDE

NOT TO BUY NOW
UNTIL YOU HAVE FULLY INVESTIGATED



DOUBLE CELLAR OUTFIT.

The Bowser Self-Measuring Oil Outfit

is greatly improved and the best we have ever made. It has many advantages which you would find would materially assist you in making a profit on your oil handled. In fact, it will in a very short time save you more than its cost. It costs you nothing to investigate. Write to-day for full information. It's free. Ask for Catalogue "B." :: :: :: ::

S. F. Bowser & Co., 530 Front St. W., TORONTO

The Story of Our New Publication

The BUSINESS MAGAZINE

We have decided to start almost immediately the publication of a new monthly magazine for busy men and women, in which we will reproduce the very best articles contained in the magazines of the world—not dry statistical articles, but bright, clever, readable matter of special interest to business men.

Readers of The Canadian Grocer know that every month a great many articles and sketches appear in the magazines, which they would like to read. They are prevented from doing so by the great number of the magazines and by the expense of securing them. Just think what an opportunity the Business Magazine affords them of getting the very best of these publications at a ridiculously small cost!

All the magazines of the world will be received month by month at our office. They will be distributed among the members of our editorial staff, who will make selections from them. These will be submitted to the managing editor of the magazine, who will cull out the unsuitable matter. Finally, before being sent to the printers, a council of the managing editors of the MacLean Trade Newspapers will be called to pronounce a final verdict on them.

The result will be a magazine without a dull page—a magazine that you can read with pleasure any time—a magazine that is the gateway to the best current literature in the world.

In addition to the articles which will be reproduced, those other articles which we are unable to print will be listed, so that every month readers will obtain a key to every article on a commercial subject that has appeared.

The Business Magazine will contain 150 to 160 pages and will be published about the first of every month. Its subscription price will be \$2.00 per annum.

The MacLEAN PUBLISHING CO., Limited

Toronto

Montreal

Winnipeg

Subscription Form

THE MacLEAN PUBLISHING CO., Limited
TORONTO

Please put me down as a subscriber to the Business Magazine, for which I agree to pay \$2.00 per annum.



SINGLE REFRIGERATOR CABINET

—FOR—

Cheese, Cooked Meats, Delicatessen, Etc.

A handsome cabinet, fitted with either disc or square cutting board, that can be used to advantage in every

GROCERY, MEAT and PROVISION STORE

Write for "AUTOMATIC CHEESE CABINET" FOLDER
THE WALKER PIVOTED BIN & STORE FIXTURE CO.

516 BOARD OF TRADE, - TORONTO, ONT.

FACTORY: BERLIN, ONT.

Two names to conjure with in trade



"EAGLE" BRAND
CONDENSED MILK

BORDEN'S

The question of quality is one that should enter into your judgment as to the class of goods you buy. **Absolute perfection** is guaranteed in the manufactured products bearing **BORDEN'S** name.

For sale by all jobbers.

William H. Dunn, Montreal

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

JOS. IRVING, 92 Wellesley St., TORONTO

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



"PEERLESS" BRAND
EVAPORATED CREAM

"ENTERPRISE" PAYS

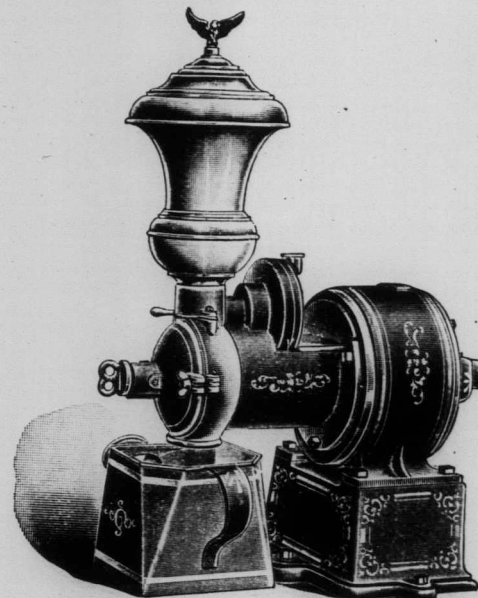
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: ::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

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

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

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

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



How It's Done

It's surprising how the Coffee business is growing in Canada, about double what it was a few years ago, and yet you may not have noticed it. In nearly every town there is one grocer who gets most of this trade, just because he knows how to handle it. There is only one way to do it right. In the first place, you must have a mill and grind it as you sell it. Ground coffee a week old scarcely imitates fresh coffee. You should buy often, and not much at a time, not load up, because there is no speculation in roasted coffees. Then, buy a Good blend even if your profit is not so large. "**Boston Luxury**" is sold on a close margin, but its sale is large and the satisfaction wonderful. It has both strength and good flavor—makes a rich, creamy drink. Costs you twenty-eight cents—doubt if you can match it less than thirty-two. We would like to send you a tin on approbation, to get a start.

John Sloan & Co.
Toronto Belleville

TRAVELLERS' TALES

The Knight of the Grip Sack is famed for his tales! Also for his very human love of the good things of the earth. Small blame to him. He must make up as best he can for the lack of home comforts. Every traveller who has carried a grip for The Albert Toilet Soap Co., and many who hardly know the firm's name have for many years carried for their own use a cake of Baby's Own Soap.

It is recognized as the best, and our gallant Knights want it for themselves. Their efforts joined to the excellence of the Soap have carried it to the front rank of toilet soaps in Canada. In fact, no other soap commands a sale which approximates that of Baby's Own Soap. Its popularity has caused price cutting, and while the dealer's loss is the consumer's gain, the manufacturers feel that to bring the sale of Baby's Own Soap to the figure it should have the retailer must be interested in its profits.

To share in the manufacturing profits is the only means of achieving this, and when the question came up of the advisability of changing the style of the firm, and converting it into a Limited Liability concern, one of the reasons which helped to decide was the opportunity it offered to interest the trade in Albert Soaps generally, and specially in Baby's Own.

Albert Soaps Limited, have now taken over the business of A. Savage & Son and under the same management as before the business is going on as usual. But a limited amount of shares are to be sold, and before offering a single one to the public the trade are offered the opportunity of interesting themselves in the Company. They have this privilege until October 1st, when subscriptions from the public will be allotted in order of reception.

Similar companies in England and the United States have earned large dividends, and shares in them bought at par can now be sold at twice or three times their cost. Dealers have first call on the stock offered for subscription, and it is hoped that they will avail themselves of it. Prospectus giving full particulars will be mailed on request.

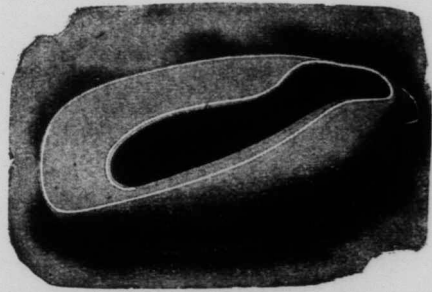
ALBERT SOAPS LIMITED

MONTREAL

MANUFACTURERS

BABY'S OWN SOAP, QUEEN'S LAUNDRY BAR, MASTER MECHANICS' TAR,
ETC., ETC.

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.

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "break-fast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
 NIAGARA FALLS CENTRE, ONT. Limited

COFFEE

COFFEE

COFFEE

Now is the time to start right to secure your share of the Coffee trade. You will make no mistake if you order our "Java" Blend at 18 cents, or "Queen's Blend" at 28 cents. These blends are carefully selected, and we believe no better than "Queen's Blend" can be purchased.

To encourage mail orders you can deduct \$1.00 from your invoice if you order a 50-pound tin, besides your cash discount of 5 per cent. Write now.

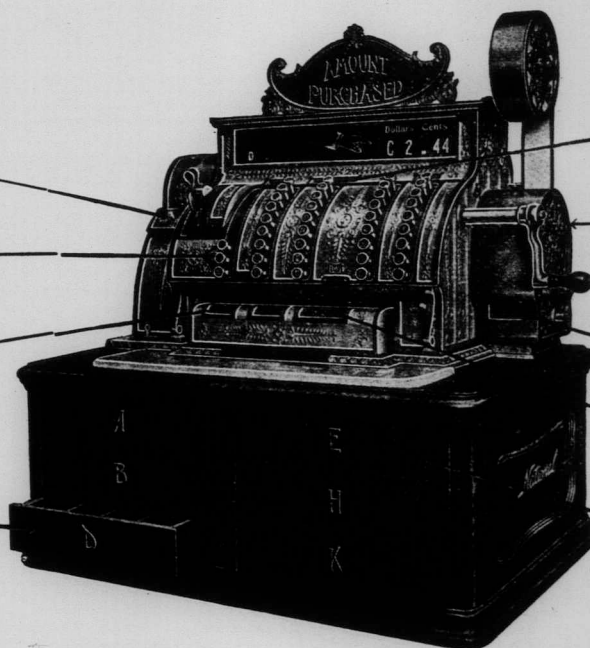
Standard Spice Mills, Hamilton, Ont.

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.

You pay for a National Cash Register from the small leaks it prevents

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY DAYTON OHIO

I own a _____ 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

RIERA'S
"BLUE LION" and "MAPLE LEAF"
VALENCIAS

Finest shipped from Spain

D. RATTRAY & SONS

CANADIAN AGENTS

QUEBEC

Montreal

OTTAWA

The Matter of Flavor

is everything in canned fruits and vegetables. It is the difference between success and failure, between a pleased and a dissatisfied customer, between increasing and decreasing business, between profit and loss.

We stand between you and loss because Old Homestead Goods are perfect in flavor.

The Reason Why!

We have been telling you the reason why these past months. Our new and modernly equipped factory, our sanitary precautions, our situation in the midst of the Garden of Ontario, our use of only the choicest fruits and vegetables. All to the one end, the end that the flavor of Old Homestead Canned Goods should be perfect.

Little things are they? Yes, but by attending to the little things, we have attained the success we have reached—success that is tangibly represented in Old Homestead Brand Canned Fruits and Vegetables.

Don't be satisfied till you get them. If your wholesaler will not supply you write us direct.

The Old Homestead Canning Co.
Picton, Ontario

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.

As to Promises

Words should be weighed in making trade announcements. "Make no promises you cannot keep."

The Trade Mark and the bulk-sold goods that make up the list of

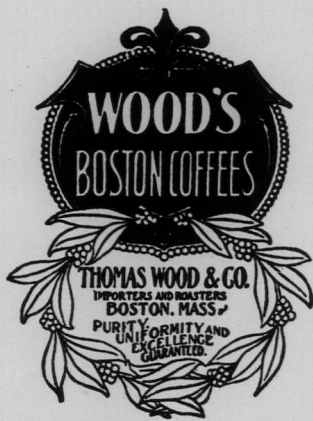
WOOD'S COFFEES

are the result of infinite pains in study, research, experiment and test, backed by the best modern perfecting processes.

We promise it—you prove it.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.



RAISINS

Shipments of

New Valencia

NOW IN STORE

Quality—Extra Choice

Price Right

Warren Bros. & Co.

35-37 Front St. East
Toronto



Lorimer's Worcester- shire Sauce

A High-grade English Sauce---good 25 cent value---to retail at 10 cents. Good money in it too for the grocer.

THE ROBERT GREIG CO., Limited
WHITE SWAN MILLS
TORONTO

MANUFACTURERS AT QUEBEC

Notes on the Annual Convention in the Ancient Capital.

IN certain respects the 31th annual convention of the Canadian Manufacturers' Association, which opened in Quebec on Monday, 18th September, was not attended with the full measure of success that usually characterizes both business and social functions of the organization. The registration list showed an attendance of only a little over 150 delegates, whereas 100 to 150 more were expected. Then the weather was decidedly unpleasant. On Monday there was a sort of combination of Scotch mist and genuine Canadian rain. On Tuesday the rain ceased, but the clouds and muddy streets remained.

But the moderate attendance and the weather did not after all seriously affect either the business transactions or the social functions of the convention. In spite of these things the convention was a success. The large proportion of the members of the association who came to Quebec evidently did so for the purpose of attending the business of the convention. Consequently the attendance at the business meetings was possibly as large as if the registration of delegates had been larger.

The pre-arrangements of the good people of Quebec were excellent. They could scarcely have been better, and the proof is that everything went off without a hitch. The handsome and spacious city hall was practically deeded over to the association for the purposes of the convention. The council chamber, from the windows of which could be seen the St. Charles River and the famous Laurentian Mountains, was set aside for the regular meetings of the convention while the committee rooms were reserved for section meetings and the secretary's offices. And what applies to the arrangements for business applies with equal force to the social functions. Mr. G. A. Vandry, chairman of the Quebec branch, and Mr. Geo. E. Amyot, vice-president for the Province of Quebec, spared neither time nor pains, and much of the success of the convention was due to their labors. The association can scarcely forget the Quebec convention.

Monday morning was devoted to getting the "house in order." Secretary Younge and his staff of assistants were "at home" in the room of the comite du feu, and there delegates registered, got their badges, tickets and instructions. In adjoining rooms some of the sections were at work transacting business in which they were immediately concerned. A couple of sections called to convene did not do so, in one instance because only two members put in an appearance, while another had practically transacted its business before reaching the Ancient Capital.

The Manufacturing Grocers' section had a knotty problem to solve, or rather, try to solve. They struggled with the proposed amendments to the pure food law, and after discussing it all

morning decided to have another meeting a few weeks hence in Toronto. The particular problem to be solved is what constitutes pure food. If that which is injurious was the question it would not be so difficult, but when there are certain ingredients used in the manufacture of an article with a view to cheapening it, which are beneficial rather than otherwise, the wise ones are at sea. In a word, what is the standard of purity and who is to determine it? Philosophers never had a more difficult task when they essayed to determine "what is truth."

Another little matter which received some attention from the manufacturers of grocery supplies was in regard to the tariff. On some lines of raw material they claim they are taxed without reason. These lines are such as are alto-



Mr. C. C. Ballantyne, Montreal.
The New President of the Canadian Manufacturers' Association.

gether of foreign production and cannot be grown or produced in this country. The duty on these lines ranges from 12½ to 25 per cent. On these they desire a readjustment of the duty. On such descriptions of articles which, while produced in Canada, is their raw material, they are content to allow the duty to remain as it is. They realize that it is the other fellow's finished product.

The stove manufacturers want a specific instead of an ad valorem duty. They contend that the Customs duty as it at present stands does not give them sufficient protection on the cheaper classes of stoves. On the better classes of stoves they are quite competent to meet competition from the United States or

any other country. And this was the sum and substance of the business that occupied the attention of the Stove Manufacturers' section. And they all appear to be agreed as to its necessity.

While there were a number of woolen manufacturers present, the different branches of that industry were not "strongly manned." The section, however, met and after transacting routine business adjourned to meet again shortly. The tariff is of course the chief matter of concern to the woolen manufacturers, and their attitude is the same as it has been for some time.

The convention proper opened on Monday afternoon at 2.30. President W. K. George occupied with becoming dignity the imposing chair, or rather, throne, of his worship le Maire of Quebec. Secretary Younge, with equally becoming dignity, occupied a seat at his right, and the benign finance minister of the association, Treasurer Booth, sat at his left, while on the front benches, taking a fatherly interest in the proceedings, were ex-President W. K. McNaught, fresh from his victories at the Canadian National Exhibition; Vice-President Ballantyne, Montreal; ex-Secretary T. Russell, Toronto; Mr. George Amyot, Quebec, and other veterans.

President George did not waste any time in preliminaries, but at once got down to business, the report of the treasurer being the first item on the programme. Treasurer Booth does not present his report after the manner finance ministers do their budget speeches. He does not attempt to make things appear better than they really are. He did not mince matters when he said that while there was a balance in the bank of \$4,250 at the end of the financial year, and that the association possessed a surplus of over \$6,000, the expenditures had increased at a greater ratio than the membership, rapid as that increase had been. He was so earnest about this that he asked for an expression of opinion from the convention as to the advisability of increasing the membership fee. This led to the most important discussion of the afternoon. The consensus of opinion was in favor of something being done, but just what demanded careful consideration. It was felt that nothing should be done that would tend to impair the membership. As one delegate said, "What we want is members. It will have more effect with the Government when we are impressing our views upon it." As no alteration in the fees can be made for another year, the question was relegated to the executive committee for consideration. If the opinions expressed can be taken as a criterion, the increase in the membership fee will be

RISING SUN STOVE POLISH SUN PASTE STOVE POLISH

Increased Sales

The large increase in sales of **Rising Sun** Stove Polish and **Sun Paste** Stove Polish so far this year over corresponding period last year demonstrates the popularity both with the trade and with the consumer of these well-known and thoroughly reliable articles. We guarantee the **Sun Paste** Stove Polish to the trade, and we fully protect this guarantee in every way.

MORSE BROS., - **Proprietors,** - **CANTON, MASS.**

largely borne by the larger employers of labor.

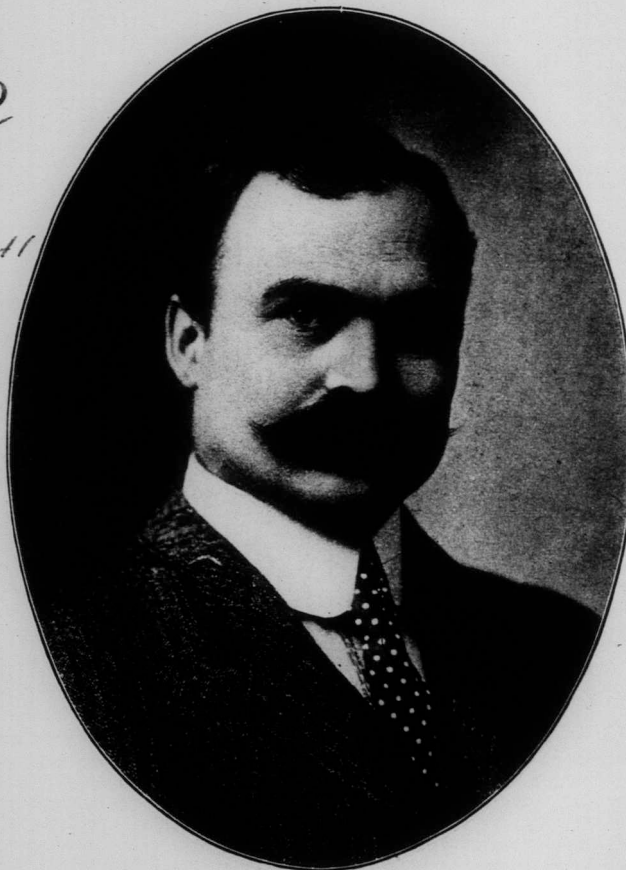
A proposal was made by Mr. A. W. Thomas, of Toronto, to set aside a sum of money yearly for the purpose of creating a trust fund to be drawn upon only un-

One was to the effect that although the membership of the association had increased by 328 during the year "it was absolutely necessary for something to be done to increase the membership fee." In this it will be seen he concurred in the suggestion of Treasurer Booth. The

The consensus of opinion among the members was favorable to Mr. Younge's recommendations, and that referring to the appointment of a traveling secretary was referred to the finance committee, who will in turn report to the executive committee.

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OCT 9 1905

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D



Ex-president George.

der certain conditions and provisions. Mr. D. L. McGibbon wanted it made a contingent fund. But the convention decided against both proposals.

Secretary Younge's report was noted for two or three suggestions it made.

other was recommending the appointment of a traveling secretary. In fact, he pointed out that the present staff of 25 employes needed enlarging, while the present headquarters offices were inadequate for the present requirements of the association.

The report of the parliamentary committee, whose duty is to keep an eye on Provincial and Federal legislation, showed that that committee had not slept—at any rate, when it should have been awake. And by keeping awake, some objectionable legislation had been prevented. There was one thing, however, which the committee had not been able to prevent, and that was the tax which British Columbia and Quebec had imposed on commercial travelers. The report deprecated the tax and the members of the convention who spoke in regard thereto endorsed its sentiments. Mr. George Amyot, of Quebec, was cheered to the echo when he declared that each part of the country should do business with the other, without the legislative barriers as that described in the report. Mr. Edward Gurney, of Toronto, declared that all trade legislation should be in the hands of the Federal Parliament. His sentiment was also warmly applauded.

In the evening Quebec did itself proud. The weather outside was disagreeable, but the arrangements for the entertainment of the guests were so elaborate and complete that within the town hall, where the public reception was held, the unpleasantness of the outside was forgotten. From the sidewalk to the main entrance of the hall was erected a canopy which effectually sheltered the guests as they alighted from their carriages. Over the main entrance in letters of electric light was the word "Welcome." The corridors were hung with bunting and the Union Jack and tri-color flags, while in front of the gallery in the council chamber, where the reception took place, were the words emblazoned in electric light, "Solely les bien venu." The ladies with their bright and pretty dresses of course very much added to the scene. Addresses of welcome were made by Mayor Parent and Mr. G. A. Vandry, and responded to by Mr. W. K. McNaught, after which President W. K. George delivered his annual address. It

We are Hamilton Agents for fruits put up by E. D. Smith, of Winona.

Pure Jams, Jellies and Preserves in glass and pails
Pure Bottled Fruits in Syrup, pints and quarts. **Also Marmalade**

These goods are put up in the **Fruit Garden of Canada.** Why use imported goods when you can get such high quality in our own country? Have made a big sale already of these lines. Give our travellers a sample order. **We recommend the quality.**

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **HAMILTON, Ont.**

Goodwillie's Fruits

The original Canned Fruit in Glass, thoroughly tried and appreciated in thousands of Canadian homes.

The nicest way to handle Canned Fruit, either buying or selling, as there are no swells, consequently no dissatisfaction; quality of contents easily seen without opening package.

Full range now ready.

JAMES TURNER & CO., HAMILTON



You will "never have a streak of the blues" if you will sell "never streak" Blue—

BLUEOL is the safest laundry blue to sell to your customers. It makes a once-user a regular customer. It pays you, besides, larger profit than any other blue on the market.

For sale by all jobbers.

Try a box with your next order.

J. M. DOUGLAS & CO., - MONTREAL

APRICOTS

25-lb. Boxes

Fine Bright Goods

THOMAS KINNEAR & CO.

Wholesale Grocers

TORONTO and PETERBORO



CANADA

CREAM CHEESE

Put up in cartons
of One Dozen Each

90 Cents Doz.

The weather now permits the shipping and handling of this line, and we are in a position to fill all orders. The readiest selling package cheese on the market.

ORDER NOW

A. F. MAGLAREN IMPERIAL CHEESE CO.
Limited

Toronto and St. Thomas

was a masterly effort. Dancing followed the speech-making.

* * *

Before 10 o'clock on Tuesday morning the convention was at work again considering reports. The report of the Fire Insurance Committee recommended that authority be given that department to conduct an insurance brokerage for placing the insurance of the members of the association and was productive of a great deal of discussion. Mr. G. M. Marter strongly opposed the proposition, urging that they would be antagonizing the insurance companies, while, before the insurance branch of the association could place business, it would be necessary to become the agent of one or more of the existing insurance companies. The discussion was profitable as well as interesting. It was shown that in consequence of the Toronto conflagration increased rates were arbitrarily imposed throughout the country on risks that were altogether dissimilar from the class destroyed by the fire. Mr. McGibbon, of Montreal, made the assertion that rates in Canada are two to three times higher than in the United States, which, in view of the fact that the latter were their competitors, seriously militated against the Canadian manufacturer. The consensus of opinion was that a campaign of education in regard to insurance would be of great benefit to the members of the association and that a great step along this line would be made if Mr. Heaton, the manager of the fire insurance department, or his staff would visit their factories.

Mr. Fleury, of Aurora, Ont., pointed out that as a result of suggestions made to him by Mr. Heaton he was securing a much lower rate than formerly.

The Insurance Committee will be permitted to do what it deems best in regard to the brokerage proposal.

* * *

What is generally conceded to have been the best report submitted to the convention was that presented by the Railway and Transportation Committee showing that the efforts of the committee had been productive of results most beneficial to the members of the association. For example: On behalf of the Metallic Roofing Co. the committee had made representations to the Board of Railway Commissioners in regard to classification of metallic shingles, and the result obtained, according to the statement of the manager of the com-

pany who was present, was the saving of about \$3,000 a year in freight rates.

One point in the report which occasioned some little discussion was in regard to the owners' risk condition and penalty clause imposed by the railways, and was raised through a question by Mr. W. S. Fisher of St. John. Several of the delegates expressed the opinion that the clause was illegal and instances were given in which, where shippers had refused to be governed by it, the railway companies had not enforced it. Although the matter has been before the board of railway commissioners for some time a deliverance has not yet been made upon it.

* * *

On Tuesday evening a reception was tendered the party at Spencerwood by Lieut.-Governor Jette.

* * *

The chief interest in the election was, of course, centred around the contest for the vice-presidency. There were two aspirants for this office, namely, Mr. J. O. Thorn, of the Metallic Roofing Co., Toronto, and Mr. Harry Cockshutt, of the Cockshutt Plow Co., Brantford. Both gentlemen have been energetic workers in the interest of the association and both had a large number of friends. Mr. Cockshutt, however, was the choice of the convention for the office, the holder of which naturally steps into the chief executive office the following year. Mr. Cockshutt has just returned from a six months trip to Australia, while Mr. Thorn has been in Winnipeg for some time on business and is still there.

* * *

The banquet on Wednesday night at the Chateau Frontenac was particularly unique in one respect and that was in regard to the speeches delivered. Certainly at no previous banquet of the association was there such a galaxy of brilliant speakers. Hon. Mr. Lemieux, the Solicitor-General of the Laurier Cabinet, delivered an address the eloquence of which will not be forgotten by any one privileged to hear him. Then there was the silver-tongued Sir Wilfrid Laurier, the Hon. Mr. Fitzpatrick, Attorney-General of the Laurier Cabinet, Hon. R. L. Borden, leader of the Opposition, Lieut.-Governor Jette, to say nothing of the excellent addresses delivered by such members of the association as President Ballantyne, ex-President Geo. Drummond, and Mr. Edward Gurney

DRIED
FRUITS

We are booking orders for Raisins, Currants, etc., for later arrival. The *quality* of our importations will be the finest obtainable. We guarantee the price.

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

NOTES WORTH NOTING.

ADVICES from Hong Kong state that the boycott of American goods by the Chinese has paralyzed the United States flour trade from the Pacific coast ports. There have been no sales since July 15, and orders for shipments in September have all been cancelled, the bakers and bread shops at Hong Kong and Canton refusing to handle American flour.

The Canadian Bank of Commerce has opened new branches at Brandon, Man., and Vegreville, Alta. Mr. A. Maybee has been appointed manager at Brandon and Mr. H. I. Millar is temporarily in charge at Vegreville.

The bank has now 127 branches, of which 121 are in Canada.

The delivery of wheat at Northwest points to the Canadian Pacific Railway up to a recent date had reached the grand total of upwards of two million bushels. This is far in excess of similar date last season and is considered eminently satisfactory.

The International Exhibition of Liege, Belgium, have cabled that among the awards are eight grand prizes for Canada, which have been given under the following heads: Agriculture, Forestry, Fruits, Fish, Cereals, Minerals, and Tobacco, with an honorable mention for Canadian pulp.

Millers who have never heard of mixing a white pulverized clay into the flour to increase its weight will be astonished to hear that the police in the town of Priesen, Austria, searched a mill recently at night and found 98 bags of wood flour near a mixing and blending machine. This flour was shipped by a firm in Bremen, and the court felt certain that this product did not leave the mill as wood flour. A sample of the blended article, composed of two-thirds wood flour and one-third wheat flour, could not be told by a layman from the pure wheat flour.

The American Can Company, Chicago, U.S.A., is manufacturing cans for canning companies at the rate of 1,200,000,000 a year, an increase of 500,000,000 on the annual output eight years ago. The Civil War gave impetus to the canning industry, and a decade later experiments were made in every direction and meats,

vegetables and other American products went in cans to the remotest parts of the earth.

Inspectors of feedstuffs in North Carolina find that a very heavy proportion of the commercial feedstuffs offered for sale is adulterated. Of 37 samples of wheat bran examined, 10 contained corn bran. Of 123 samples of cotton seed meal examined, 21 samples were below the legal standard as to the amount of protein required. The first report under the new law points out that while corn bran, rice chaff, ground corncobs and peanut hulls may not be deleterious, yet when mixed with better feeding stuffs, without proper label, they ought to be regarded as adulterants. Examinations now show that such materials are being largely used in the stock feeds for sale in the State.

Great Britain consists of some 50,000,000 acres of land, besides water and foreshore, and of that area 45,000,000 acres are utilized for the purposes of agriculture and stock-keeping.

Pasture land and mountain and heath land used for grazing show a gradual increase, while arable land exhibits a corresponding reduction.

Yet the price of wheat in the past decade, to which the figures relate, has not decreased, but on the contrary shows a recovery from the level of 1894.

The Premier of New South Wales is said to have set aside 50 farms, varying from 200 to 300 acres, in the best district of New South Wales, which will be allotted to the first British applicants. These are improved freehold farms, all ready for the plough, at a cost of 2s. to 3s. per acre per annum, paid over a series of years.

According to the report of the Royal Commission on Immigration which was appointed by the Government of Western Australia, there are in that region 148 million acres of land suitable for the cultivation of wheat. The granary of the empire will have to be further extended.

The wholesale grocers of the State of New York are getting alarmed at the extent of business done between manufacturers and buying combines formed by retailers. They are endeavoring to stop the spread of the movement by compelling the manufacturers to sign an agreement not to supply the retailer di-



UPTON'S

New Season

Jams, Jellies

and

Orange Marmalade are fine.

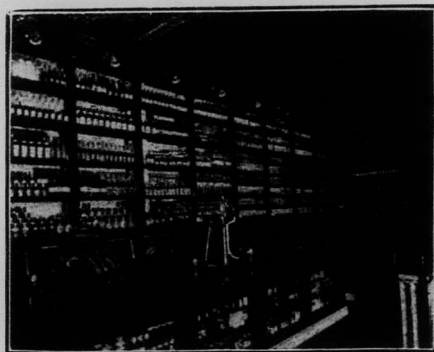
They are made from fresh fruits that come direct from grower to preserver.

DON'T PAY FOR DUST.

There's dust in most teas. You know that. Some of those "dusty" teas are on your shelves, though. They may sell, but you lose in the long run.

Blue Ribbon Ceylon Tea

is free from dust. Its scientific handling accounts for that. Add to Blue Ribbon Tea's other virtues the "dustless" virtue and—where is there a superior tea? Red Label line is a first-rate seller. Get it.



A "Walker Bin" Interior

MEANS

- EFFICIENCY** of service.
- ECONOMY** of space, time and labor.
- CONVENIENCE** to dealer and customer.
- CLEANLINESS** that prevents waste and loss.
- INTERIOR DISPLAY** that encourages buying.

WRITE FOR ILLUSTRATED BOOKLET.
"Modern Grocery Fixtures"



THE WALKER PIVOTED BIN & STORE FIXTURE CO.

Factory: BERLIN, ONT.

516 BOARD OF TRADE, - Toronto, Ont.

Tartan BRAND

When in a hurry for goods, or for information, our
Phones are

1996 and **1997**—Sample Room

1804—Shipping Office

596—Long Distance

BALFOUR & CO. : Wholesale Grocers, : HAMILTON

New Fruits in Stock—

FANCY ELEME TABLE FIGS—

Our first shipment received this week comprises 10, 20, 30 and 40-lb. boxes. In 1 3/4, 2, 2 1/4, 2 1/2 and 2 3/4-inch Figs—also some 1-lb. glove boxes.

QUALITY VERY DESIRABLE. ORDER AT ONCE.

VALENCIA RAISINS—

Our first shipments are in store. We are quoting close figures on all well-known brands for November shipment.

CURRANTS—

WE ARE THE RECOGNIZED HEADQUARTERS. Special prices on 1904 crop for immediate shipment. Get our quotations on our well-known brands of cleaned fruit for shipment upon arrival of new currants.

RAW SUGARS—

Just passed into stock several cars.

These sugars are scarce and are worth more than our quotations.

MUSCAVADO RAW—A bright free sugar—an especially desirable grocery sugar.

BARBADOES CRYSTALS—Bright Sparkling Crystals—particularly suitable for bakers' use.

THE EBY, BLAIN Co., LIMITED

WHOLESALE GROCERS, TORONTO

BUSINESS PERSONALS.

RYERSON BROS., wholesale fruiters, Brantford, Ont., are about to enlarge their Durham street warehouse to double its present capacity. Increased business makes an immediate extension of their premises imperative.

Knight & Farrar, butchers, Brandon, Man., have sustained loss by fire.

W. Eddy, grocer, Toronto, Ont., has sustained slight loss by fire, but is fully insured.

Joseph Warren, general store, Pointe a Pic, Que., was burnt out. He is partially insured.

Mr. G. Ruppel, Elmira, Ont., has been having a few days vacation and took in the Glen Allen races.

Mr. Anthony Ruggel, Floradale, Ont., has been having a few days vacation and visited the Glen Allen races.

Mr. Maurice Lowe, of the fruit importing house of North & Lowe, London, Eng., is visiting Halifax, N.S., in the interests of his firm.

Daw Bros., Roseneath, Ont., successors to R. A. Elliott, are greatly improving the store and show remarkable prospects for a very fine business.

Mr. John Lefebvre, representing the Ozo Co., Limited, Montreal, is making a tour through the Maritime Provinces in the interests of the company.

C. L. & F. Ayerst are about to establish a wholesale packing business at New Westminster. They have recently come to Vancouver from Seattle.

Mr. W. H. Armitage, Church and Carleton, Toronto, has recently refitted and renovated his store throughout and has brought it completely up-to-date.

Mr. B. Downham, Chatham, Ont., has purchased land for the purpose of erecting a large creamery. It is expected that he will pay out to farmers some \$35,000 yearly.

The **Canada Malting Co.**, of Toronto, has taken out a building permit at Winnipeg and intend erecting a brewery estimated to cost upwards of \$85,000, to be erected near the C.P.R. tracks.

Mrs. Elizabeth Tilly, Toronto, has been granted permission to erect a two-storey brick store for a grocery business and two dwellings at the southeast corner of Augusta and Oxford streets.

Mr. R. H. Toye, Kingston, Ont., is about to establish a wholesale confectionery business in conjunction with his retail trade. He has had an attractive

sample room fitted up in his existing office.

James Brackley, 998 Dovecourt, Toronto, is enlarging his store to about twice its present size, and is putting a very fine plate glass front in and when finished will have an up-to-date establishment.

Mr. A. H. Allen, manager of the Frankford Canning & Packing Co., Frankford, Ont., was a visitor to Montreal this week, calling upon the trade in company with **Mr. J. H. Maiden**, local representative.

The **Western Milling Co.**, Moose Jaw, are about to erect a 20,000 bushel elevator at Macleod, when the railway is extended into the town it is their intention to erect an additional one with capacity for 50,000 bushels.

The grocery trade will regret to learn that **Mr. F. F. Dalley** of the F. F. Dalley Co., Hamilton, Ont., has been compelled to undergo an operation for appendicitis. He has passed the ordeal, and is reported in a fair way to recovery. It was a very close call. His many friends no doubt hope for his speedy recovery.

T. Long & Bro., Limited, Collingwood Ont., sustained damage by fire to their store to the amount of \$60,000. The wholesale portion of the business was untouched and will continue uninterrupted. The loss is fully covered by insurance.

THE CENTRAL CANADA EXHIBITION AT OTTAWA

THE eighteenth year of the Ottawa Central Canada Fair has been concluded and the Exhibition had prosperity unfolded to it in every way. The weather was fine and the best days of the Fair were perfect Autumn specials—clear and cool, and just enough of the radiant September air in them to stimulate everyone. The Fair again accentuated the growth of the manufacturing and commercial interests of the Dominion, and especially did it illustrate the importance of Canada's capital as a centre of activity growing in importance from year to year.

Ottawans are justly proud of their exposition. They are, to begin with, proud of their city as a political centre, and there is, in addition, a tone about Ottawa that is peculiarly its own. For instance, there are the traditions of Confederation, the distinct atmosphere of Federal politics, the life of a capital—like Washington—a little world within itself; in fact Ottawa has fashion and memories entirely its own. All these elements combine to give the place a tone, and all this is more or less interlaced with the Exposition.

The beauty of the city is remarkable, with the Parliament buildings and the magnificent Chaudiere Falls, all with their incidental attractions, shaded by the development of man-made accessories.

When it is remembered that on the best Fair day 45,000 people passed the turnstiles, a small city in itself as far as numbers are concerned, Ottawa and its Fair may be said to be hand in hand in their drawing powers.

Never has Ottawa seen a better Fair, and never have the results vindicated it so strongly by the shekels in the exchequer. Secretary McMahon and all the officials are again worthy of congratulation, for the different departments were most creditably managed.

The Main Building.

No better arrangement and no fuller complement has ever been in this famous Aberdeen pavilion, named after the honored former Governor-General, for in every part the exhibits were nicely placed and copiously represented. A high order of excellence marked all the displays, and those who took part were rewarded by the magnificent attendance.

It was noticeable that only one chocolate company was present, namely, the Tobler Co., represented by McClure & Langley of Toronto. The old favorites, Cowan's and the D. R. Perrin Co. were missing.

The well-known Bovril Co.'s fine show of previous years was, to use an old phrase, conspicuous by its absence. The tea trade was again absolutely neglected. Cereal foods were fairly shown, but not with aggression that would excite unusual attention either from the press or the public. Malta Vita certainly gave away many packages of their goods, and Shredded Wheat distributed many samples, but there was no attempt to splurge.

Soap companies were noticeably absent, and the Comfort people were the only firm represented. They are referred to elsewhere.

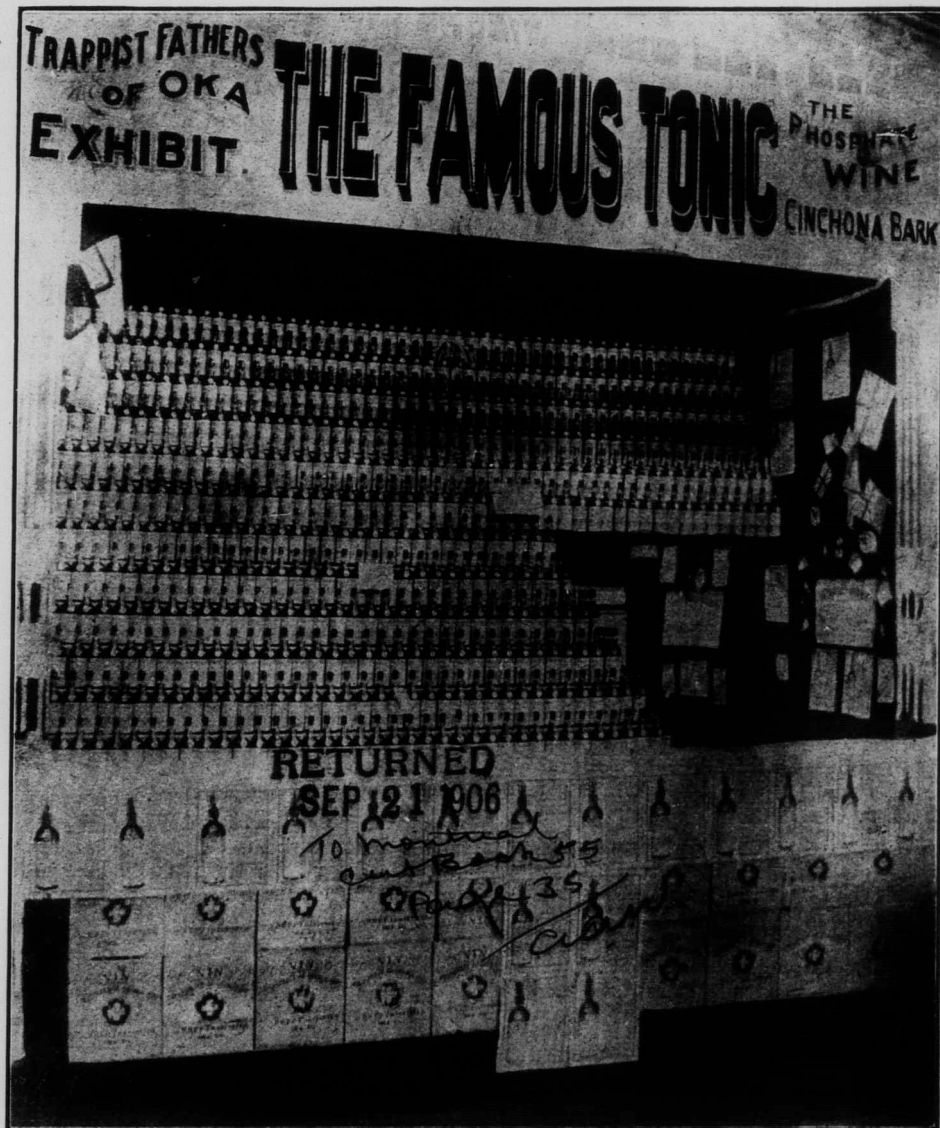
The Berliner Gramophone and the various piano makers were well represented, and these were pleasing parts of the great Fair.

Machinery Hall.

Over in this hive of activity the various machinery houses of Canada were

Carriages were displayed in great profusion—fashionable buggies with rubber tires and big comfortable rigs that delighted the eye of the well-to-do farmer.

Grimm's famous sap evaporator attracted many farmers, and the Chapman Double Ball Bearing Co. also had a fine show. There were also fire extinguishers of which the "Diamond" seemed to take the most attention. It was displayed before the grand stand and delighted everyone.



Ottawa Exhibition—"Oka" Wine Exhibit.

represented. Threshers and manure-spreading machines, also labor saving devices for farm uses were to be seen.

Every man with a bucolic instinct took to the Machinery Hall, and there he heard the latest news regarding improvements that were going on in the busy world, while the mighty harvests of Canada were being housed.

The Tonic Wine of Oka.

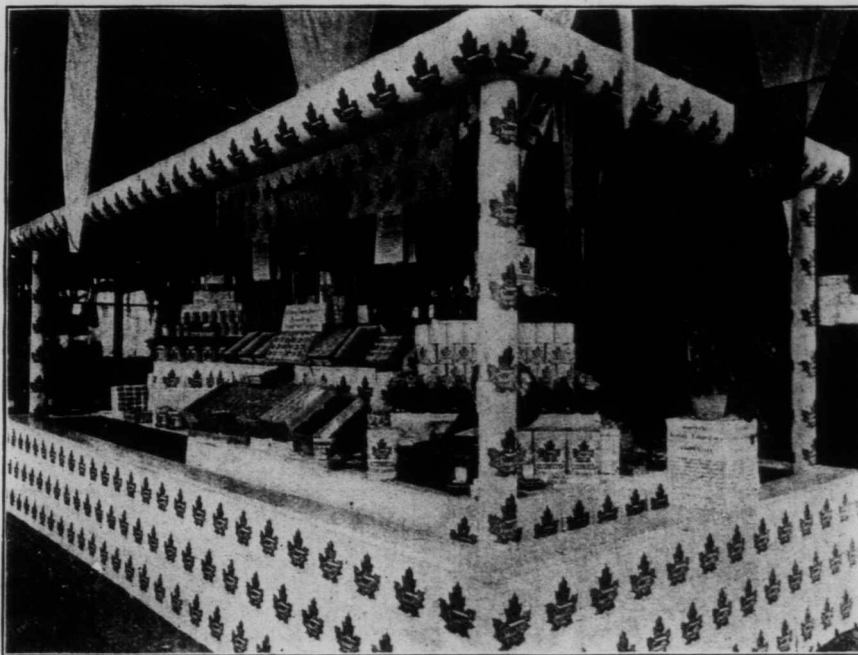
A novelty at the Fair was the exhibit of the tonic wine made by the famous Monks of Oka. The discovery of this wine has been handed down from the ages and the secret of its purity and excellence remains still in the hands of the conscientious and hard working

Monks. Up to recently they were opposed to the disposal of the wine for commercial purposes, and kept it for years within their own sacred set. Business men, however, have succeeded in inducing the Monks to sell certain quantities, and Messrs. Motard, Fils & Senecal, of 5 Place Royale, Montreal, have secured the sole agency for the wine. It contains tonic properties such as the quinine bark alone can give; then the strength and nourishing qualities of the wine are equal to the finest rare old port or sherry. Rates are quoted on application for cases and bottles. The wine is unequalled for invalids, and is a delightful beverage for all classes and all ages. It gives health and strength, and offsets colds and fevers. In fact it is a wine endorsed by medical men wherever it is used.

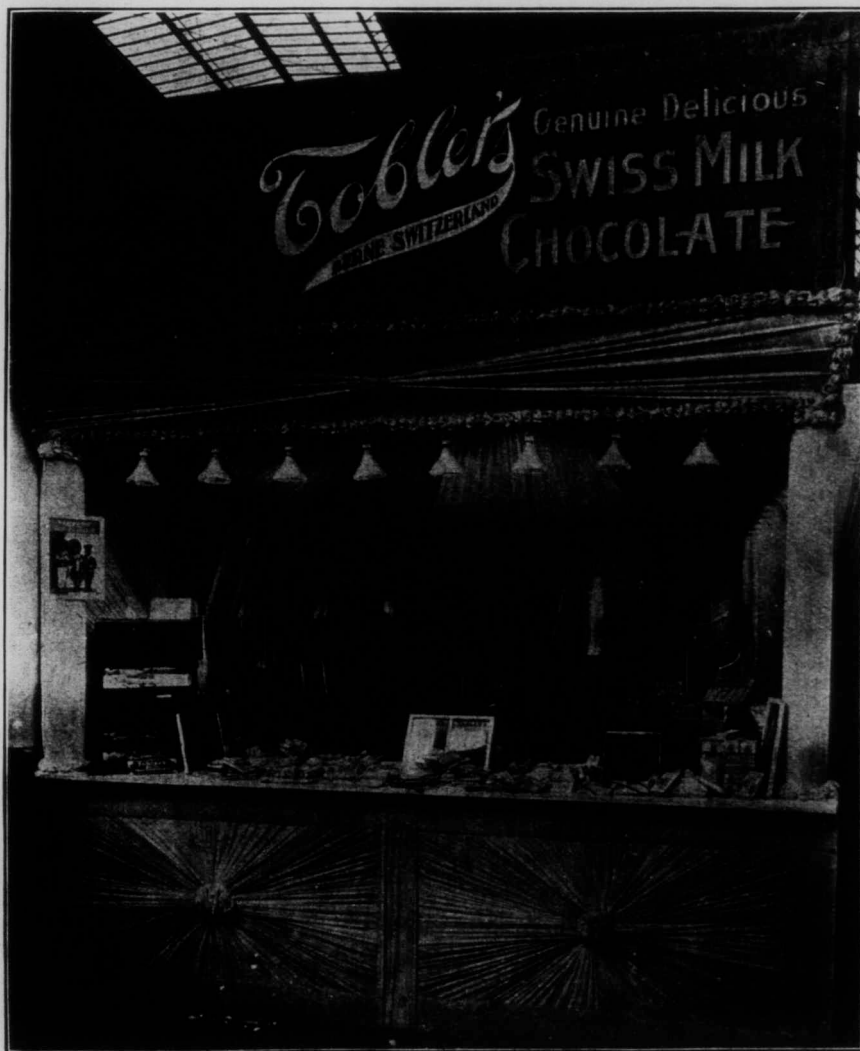
The exhibit was very pleasing, and attendants made the goods known by the judicious distribution of circulars and samples.

Tobler's Chocolate Display

In the centre of the Main Building was to be found a handsome exhibit of chocolate by Tobler & Company, whose confection is known the world over. The display was in charge of Mr. T. F. Bradley, who is the representative of the firm for the Ottawa district. The public was attracted to the Tobler choco-



Canada Maple Exchange Exhibit.



Ottawa Exhibition—McClure & Langley's Exhibit.

late stand by the many diplomas won at the great fairs of the world. The chocolates carried off honors at St. Louis Fair, Toronto and St. John, N.B., and scores of other exhibitions. At the present time the Tobler goods are represented at forty exhibitions in Canada and the United States. The famous brand of chocolate is selling in every continent of the world. The Tobler chocolate is made of finest cocoa, pure sterilized milk and sugar. These ingredients are combined by a special scientific process at Berne, the capital of Switzerland. All orders for this delicious chocolate will be attended to promptly by Mr. Bradley, who may be reached by post card or otherwise at his Ottawa address, 100 Waverley street. Tobler's chocolate, both in tablets for eating and in powder for cooking, is considered a first-class nourishment, strongly recommended to all.

The Canada Maple Exchange.

Once more Mr. Small, of the Canada Maple Exchange, scored a big hit at Ottawa. His chief booth was this year located in the building nearer the gate, where the honey and dairy produce were situated. However, he had a booth in the Main Building, and both were doing excellent business. The arrangement of the decorations was in the usual good taste of the originator of these delicious maple products. Then to back up the purity of the products, and the merits which go without saying, Mr. Small had the assurance of having won all the medals offered for maple products in Canada this year. Then the daintiness of the packages of all sizes and in many varieties impressed the visitor. The maple leaf so strongly marked on the boxes and the tins tended to stamp everything as distinctly Canadian, and brought a thrill of pride to many a visitor to the Fair. No other manufacturer has been able to equal the Small products, in fact for purity and excellence the Small maple goods stand unrivalled to-day. The

manufacturers have studied the latest hygienic methods of preparation, and the sugar is put up in neat tin jars and other goods are equally well protected from dust and dirt of any description. Every package bears the certificate of a Quebec analyst guaranteeing the purity by official law.

Snowdon, Forbes & Co.

One of the very nicest and most practical exhibits at the Fair was that of the now famous "Bee Brand" goods owned and manufactured by Snowdon, Forbes & Co., Montreal. From small beginnings this firm has grown to be one of the largest of its kind in Canada, and their large and growing trade extends from ocean to ocean. The display was in the form of a fine brown painted rustic Summer house which was latticed

The display was the talk of the Fair. Snowdon, Forbes & Co. have built up an enviable reputation for promptness and fair dealing, and to-day are among the leaders of the young generation of Canadian manufacturers.

Gowans, Kent & Co.

Gowans, Kent & Co., Toronto, were eligibly located on Queen street with sample rooms and a handsome display of crockery, fine glassware and vase work of manifold descriptions was to be seen. All kinds of fine English and French china and fancy art goods were on exhibition. This served a first-class opportunity to the trade to look over some fine goods such as travelers do not carry on the road. Large numbers of visitors took advantage of the accommodation, and many orders were placed.

Beautiful, Cacouna and Matapedia Valley. There was also a handsome photograph of Canada's train, the Maritime Express. This train runs daily except Saturday between Montreal, St. John, Halifax, and the Sydneys. Too much cannot be said about the excellence of the sleeping and dining car service along this route. The stream of tourist traffic is increasing rapidly and patrons of the Government railway are always accommodated in the most excellent fashion. People who love to hunt are able to find abundance of moose, caribou and deer, while the streams abound in salmon and trout. These valuable resources of the hunting arena were represented by a tastefully arranged gallery of pictures. The large black bear and cub was one of the strong attractions of the Intercolonial exhibit. The exhibi-



Ottawa Exhibition—"Bee Brand" Exhibit.

and trellised so as to look like a glimpse of fairyland having Chinese lanterns of odd shapes, flowers, vases and pictures, silverware and a bewildering profusion of Bee goods all stamped and labelled as obtainable by using Bee Starch or Bee something else, including the long list which is so carefully described in the elaborate catalogue. The new plan of endless chain is that by saving the coupons it is possible to buy brass beds, dishes, silverware and almost any household article at about fifty per cent. less than they can be bought for in the regular way. Then there is the guarantee of the quality of the goods on the strength of the money back system which is in itself unbeatable.

George A. Mann, who is the eastern representative at Montreal, was there to welcome the visitors, and some interest was aroused among the travelers inasmuch as there is some probability of Mr. Mann becoming a candidate for the presidency of the Dominion Commercial Travelers' Association.

Intercolonial Railway

The exhibit of the Intercolonial Railway occupied over a thousand square feet of wall space at the east of the main building. Among the large photographs which have won the admiration of thousands of people since they were installed were pictures of hunting and fishing scenes at Murray Bay, Bic the

tion goods were in charge of Mr. A. E. Barton, of Moncton, who was appointed nearly ten years ago. He distributed plenty of literature about the fishing, hunting and Summer resorts of the territory served by the Government railway. Lately the I.C.R. has been gaining greatly in popularity. Its passenger and freight service has been wonderfully improved and its trade noticeably increasing. It is one of the best of the roads to the sea and passes through a country where the scenery is unsurpassed. Every mile reveals to the passenger new scenic beauties and a journey over this popular road in its comfortable coaches cannot but be a source of pleasure and delight.

"AUTUMN LEAF" BRAND

CREAM SUGAR CORN

May cost more, but it is worth more. Of the thousands of cases that went out last year not one can or tin has ever been reported as poor or swelled. How many brands have that record? Now, our Process is the Maine Style, whereby the corn is cut fine and the Cream scraped from the cob, thereby the delicious flavor is retained and the corn has a creamy appearance that cannot be obtained by the old style coarse-cut. We affirm that we have to offer a few thousand cases of the Fanciest Corn ever put in this or any other country. While we have Tomatoes and Raspberries, and intend packing a full line of CHICKEN SOUPS, CATSUP, etc. We claim the "AUTUMN LEAF" BRAND Cream Sugar Corn leads all others, and Mr. Retail Grocer, it is to your advantage ten to one that you have our BRAND on sale. You are the one we wish to reach. Write us, and we will tell you how you can obtain the best line of Can Goods that is packed, and at prices, quality considered, that you ever handled. We are answering all inquiries as fast as possible. If you are looking for a cheap line of goods do not try ours. We are not in that crowd. We meet them every day that say a can is a can. Do not be misled, you can't fool the consumer. Try the "AUTUMN LEAF" BRAND, AND YOU WILL FIND A CORN THAT WILL PLEASE THE HIGHEST CLASS OF TRADE.

The FRANKFORD CANNING and PACKING CO.,

INDEPENDENT
PACKERS

FRANFORD, ONT.

A. H. ALLEN,
Manager ^{Limited}

The Grimm Mfg. Co.

The Grimm Co.'s exhibit of maple syrup in the dairy and honey building was most attractive. There might be seen tastefully disposed maple sugar and

er. For the athlete it is invaluable, and for the invalid there is no other food to equal it. Children thrive on Beefene, and they get to like it, so that being pleasant to the taste and nourishing the

wa business, and no doubt greater things are in store for this enterprising house. Some handsome new advertising posters and cards will appear shortly that will be noticed everywhere. Girls served thousands of cups of hot Beefene daily. This firm took a diploma at Ottawa.

The American Dressing Company.

Situated just beside the Beefene exhibit was the display of the American Dressing Co., of Montreal, also represented by Mr. Shaw. Success was written all over the goods, which were arranged in just the best possible way to please the visitor and attract the attention of the passerby. Shoe and leather dressings of all descriptions were there, and the merits of the different articles of use were described by the attendants, and all under the personal supervision of Mr. Shaw himself. The famous Vit shoe polish is a great winner and unique because no liquid is necessary to use it. A.D.C. polish won the highest awards at the Glasgow Exhibition, also at Paris in 1900. It is a paste which does the work of both liquid and paste, and will not soil the most delicate garment. The polishes of the American Dressing Co. vary in style and character to suit the purse of all classes, and the quality is always the best.

The A.D.C. polishes are the famed ones, and have been before the public 14 years. This firm handles the Diamond Harness Dressing, and took diploma at Ottawa Fair.

MILLING PLANT ACQUIRED.

Nicholson & Bain, of Winnipeg, have bought a half interest in the Pilot Mound milling business formerly conducted by Dow & Curry. The firm will now be known as the Dow Cereal Milling Co., and their entire output will be handled by Nicholson & Bain, who are selling agents for so many important firms. In Calgary, of course, Nicholson, Bain & Johnston will act in a similar capacity. The output of the mill will consist of rolled oats, pot and pearl barley, granu-



Grimm Manufacturing Company's Exhibit.

symp neatly put up in parcels to suit the different commodities. The goods were sold over the counter, and all who purchased recalled the fine goods and the excellent testimonials given of the purity of the stock by the exhibit of last year, wherein old and new methods of sugar making were exemplified.

The company has pushed its business to the four corners of the globe, and the trade at Ottawa only tended to emphasize the good taste of the visitors to the Fair.

The sap evaporator exhibited by this company in the Machinery Hall was the talk of the farming community, and many of these convenient machines were sold.

The Beefene Display.

The popularity of Beefene as a fluid was again emphasized at the Fair. A most artistically arranged booth was fitted up and rows of bottles of the fluid beef were disposed neatly on shelves one above the other so as to give a pyramid effect. The huge bottles on the side called forth surprised remarks from the many thousands that passed by the exhibit.

Admirably located near the front door the display was a constant attraction. Careful attendants were busy serving literature describing the wonderful merits of the fluid beef. The Beefene is strong and nourishing. It makes weak people strong and strong people strong-

food has the unexcelled advantage of a doubleheader. The medals won by the Beefene manufacturers are solid and creditable, while the record of sales is

the best testimony to its popularity.

Mr. C. Hugh Shaw, the untiring representative, made many new friends at Ottawa, and certainly his painstaking energy would win success for any firm. He has made a big success of the Otta-

lated standard meal, corn meal and similar products. Eastern houses wanting quotations on rolled oats delivered will be furnished with same on application to Nicholson & Bain, Winnipeg.



Ottawa Exhibition—"Beefene" Exhibit.

Baking Powder.

Gillett, E. W., Co., Toronto.
Maiden, J. H., Montreal.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.

Canadian Shredded Wheat Co., Niagara.
Christie, Brown & Co., Toronto.
Colson, C. E. & Son, Montreal.
Cowan Co., Toronto.
Greig, Robert Co., Toronto.
Hunt, Harry W., Toronto.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.
Turner, James, & Co., Hamilton.

Canned Goods.

Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Cannery, Limited, Hamilton.
Eby, Blain Co., Toronto.
Frankford Canning and Packing Co., Frankford, Ont.
Old Homestead Canning Co., Picton, Ont.

Cash Registers.

National Cash Register Co., Dayton, O.
Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.

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

Clothes Lines.

Hamilton Cotton Co., Hamilton.

Cocoa-nut.

Downey, W. P., Montreal.

Cocoas and Chocolates.

Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Klaus-Rose & Laflamme, Montreal.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M. Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Tippet, A. P., & Co., Montreal.
VanHouten's-J. L. Watt & Scott, Toronto.

Collecting Agency.

Tew, Richard & Co., Toronto.

Computing Scales.

Dean & McLeod, Hamilton.

Concentrated Lye.

Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.

Borden's-Wm. H. Dunn, Montreal.
Ewing, S. H. & Sons, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.

Kaufmann, W. P., Toronto.

Crockery, Glassware and Pottery.

Campbell's, R., Sons, Hamilton, Ont.
Foster Pottery Co., Hamilton, Ont.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.

Bates Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance.

Bradstreet Co.

Fish.

Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Lucas, Steele & Bristol Hamilton.
Tippet, A. P., & Co., Montreal.
White & Co., Toronto.
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.

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

Fly Pads and Paper.

Wilson, Archdale, Hamilton, Ont.

Foreign Importers.

Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyl, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits-Dried, Green, and Nuts.

Adams, E. E., Leamington, Ont.
Burgess, W. O., Queenston, Ont.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
James, F. T., Co., Toronto.
Kinneer, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Paimenos, Th. J., London, Eng.
Ratray, D., & Sons, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Smith, Tom, Toronto.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.

Cox, J. & G., Edinburgh, Scotland.
Rypp, Arthur P., & Co., Toronto.

Grain, Flours and Cereals.

Eby, Blain Co., Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kinneer, Thos., & Co., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McLeod Milling Co., Stratford, Ont.
Sutcliffe-Muir Milling Co., Moosomin, Saskatchewan.

Grocers-Wholesale.

Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie, Montreal.
Kinneer, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.

Enterprise Mfg. Co., Philadelphia, Pa.
Coles Mfg. Co., Philadelphia, Pa.
Grocers Engineering Co., London, Eng.

Hides, Skins, Etc.

Page, C. S., Hyde Park, Vt.

House Insect Destroyer.

Common Sense Mfg. Co., Toronto.

Infants' Foods.

Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, etc.

Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.

Batger's-Rose & Laflamme, Montreal.
Greig, Robert, Co., Toronto.
Imperial Extract Co., Toronto.
Hudson, Hebert & Cie, Montreal.
Klovah Jelli's-Sutcliffe & Bingham, Toronto.
Lipton's-Creed, J. S., Halifax, N.S.
Lucas, Steele & Bristol, Hamilton.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Southwell's-Frank Magor & Co., Montreal.

Knife Grinders.

Ontario Supply Co., Owen Sound.

Manufacturers' Agents, Brokers and Commission Merchants.

Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Hazard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Leake, J. W., Scarborough, Eng.
Mason & Hickey, Winnipeg.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Radiger & Janion, Victoria and Vancouver, B.C.
Ratray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P., & Co., Montreal.
Tucker, E. St. G., Halifax, N.S.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.

Bates Mfg. Co., Toronto.
Wetley J. H., St. Catharines.

Oils.

Queen City Oil Co., Toronto.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.

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

Pickles, Sauces, Relishes, Etc.

Capstan Mfg. Co., Toronto.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson-Rose & Laflamme, Montreal.
Purnell, Webb & Co., Bristol, Eng.
Sutton, G. F., Sons & Co., London, Eng.
Taylor & Pringle, Owen Sound.
Tippet, Arthur P., & Co., Toronto.

Polishes-Metal.

Oakey, John, & Sons, London, Eng.

Polishes-Stove.

James' Dome, W. G. A. Lambe & Co., Toronto.

Morse Bros., Canton, Mass.

Refined Cider.

Wilson, W. H., Co., Tilsonburg, Ont.

Salt.

Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart, & Co., Montreal.

Soups.

Albert Soaps, Montreal.
Duncan, Co., Montreal.

Soda-Baking.

Church & Dwight, Montreal.

Starch.

Braunford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Montreal.
St. Lawrence Starch Co., Port Credit.
Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.

Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup-Rose & Laflamme, Montreal.
Ratray, D., & Sons, Montreal.
Smith & Schipper, New York.
'Sugars' Limited, Montreal.
Warren Bros. & Co., Toronto.

Teas, Coffees, and Spices.

Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Capstan Mfg. Co., Toronto.
Ceylon Tea Traders' Ass'n.
Codville & Co., Winnipeg and Brandon.
Creed, J. S., Halifax, N.S.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinneer, T., & Co., Toronto.
Mokara Mills, Montreal.
Salada Tea Co., Montreal and Toronto.
Sloan, John, & Co., Toronto.
Standard Spice Mills, Hamilton.
Wood, Thos., & Co., Montreal.
Warren Bros., Toronto.

Vinegars.

Wilson, W. H., Co., Tilsonburg.

Washing Compound.

Douglas, J. M., & Co., Montreal.
Fairbank, N. K., Co., Montreal.
Gillett, E. W., Co., Toronto.

Wines and Liquors, etc.

Bates Mfg. Co., Toronto, Ont.

Woodenware.

Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.

Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.

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

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"Lion" (Boulter)

"Grand River" (Lalor)

"Horseshoe" (Bowlby)

"Maple Leaf" (Delhi)

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Etc.

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NEW ADVERTISEMENTS.

Tew, Richard & Co., Toronto.
McLeod Milling Co., Stratford, Ont.

DISHONEST PACKING.

THE immense advantage of adopting the "marking" of all market produce has just been demonstrated in a most absolute way. The Canadian Grocer has been continually pressing the importance of this, and a case which has just come to light is convincing proof of its utility.

Mr. J. W. Woods, general manager of Gordon, McKay & Co., Toronto, purchased a basket of what looked like "fine ripe Duchess apples," but upon examination it was found that the bulk consisted of "Scrubbed Greenings." Mr. Woods rightly looked upon it as a most serious matter and at once communicated with the secretary of the Board of Trade. The fruit inspector was sent for and the matter was handed over to his care.

In this case the name of the packer was clearly marked on the basket, so that it was an easy matter to trace its

origin and thus made the task of the inspector an easy one.

The bringing to light of this case has led to the exposing of a good deal of deception in the packing of fruit. One prominent citizen remarks that he recently purchased at a high price what he supposed was a basket of highest grade peaches but found that the bulk was composed of very indifferent fruit.

Another retailer reports that he recently purchased 24 baskets of tomatoes from St. Catharines district; from their appearance they looked like excellent fruit, but when opened up for sale, the bulk were composed of stunted and green fruit. In his case he made vigorous protest and succeeded in getting an allowance.

Another citizen also says that when he was in Manchester he was invited by a commission merchant to inspect a consignment of apples which had arrived from Canada. Each end of the barrel was composed of beautiful fruit with a filling in the centre of about a bushel of the rankest kind of scrubs. He remarks that he was ashamed when he looked at them of his own country.

It would appear that this question is not looked upon with a severity that it really deserves.

Both shipper and packer are liable by law for false packing and one would think that the dealer would certainly use the greatest scrutiny in order to secure himself. As it is, however, dealers appear to be quite satisfied by merely insisting upon an allowance from the packer after they have received complaints from their customers.

In the interests of the general public it is necessary that strong measures be taken to secure the honest marking of all market produce and any infringement should be at once reported to the inspector and prosecution immediately proceeded with. Only by the rigorous enforcement of the law can healthy conditions be maintained.

It is said that there has been trouble heretofore in obtaining convictions from the police court magistrates, but we cannot be made to believe that where the law has been violated our judicial Bench would fail in their duty.

This is a large question and concerns not only our home trade but if indifferent packing is allowed to continue it will have an ultimate serious effect upon our export trade.

A SHARP PRACTICE.

A CUSTOM has been prevalent amongst the British Columbia salmon packers of packing quite a number of cans of the lower grade of salmon for shipment to England unlabelled. A report current, which has received a good deal of credence, is that

upon reaching England these cans are labelled so as to pose in the market as Fraser River product. It is claimed that a good deal of damage is done to the Fraser River trade by this means, as it is from the northern canneries that most of the unlabelled cans are despatched.

At the meeting of the Fishery Commission the matter was brought up for discussion and it was proposed that the next sitting of the Legislature be asked to pass a bill to the effect that all salmon leaving the Province must have the canner's name and the location of canning clearly stamped on the can.

It is to be hoped that something on these lines will be adopted. The false labelling and marking of products has been far too prevalent, not only from the financial aspect but also in the interests of both the consumer and producer.

It is only right and proper that the consumer should have a means of knowing the origin of his purchase, and it is clearly to the interest of the producer that his product should be open to identification at any time after leaving his factory.

The only one to object is the packer of inferior goods and it is in the interest of healthy commerce to put a stop to such men.

A JUDICIAL BOYCOTT.

IT is with a degree of hesitancy we approach the judicial salary problem, and it is only the important bearing it has on every branch of industry which has led us to express our views with regard to the salary question of judges. The latest developments of this much vexed question must be somewhat perplexing to the lay mind.

That lawyers themselves should take the initiative in seeking to prevent one of their number returning to his practice after having resigned his seat on the judicial Bench is, to say the least, astonishing. One would rather have expected to have seen the fullest expression of sympathy from those who may at any moment find themselves in a similar position.

It is but natural that every right-minded individual should covet the highest point of eminence in this profession and doubtless it is the fascination of the woosack which makes that the ultimate goal of the legal aspirant, but little satisfaction can accrue when it is discovered that renown must be gained by considerable financial sacrifice.

The effect of this boycott can only aggravate the situation. We understand that already several of the ablest lawyers in practice have declined the position now vacant, and if it becomes a fact that promotion to the judicial

Bench means complete and final severing of the former links with their clients it is not at all improbable that we will have to face a famine of judges.

Further, it is self-evident that we Canadians have not yet elevated our "professions" to the platform of prestige which is absolutely necessary for the "dignity of office." To those who have had any measure of foreign travel, the position of the "professional" man in Canada forms a strong contrast to what is seen in European centres. There, it will be noticed, the "professional" man, whether it be legal, medical, or religious, carries with him the dignity and authority which is absolutely necessary to his respective sphere.

We would have expected that a society with such affinity and unity of thought that is expected from a legal brotherhood would have taken this question up with a view to securing a final issue which would have completely obliterated the possibility of the recurring of such a deplorable event as this voluntary surrender of an exalted position for one of less eminence.

The nearer a high order of civilization is approached the greater the obligation of the citizen becomes, and the higher the citizen is in the social scale the greater the necessity for him to be able to maintain dignity and prestige; this cannot be done unless the individual's finances are sufficiently large to not only relieve his mind for the present moment but to secure an assurance of financial competency for the rest of his days. Better advised it would have been had the society drafted a scheme which would have fully met the case and at the same time completely satisfied the judicial requirements, thus removing the possibility of misunderstanding in the future.

A RECORD EXPORT SEASON.

EVERYTHING indicates that the present year will close a record one for the port of Montreal. Upon the opening of navigation in May the outlook for foreign trade was by no means bright and many merchants looked forward to the year's trade with mingled feelings of doubt, but the season has turned out remarkably well. Shipping men, too, predicted a dull season, for there seemed little cargo in sight. But these anticipations fortunately have not been realized.

In grains the total is considerably in advance of last year. Corn last season was exported from Montreal (between the first of May and the first of July) to the amount of 335,000 bushels, while in the same period this year the exports have run up to 2,000,000 bushels.

Barley was exported to the extent of 515,000 bushels from the opening of nav-

igation to the first of July this season, as compared with only 79,000 bushels for the corresponding period of 1904.

Canada continues to advance in her cheese and butter trade, and indications point to a great season for both products. From the opening of navigation to the first of July, the exports of cheese from Montreal amounted to 351,805 boxes, as compared with 332,683 boxes for the corresponding period of last year. In butter the increase in exports is equally as large, the total amount this year up to the first of July being 55,110 packages, as compared with 43,166 packages for the corresponding period of 1904.

A further comparison for the 1904 year's trade with that done four years ago reveals a most remarkable increase. In 1904 butter shipments in the aggregate reached 556,850 packages against 261,768 for 1900, whilst the increase in cheese for the same period is some 200,000 boxes.

The export cattle trade is in an unsatisfactory condition. The exports have fallen on nearly 4,000 head since the opening of navigation, as compared with last year. The decline in this trade is due to the abnormally high prices at which the animals are held on this side of the water. As a matter of fact, butchers right here in Canada are today paying as much for their cattle as their London brethren.

There is also an enormous trade growing up in all lines of produce. Lard, ham, and eggs are all well to the front in their interest to Montreal exporters. Many fruit lines, too, are making remarkable increase.

The improved cooling rooms, cold railway cars, and the refrigerating chambers installed in a large proportion of the ocean steamships of the principal lines now insure the delivery in the United Kingdom of Canadian dairy products and fruit in prime condition, and have given an enormous impetus to the business of the many firms who are engaged in the commission business. Science has made such improvements in the practical method of applying refrigeration that every up-to-date firm is now in possession of cold storage facilities which enables it to do justice both to the producers from whom it buys and to the British consignees to whom the majority of such exports goes in ever-increasing quantities.

There is no longer any need to rush shipments at a time when excessive exportation might mean a loss to their country clients, for within the walls of their magnificent warehouses exist the opportunities for storing for long or for short periods thousands of tons of every species of the dairy, fruit and canning

industries in just the temperature best suited to its preservation in good condition.

No one should know better than the Montreal merchant how entirely the extension of his business connections in the United Kingdom is dependent upon the uniform standard quality of the article he sends, and consequently no care should be spared that every detail of transshipment and storage shall be supervised with a keen eye to the mutual interests of which he is the guardian, and upon whom the brunt of failure most seriously falls.

To build up a reputation as an exporter of goods, up to sample and consistently well packed and selected, should be the ambition of every firm engaged in the business. To this end the co-operation of the grower, the railway and steamship companies has also to be enlisted, and their friendly rivalry is becoming increasingly successful. Out of the hundreds of thousands of tons shipped between May and November it is a rare occurrence to hear of any serious condemnation taking place after the goods reach their distributing centres.

THE DOMINION EXHIBITION.

ALL the fruit-growing districts of B.C. have prepared district exhibits for the Dominion Fair, which began at New Westminster on the 27th. Very good prizes are offered, and a certain sum has been granted in aid of the expenses attached to the preparation and shipping of big exhibits. The very handsome grounds of the association have been improved and the space well laid out to make an attractive place of "Queen's Park," as it is locally known. Indeed, it is really a park, and a very pretty one, too, lying at a considerable elevation above the Fraser River, which it overlooks, and being above the main portion of the city. The new buildings, erected this year, to give special accommodation to the many manufacturing and industrial exhibits offering, are both tasteful in design and neatly finished. They have been wired for lighting at night, and the trial made the other evening showed that as a scenic effect the illuminations were perfect.

Manager Keary and his staff have been busy with the last work of arranging exhibits, and seeing that allotted space is taken by the right people. Mr. Keary says that if the buildings had been three times the size, the space would all have been utilized, so many manufacturers and others asked for allotments. Many had to be given less than they wanted, and many had to go without, as the space was all taken when their applications came in.

WESTERN ASSOCIATION NEWS AND TOPICS

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.; treasurer, Robert Rollins, Killarney; secretary and organizer, W. A. Coulson, Williamson block, Notre Dame avenue, Winnipeg.

Executive: A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Sask.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; W. Ledoux, Arnaud, Man.

Association Sections.

HAMIOTA section includes merchants in following towns: Kenton, Hamiota, Bradwardine, Westwood, Harding and Oak River. Wm. Chambers, Hamiota, secretary.

Gladstone section.—Gladstone, Plumas, Ogiivie, Keyes and Woodside. Mr. Collins of Galloway Bros., Gladstone, secretary.

Neepawa section.—Neepawa, Eden, Arden, McKenzieville, Franklin, Wellwood and Brookdale. J. A. Clare, Neepawa, secretary.

Emerson section.—Emerson, Dominion City, Ridgeville, and West Lynne. Secretary, H. McCaul, Emerson.

Morden.—Secretary, Harry Meikle.
Winkler.—Secretary, Alex. Wilton.

Altona section.—Altona, Gretna, and Rosenfeld. Secretary, W. J. Cobletz, Altona.

Arnaud section.—Arnaud, Otterburne, St. Pierre, St. Malo, and St. Elizabeth. Secretary, W. Ledoux, Arnaud.

Souris.—Secretary, W. G. McLaren.

Napinka section.—Napinka and Medora. Secretary, Mr. Kaiser of Coote & Kaiser.

Minnedosa section.—Minnedosa, Basswood and Rapid City. Secretary, Jas. Campbell, Minnedosa.

Shoal Lake section.—Shoal Lake, Newdale, Strathclair, Kelloe and Salisbury. Secretary, C. E. McGrath of Western Trading Company.

Birtle section.—Birtle, Foxwarren, Rosburn, Binscarth and Russell. Secretary, H. A. Manwaring, Birtle.

In last issue it was explained that the secretary is now busy organizing a new plan of campaign. The various towns in certain districts are now being organized in sections and each section has its own secretary in charge of all local work. In this way friction between neighboring towns may be eliminated as by the division of the country into these sections wide areas are secured in which the same prices for tobacco and staples will obtain. Above will be noticed a list of the various sections now organized, with the towns in each section and the name of the secretary in each section.

In the Hamiota section in addition to the effective work done in regard to selling price of tobacco, referred to in last issue, the local organization has prepared an agreed price for certain staple lines of groceries. All association members in the towns of the Hamiota section have agreed to sell the following goods at the following prices:

Sugar, granulated, 15 lbs. for \$1, per cwt. \$6.25 cash and \$6.50 charged. Sugar, yellow, 16 lbs. for \$1, per cwt. \$5.75. Corn, 2 cans for 25 cents. Peas, 2 cans for 25 cents. Tomatoes, per can, 15 cents. Cheese, per lb., 17 cents. Salt, per barrel, \$2.50. Salt, jute sacks, 50 lbs., 65c. Salt, duck sacks, 50 lbs., 75c. Pickles (Blackwood and Dyson), sour, 90c. Pickles (Blackwood and Dyson), sweet, \$1. Force, per package, 20c, or 2 for 35c. Grape Nuts, per package 20c, or 2 for 35c. Vim, 2 packages for 25c. Orange Meat, 15c and 25c per package. Tobacco, as per printed card prices (quoted in last issue of The Grocer). Spools, 5 cents straight. Price paid for butter in tubs, rolls or bricks, 16c, tubs to be charged for in all cases. Price paid for eggs, 18c per dozen.

This price list went into effect September 13th. Produce prices are subject to change according to market conditions and members will be notified promptly by the secretary.

* * *

In the Gladstone section the following price list was adopted: Sugar, granulated, 16 lbs. for \$1 or \$6 per cwt. Sugar, yellow, 17 lbs. for \$1 or \$5.50 per cwt. Tobacco—All cut tobacco regular 10c to be sold for 10c straight; P. of W. tobacco sells for 10c straight; Bobs tobacco sells for 10c straight; Pay Roll tobacco sells for 10c straight; Jim Dandy tobacco sells for 10c straight; Briar tobacco sells for 10c straight; Currency and Old Tom, 3 for 25c. Salt, per barrel, \$2.50. Salt, jute sacks, 50 lbs., 55c. Salt, duck sacks, 50 lbs., 65c. Rolled oats, 6 lbs. for 25c, 20 lbs. for 75c, 40 lbs. for \$1.45, 80 lbs. for \$2.80. Corn, per can, 12½c. Peas per can, 10c. Tomatoes, per can, 15c. Glass sealers, pints, per dozen, 90c; quarts, per dozen, \$1.20; half-gallons, per dozen, \$1.45. Prices to be paid for butter—Bricks, No. 1, 16c; bricks, No. 2, 15c; tubs, No. 1, 16c, keep tub; tubs, No. 2, 15c, keep tub; tubs, No. 1, 15c, return tub; tubs, No. 2, 14c, return tub. Eggs, buying price 18c, selling price 20c.

In the Neepawa section practically the same schedule of prices was adopted.

* * *

From an examination of the above price lists readers can readily gather what is being done by the association in those districts and what the same organization may effect in their own districts. In framing these price lists there is always a tendency to put prices too high, but it is a tendency which must be vigorously resisted for if it is given free play it will defeat the very objects which the association has in view. Extremes are always dangerous and they must be guarded against carefully, for in the end prices that are too high will incite more competition and prove as disastrous to the trade as the cut-throat prices which have prevailed so long. It is not suggested that the prices quoted above are too high but there is always this danger to guard against.

Only one short month remains now until the date when the association makes its united effort to kill the credit system. From all parts of Manitoba and from many places in Saskatchewan come reports of preparation to make November 1st a red letter day. Some dealers are going farther than the association programme requires and they are announcing a strictly cash system with no mention of credit after April 1st. For instance, Wilfrid Ledoux of Arnaud has been advertising during September the inauguration of a strictly cash system after October 1st. Mr. Ledoux in his first advertisement referred to the large crops which would enable all to settle their accounts and pay cash in the future. He explained that there has been a great change in recent years in the methods of doing business and that the man who buys on long terms is at a disadvantage. He announced that it was his object now to buy and sell for cash only.

"We beg to advise our customers," says Mr. Ledoux in his advertisement, "that we will adopt the CASH SYSTEM on the first day of October, 1905, and will close our books on that date. To those who have not marketed any wheat before that date we will extend the time until October 15th. After that date no goods will leave our counters unless paid for in full. This rule WILL APPLY TO ALL, even our best friends."

It can not be too clearly understood that the association remedy for the credit evil has the enthusiastic support of all the wholesale interests of the west and that the wholesale trade are prepared to exert every legitimate influence to keep in line any faint-hearted merchants who, growing weary in well doing, are disposed to fall by the wayside. An interview with a prominent business man appearing in a daily paper illustrates the attitude of the average wholesale man:

"Will the west be able to pay off all its debts when the big crop is harvested?"

"Will it be able?" was the reply. "It will have to."

Now and then The Canadian Grocer hears from a merchant who is anxious to adopt the association credit proposals but who is afraid that his weak-kneed neighbor will not have sufficient persistence to keep in line longer than a few weeks. All such should remember that the wholesale interests are behind this movement and that, while there will be no coercion, the merchant who undertakes to join in the association movement and then fails to carry out his agreement will find that he has lost favor with his wholesale house. If he can not secure long credit himself he will probably conclude that his best policy is to keep his agreement with the association.

* * *

Secretary Coulson returned to Winnipeg on Saturday and called at the office of The Canadian Grocer. Returning to the country the first of the week he completed the organization of the Minnedosa, Shoal Lake and Birtle sections, with the results recorded above. He informed The Canadian Grocer that in more than 300 stores there are at the present time notices to the effect that all credit will be refused between November 1st and April 1st—thirty days accounts to be treated as cash transactions.

It Pays You to Handle

"SALADA" CEYLON TEA

because for Quality, Purity and Delicious Flavor it is far ahead of any other tea, and your customers appreciate a good tea.

Remember, We Guarantee its Sale.

For Prices and Terms write

"SALADA" Toronto or Montreal.

The Tea that received the Highest Award at St. Louis, 1904.

It's very easy to say almost anything is "BEST" if you forget to tell WHY and PROVE IT.

We went after the CONSUMER with logical advertising and every trial proved that when we said

CELLULOID STARCH

was the best starch made we told facts.

Celluloid Starch is IN DEMAND, and dealers who observe our aggressive advertising don't hesitate, but put it in stock at once.

Brantford Starch Works,
Limited

Brantford, Canada



Business Gallops

when our

WRAPPING PAPER

is used. Time and labor is saved ; also money. You need our goods. Prices can't be beaten! We are winners!

DOUGLAS & RATCLIFF,

LIMITED

30 West Market St.,

TORONTO.

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Sept. 28th, 1905.

BUSINESS conditions continue to denote progress. Demand has been steadily advancing and almost all lines are becoming interesting. There has been a good deal of activity on the street, tea buyers showing considerably greater interest on account of present samples showing improvement in quality. Mediterranean fruits have been very active, and arrivals are awaited with anticipation.

Canned goods are now occupying the main feature of interest, the newly completed list of prices is being discussed and is considered generally satisfactory.

Coffee is ruling well, much fresh interest is manifested and there is every prospect that coffee will soon occupy a much more prominent place on the market.

Rice is in steady demand and prices rule firm.

Tapioca is in good demand; stocks, however, are at very low point, in consequence of which there has been a great run on rice and sago.

Honey is coming well to the front and sales have been more active since our last report. The quality is considered excellent and prices rule moderate.

Beans are reported from points of production as showing good prospects both for quality and price.

The grain market has been only of moderate activity. Arrivals are slow at coming to hand, and prices are showing a general weakening. Many reductions will be noticed in this week's quotations.

Flour has obtained what is considered a fairly even basis, and good trade is reported. Export, especially, has been noticeably active, the export prices being considered now to be on a basis which is attractive for European trade.

Cereals are improving in activity as is natural at the present juncture of seasons.

The market has somewhat righted itself in hides, and is expected to rule at present prices for some time. Demand is quite equal to present supplies coming to hand.

Canned Goods—There has been fair activity in all canned goods since our last issue. The canners prices have now come into effect and are ruling the market. Our list is revised and completed to date, the last additions being red and black cherries and black raspberries.

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

	Group No. 1	Groups 2 and 3
Beans—		
2s, golden wax.....	0 82½	0 80
2s, refugee.....	0 85	0 82½
3s.....	1 27½	1 25
Gal.....	3 77½	3 75

2s, crystal wax.....	0 95	0 92½
2s, red kidney.....	1 02½	1 00
2s, Lima.....	1 12½	1 10
Gal, standard.....	4 52½	4 50
Blueberries—		
2s, standard.....	0 92½	0 90
2s, preserved.....	1 42½	1 40
Gal, standard.....	4 52½	4 50
Cherries—		
2s, red, pitted.....	2 02½	2 00
2s, " not pitted.....	1 57½	1 55
2s, black, pitted.....	2 02½	2 00
2s, " not pitted.....	1 57½	1 55
2s, white, pitted.....	2 22½	2 20
2s, " not pitted.....	1 82½	1 80
Gallons, standard, not pitted.....	7 02½	7 00
" " pitted.....	8 52½	8 50
Currants—		
2s, red, H.S.....	1 60	1 57½
2s, red, preserved.....	1 77½	1 75
Gal, red, standard.....	4 77½	4 75
" " solid pack.....	7 02½	7 00
2s, black, H.S.....	1 77½	1 75
2s, " preserved.....	2 07½	2 05
Gal, black, standard.....	5 02½	5 00
" " solid pack.....	8 02½	8 00
Gooseberries—		
2s, H.S.....	1 90	1 87½
2s, preserved.....	2 12½	2 10
Gal, standard.....	6 02½	6 00
" " solid pack.....	8 02½	8 00
Lawtonberries—		
2s, H.S.....	1 77½	1 75
2s, preserved.....	1 95	1 92½
Gal, standard.....	5 52½	5 50
Red Raspberries—		
2s, L.S. (Shafferberries).....	1 42½	1 40
2s, H.S.....	1 67½	1 65
2s, preserved.....	1 82½	1 80
Gal, standard.....	5 27½	5 25
" " solid pack.....	8 27½	8 25
Black Raspberries—		
2s, black, H.S.....	1 62½	1 60
2s, preserved.....	1 77½	1 75
Gal, standard.....	5 02½	5 00
" " solid pack.....	8 72½	8 70
Blackberries—		
2s, H.S.....	1 62½	1 60
2s, preserved.....	1 77½	1 75
Gal, standard.....	5 02½	5 00
" " solid pack.....	8 27½	8 25
Peas—		
2s, standard.....	0 62½	0 60
Early June.....	0 70	0 67½
Sweet wrinkle.....	0 82½	0 80
Extra fine sifted, 2s.....	1 22½	1 20
Spinach—		
2s.....	1 42½	1 40
3s.....	1 82½	1 80
Gal.....	5 02½	5 00
Asparagus—		
2s.....	2 52½	2 50
2s, tips.....	2 75	
Strawberries—		
2s, heavy syrup.....	1 52	1 50
2s, preserved.....	1 67½	1 65
Gal, standard.....	5 27½	5 25
" " solid pack.....	8 02½	8 00
Rhubarb—		
2s.....	1 17½	1 15
3s.....	1 92½	1 90
Gal.....	2 65	2 62½
Grapes—		
2s, white Niagara.....	1 42½	1 40
2½s, white Niagara.....	1 77½	1 75
3s, white Niagara.....	1 97½	1 95
Gal, white Niagara.....	3 52½	3 50
Peaches—		
1½s, yellow (flats).....	1 70	1 67½
2s, yellow (flats).....	1 90	1 87½
2½s, yellow (flats).....	2 60	2 57½
3s, yellow (flats).....	2 85	2 82½
3s, yellow (whole).....	2 37½	2 35
2s, white.....	1 75	1 72½
2½s, white.....	2 50	2 47½
3s, white.....	2 70	2 67½
Gal, pie, peeled.....	1 27	1 25
Gal, pie, not peeled.....	4 52½	4 50
" " ".....	3 57½	3 55
Pears—		
2s, Flemish Beauty.....	1 65	1 62½
2½s, Flemish Beauty.....	1 97½	1 95
3s, Flemish Beauty.....	2 12½	2 10
2s, Bartlett.....	1 80	1 77½
2½s, Bartlett.....	2 17½	2 15
3s, Bartlett.....	2 32½	2 30
Gal, pie.....	1 27	1 25
Gal, pie, peeled.....	3 80	3 77½
" " ".....	3 27½	3 25
Pineapple—		
2s, sliced.....	2 32½	2 30
2s, grated.....	2 57½	2 55
3s, whole.....	2 72½	2 70
Plums, Damson—		
2s, light syrup.....	0 92½	0 90
2s, heavy syrup.....	1 17½	1 15
2½s, heavy syrup.....	1 47½	1 45
3s, heavy syrup.....	1 77½	1 75
Gal, standard.....	2 97½	2 95

Plums, Lombard—		
2s, light syrup.....	0 97½	0 95
2s, heavy syrup.....	1 22½	1 20
2½s, heavy syrup.....	1 52½	1 50
3s, heavy syrup.....	1 77½	1 75
Gal, standard.....	3 47½	3 45
Plums, greengage—		
2s, light syrup.....	1 02½	1 00
2s, heavy syrup.....	1 27½	1 25
2½s, heavy syrup.....	1 52½	1 50
3s, heavy syrup.....	1 82½	1 80
Gal, standard.....	3 47½	3 45
Plums, egg—		
2s, heavy syrup.....	1 55	1 52
2½s, heavy syrup.....	1 82½	1 80
3s, heavy syrup.....	2 12½	2 10
Beets—		
2s, sliced, sugar and blood red.....	0 87½	0 85
2s, whole.....	0 87½	0 85
3s, sliced.....	0 97½	0 95
3s, whole.....	0 97½	0 95
Corn—		
2s.....	0 85	0 82½
Gal, on cob.....	4 52½	4 50
Carrots—		
2s.....	0 92½	0 90
3s.....	1 02½	1 00
Cabbage—		
3s.....	0 87½	0 85
Cauliflower—		
2s.....	1 42½	1 40
3s.....	1 82½	1 80
Paratips—		
2s.....	0 92½	0 90
3s.....	1 02½	1 00
Pumpkin—		
3s.....	0 80	0 77½
Gal.....	2 52½	2 50
Squash—		
3s.....	1 02½	1 00
Tomatoes—		
3s.....	0 95	0 92½
Gal.....	3 02½	3 00
Turnips—		
3s.....	1 02½	1 00
Succotash—		
2s.....	1 17½	1 15
Tomato sauce, 1s.....		0 50
" " 2s.....		0 78
" " 3s.....		1 00
Chili sauce same as tomato sauce.....		0 65
Catsups, tins, 2s.....		0 50
" " gal.....		4 50
" " jug.....		7 70
Apples, standard, 3s.....		0 85
" " preserved, 3s.....		1 47½
" " standard, gal.....		1 50
		1 90
		FISH.
Lobster, talls.....		3 50
" " 1-lb. flats.....		3 85
" " ½-lb. flats.....		2 00
Mackerel.....		1 00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.....		1 55
1-lb. Talls, 5 cases and over, per doz.....		1 57½
1-lb. Flat, 5 cases and over, ".....		1 67½
1-lb. " less than 5 cases, ".....		1 70
1-lb. " 5 cases and over, ".....		1 00
1-lb. " less than 5 cases, ".....		1 02½
Low Inlet.....		
1-lb. Flat, 5 cases and over, ".....		85
1-lb. " less than 5 cases, ".....		97½
Sardines, French ½s.....		0 14
" " ¾s.....		0 23
" " Portuguese ¾s.....		0 08
" " P & C, ¾s.....		0 25
" " P & C, 1½s.....		0 35
" " Domestic, ¾s.....		0 03
" " Mustard, ¼ size, cases 50 tins, per 100.....		3 75
Haddies, per doz.....		1 05
Haddies, per case.....		4 00
Kipperd herrings, domestic.....		1 00
" " imported.....		1 45
Herrings in tomato sauce, domestic.....		1 00
" " imported.....		1 40
		MEATS.
Corned beef, 1s, per doz.....		1 40
" " 2s.....		2 50
" " 3s.....		7 80
" " 14s.....		2 75
Lunch tongues, per doz.....		2 75
Potted meats, ½s.....		0 47
" " 1s.....		0 85

Sugar—The domestic market is still showing weakness. An active trade is in progress, orders being plentiful and of fairly large bulk. The season is right in full swing for active trade, fruits being fairly abundant for the preserving industry. It is noticeable, however, that buyers are only purchasing on the hand-to-mouth basis. Spot stocks are extremely low, and there appears to be no disposition to make any purchases in advance of requirements. The present weakness rather denotes the proba-

bility of a change of a downward aspect before the market will ultimately recover its stability. The foreign markets especially are showing an uncertain condition. This is especially so in regard to raws. Refiners maintain a waiting attitude, the result being that holders have little or no market to sell on. In refined the situation is on similar lines, but recent quotations were on a declining market and little or no trade was effected. We quote:

Table listing various types of lumps and granulated products with prices per box or barrel.

Syrups and Molasses—There has been active demand in this line for confectionery purposes since our last going to press. In syrups the grocers' trade has made a marked move, probably on account of the high prices ruling in the butter market.

The foreign molasses market at the present time is in an unsteady and uncertain state. Early reports denote prospects of good crops, but more recent information rather denotes to the contrary. This, in the face of reported small holdings, has had the tendency of firming the market. There is no perceptible change, however, in home market quotations. We quote:

Table listing various syrups and molasses products with prices per gallon, quart, or barrel.

Coffee—In the domestic market consumption denotes a marked improvement. There is a steady progressive movement in the demand for lower grades, although the milder grades are noticeably making headway. European advices are more encouraging as showing a decidedly firmer attitude. On the primal markets the movement of the crops is only at moderate figures. The Brazil crop has every appearance of being behind last year's average. On the New York market demand has been slow but prices have moved upward. We quote:

Table listing various coffee grades with prices per lb.

Tea—The home tea trade has developed strength recently, and buyers are getting more active, probably on account of the fact that arrivals are showing better

liquoring properties. Many of the tea experts consider that recent arrivals show all those points which satisfy Canadian trade. Prices are ruling firm and fair trade is being done on the streets. On the London market little activity was manifested at the tea sales, and the market was in consequence somewhat irregular. In Indians the best grades always found buyers, but lower qualities had a tendency to weaken. In Ceylons the situation was practically the same. China teas were only on offer in small bulk, and the market has consequently remained steady but without excitement. We quote:

Table listing various tea grades (Congou, Indian, Ceylon, China Greens, etc.) with prices per chest or box.

Foreign Dried Fruits.—The principal feature of interest in this market is the increase in upward tendency. The market has developed a firmness which indicates a probable advance in present values. Orders were well placed ahead, however, and this may somewhat help to maintain an even but firm market. New goods are expected to arrive well on schedule time, and reports denote quality as up to expectations. The current market opened at a low point, and in view of the new current law it would not appear that there can possibly be any lower range of prices. The great probability is for a moderate advance. Valencia raisins have developed a very firm market indeed. Producers at primal points have already begun to ask an advance equal to 50c. a cwt. We quote:

Table listing various dried fruit products (Prunes, Candied Peels, Figs, Apricots, etc.) with prices per lb.

Table listing various nut products (Selected Spanish, A 1's, etc.) with prices per lb.

Table listing Foreign Nuts (Almonds, Walnuts, etc.) with prices per lb.

Rice and Tapioca—The demand for rice continues active, with prices well maintained. Spot stocks are plentiful. In tapioca spot stocks are extremely low, many houses having to buy to satisfy requirements. Prices are ruling firm and demand keeps well to the front. We quote:

Table listing various rice and tapioca products with prices per lb.

Spice—There has been the usual active demand for spice during the current pickling season, and it is still well maintained; prices are ruling firm. We quote:

Table listing various spice products (Peppers, Ginger, Cassia, etc.) with prices per lb.

Fresh Fish—Trade continues in active demand for all lines of fresh fish. Oysters are being called for and there is every prospect of an active oyster trade. Previous quotations remain:

Table listing various fresh fish products with prices per lb.

Dried and Cured Fish—Trade is still uninteresting and there is no change to report. We quote:

Table listing various dried and cured fish products with prices per lb.

Honey—There is a perceptible advance in the demand for honey on the home market. The season is opening with healthy prospects. Honey has been coming in in good condition and in plenty. Prices are well maintained at previous quotations. We quote:

Table listing various honey products with prices per lb.

Beans—There is nothing of immediate interest to note on the market for beans. Reports, however, from points of production report favorably on the coming crops and prices are inclined to open somewhat easy. We quote:

Table listing various bean products with prices per bush or lb.

Grain—Business has moved decidedly since our last report, and active business is being done. Prices, however, are unsteady, which fact probably accounts for the hesitation which is manifested to make heavy purchases. We quote:

Bright coffee.....	4 65
" yellow.....	4 65
No. 3 yellow.....	4 60
No. 2 ".....	4 45
No. 1 " bbls.....	4 40
No. 1 " bags.....	3 65
Raw Trinidad.....	4 30
Trinidad crystals.....	4 30

Maple Products—These lines continue quiet, notwithstanding that the weather maintains steadily cool. However, dealers are confident of an improvement as the season advances. We quote:

Maple syrup, in wood, per lb.....	0 06	0 06½
" in large tins.....	0 07½	0 07½
Pure new sugar, per lb.....	0 10	
Pure Beauce County, per lb.....	0 07	0 08

Syrups and Molasses—Very little has been doing in molasses during the week, and no revival is looked forward to until towards close of navigation.

The cargo of molasses received at this port a few days ago is being held back evidencing the belief of holders that an advance is in sight. Prices remain unchanged. In corn syrups a somewhat better trade is being done and orders are growing in quantity and volume. We quote:

Barbadoes, in puncheons.....	0 35
" in barrels.....	0 37½
" in half-barrels.....	0 35
New Orleans.....	0 29
Antigua.....	0 35
Porto Rico.....	0 45
Corn syrups, bbls.....	0 02½
" 1-bbls.....	0 02½
" 1-bbls.....	0 03
" 38-lb. pails.....	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—Market continues unchanged. Locally trade is on the quiet side with firmness the leading characteristic. New York reports indicate strong position in all lines except Brazils, which are a shade easier. Mild coffees, on the other hand, are firm. We quote:

Good Cucutias.....	0 11½	0 13
Choice ".....	0 12	0 13
Jamaica coffee.....	0 10½	0 12
Java.....	0 18	0 24
Mocha.....	0 17	0 20
Rio.....	0 10	0 12
Santos.....	0 10½	0 12

Tea—Market is firm. Latest advices give Ceylon greens as decidedly and distinctly higher, one cent per lb. being mentioned as an advance since last report. Ceylon blacks also are strong and an advance is looked for any day. Japans very strong and brokers do not feel inclined to cable for less than 2c. per lb. advance over latest figures, and at that advance few orders being turned down. Japan siftings and fannings are scarce and high, good quality commanding top prices. China greens, Ping Sueys, are in favor and have sold well at good prices. Choice blacks are being inquired for somewhat more frequently, and in some quarters the feeling obtains that the best classes of China blacks will find ready sale among the retail trade. We quote:

Japans—Fine.....	0 26	0 30
" Medium.....	0 20	0 23
" Good common.....	0 18	0 18
" Common.....	0 13	0 15
Ceylon—Broken Pekoe.....	0 25	0 38
" Pekoes.....	0 17	0 20
" Pekoe Souchongs.....	0 15	0 20
Indian—Pekoe Souchongs.....	0 15	0 18
Ceylon greens—Young Hysons.....	0 16	0 18
" Hysons.....	0 14½	0 15
" Gunpowders.....	0 13½	0 14
China greens—Pingsuey gunpowders.....	0 11	0 13
Congous—Kaisows.....	0 12	0 12
" Packing boxes.....	0 12	0 14

Foreign Dried Fruits—There are no changes to report in the dried fruit market with the exception that currants are reported somewhat easier. The first shipments of new Valentias arrived end of last week and, as usual with first small lots, were readily disposed of.

Prices obtained were 6c. for f.o.s. and 6½c. for selected. New figs are reported on New York market, and small advance lots are finding their way here. California dried fruits all round are reported as showing further strength, latest reports indicating that the shortage is heavier than was thought. We quote:

Valencia Raisins—		
Fine off-stalk, per lb.....	0 05	0 06
Selected, per lb.....	0 06½	0 06½
Layers, ".....	0 07	0 07½
Dates—		
Dates, Hallowees, per lb.....	0 04	0 04½
California Evaporated Fruits—		
Apricots, per lb.....	0 13½	
Peaches, ".....	0 10½	
Pears, ".....	0 13	
Malaga Raisins—		
London layers.....	2 00	
" Connoisseur Clusters".....	2 50	
" boxes.....	0 80	
" Royal Buckingham Clusters," ½-boxes.....	1 10	
" boxes.....	3 50	
" Excelsior Window Clusters," ½-boxes.....	4 50	
" boxes.....	1 35	
California Raisins—		
Loose muscatels, per lb.....	0 07½	0 08
" seeded, in 1-lb. packages.....	0 08	0 09
" 2 crown.....	0 06	0 06
" 3 crown.....	0 06½	0 06½
" 4 crown.....	0 08	0 08
Prunes—		
30-40s.....	0 08½	0 08½
40-50s.....	0 08	0 08
50-60s.....	0 07	0 07
60-70s.....	0 06	0 06
70-80s.....	0 06	0 06
80-90s.....	0 05	0 05
90-100s.....	0 05	0 05
Oregon prunes (Italian style), 40-50s.....	0 08	0 08
" 50-60s.....	0 07	0 07
Oregon prunes (French style), 60-70s.....	0 06	0 06
" 90-100s.....	0 04	0 04
" 100-120s.....	0 04	0 04

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Sept. 28, 12.30 p.m.

BUTTER—Good demand; stocks light; prices unchanged; market fairly steady.

CHEESE—Slow, and stocks heavy; On'aricos, 1½c.; Eastern Townships, 1½c.; Quebecs, 1½c.; prices strictly firmer.

EGGS—In small demand; large supplies owing to small exports; prices unchanged.

PROVISIONS—Market remains strong and firm at the same prices.

Currants—		
Filigras, uncleaned.....	0 04½	0 04½
Fine Filigras, per lb., in cases.....	0 04½	0 05
" cleaned.....	0 04½	0 05½
" in 1-lb. cartons.....	0 05½	0 06
Finest Vostizzas ".....	0 06½	0 07½
Amalias ".....	0 06	0 06
Sultana Raisins—		
Sultana raisins, per lb.....	0 06½	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 07½
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 06½	0 07

Rice and Tapioca—Rice unchanged and business reported about as usual. Tapioca stronger again and tending toward another advance. New York reported almost bare and futures steadily advancing. The trade is holding up on stocks carried, looking for higher prices. We quote:

B rice, in 10 bag lots.....	2 35
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—Market is steady with upward tendency in cassias, cayenne and cloves. Pepper is weak. Grinders' demands in New York market is very heavy. October and November prices on cloves likely to be higher. Generally speaking market is stronger with exception of nutmegs and peppers. Locally dealers look for higher prices within the next few weeks. Trade 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 30
Cream of tartar.....	0 25	0 30
Allspice.....	0 12	0 15
Nutmegs.....	0 25	0 50

Fish, No. 1—The fish market is practically unchanged. Fresh fish continues active but featureless. In salt fish, green cod is reported scarce, while new salt salmon is arriving freely, as well as Labrador, which is being sent in tierces, barrels and half barrels. First car of new B.C. salmon is due in Montreal this week. There is a brisk demand for haddies and other smoked fish. Shell oysters are on the market this week and finding a ready demand. Prices are as follows:

Fresh B.C. salmon.....	0 14
Fresh mackerel, per lb., chilled.....	0 12
Gaspe Salmon, per lb., frozen.....	0 15
Sturgeon.....	0 10
Dore, fresh.....	0 08
Fresh white fish.....	0 09
Fresh dore or pickerel.....	0 08
Lake trout.....	0 08
Brook trout.....	0 13
Choice standard bulk oysters, per gal.....	1 40
Selects.....	1 60
Haddies.....	0 07½
Bloaters in boxes, 100 fish.....	1 00
Smoked herring, per box, new.....	0 10
Fresh haddock, per lb.....	0 04
Fresh pike.....	0 07
Fresh halibut.....	0 10
Fresh steak cod.....	0 06
No. 1 Labrador herring in 20-lb. pails.....	0 80
" " " half bbl.....	3 25
No. 1 Holland herring, per half bbl.....	6 50
No. 1 Scotch herring, ".....	6 50
" " " per keg.....	1 00
Holland herring, per keg.....	0 65
No. 1 salt mackerel, pail of 20 lbs.....	2 00
Skinless cod (100-lb. cases), per case.....	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.....	0 06½
" fish.....	0 05½
" fish, loose, in 25-lb. boxes.....	0 04½
Labrador salmon, half bbl.....	7 50
" " (200 lbs.) bbls.....	13 50
" " (300 lbs.).....	18 50
Lake trout, salt, 100 lbs.....	4 50
New pickled B.C. salmon, bbls.....	12 00
" " " half bbls.....	7 00
Marshall's kippered herring, per doz.....	1 40
Canadian kippered, per doz.....	1 00
Canadian ½ sardines, per 100.....	3 75
Canned cove oysters, No. 1 size, per doz.....	1 30
Canned cove oysters, No. 2 size, per doz.....	2 25

Honey—The market is unchanged; some dealers, however, report a slightly better demand for new honey, while others say the inquiry is only steady. We quote:

White clover, extracted tins.....	0 07	0 07½
" kegs.....	0 07½	0 07½
" comb, new.....	0 12	0 13
Buckwheat.....	0 06	

Beans—The bean market is active and improving owing to the large demand from all parts of Canada. Buyers in Quebec and the Maritime Provinces are eagerly looking for beans, and as the crop is short it is very hard for them to find sufficient supplies. Local prices are unchanged. We quote:

Choice prime beans.....	1 50	1 65
Lower grades.....	1 40	1 50

Evaporated Apples—There is only a small demand reported for evaporated apples, as the crop of apples convenient for evaporating is short. Supplies are not too plentiful. Old stocks are hardly to be found lower than 7½c., while fresh stock is quoted at 8c. Dried apples continue dull; offers are made at from 4c. to 4½c., but buyers show no sign of a hurry to purchase.

Grain, Flour and Cereals.

Flour—The local market is reported steady at firm prices. Buyers, it is said, are beginning to take hold, but not very actively as yet. Choice Manitoba bakers are offered at \$4.10; this is made from new wheat and is much superior to that of last year, as wheat is of better quality. Prices are unchanged. We quote:

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

Glenora	4 70
Manitoba spring wheat patents	5 00
" strong bakers	4 70
" bakers	4 10

Rolled Oats—Reported dull. There is only a small demand for them at quotations. Oatmeal is also quiet. We quote :

Fine oatmeal, bags	2 65	2 70
Standard oatmeal, bags	2 55	2 60
Granulated "	2 55	2 60
Rolled oats, "	2 10	2 20
" bbls.	5 10	
" 90-lb. bags	2 40	2 45
" 80-lb. bags	2 10	2 20

Feed—There has been no important change, but the last week's briskness has slackened a little in bran and mouillie, and consequently a reduction in price has been made. The cause is believed to be the cheapness of oats. We quote :

Manitoba bran, in bags, per ton	16 00	17 00
" shorts	19 00	20 00
Ontario bran, in bulk	17 00	
" shorts	20 00	21 00
Mouillie	24 00	27 00

Hay—Trade continues unchanged. Arrivals are no larger than last week, so that local stocks are light. Prices are unchanged; demand is keeping up steadily. We quote :

No. 1 timothy	8 00	8 50
" 2 " choice	7 50	
" 2 " ordinary	7 00	
Clover	6 00	
Clover mixed	6 50	

Hops—The local demand for hops is quiet. It is now believed that the New York crop is not as large as first thought; it is estimated at only 50,000 bales. Common hops are offered locally at from 15c. to 16c., while new Canadian are quoted 19c. to 20c. We quote :

B.C.	0 22	0 25
Choice Canadian	0 19	0 20
Fair to good	0 17	0 18

PROVISIONS.

The provision market has assumed a little stronger and firmer tone. Supplies do not seem to be large and the demand is generally good. Live hogs are quoted at \$6.75 to \$7 and stronger; dressed hogs firm at \$9. Both hams and bacon are in good demand at unchanged prices. Lard is in good demand and stocks light. We quote :

Lard, pure tierces	0 10	0 10
" 5-lb. tubs	0 10	0 10
" 20-lb. pails, wood (104)	0 11	0 11
" cases, 10-lb. tins, 60 lbs. incase	0 10	0 10
" 5-lb. "	0 11	0 11
" 3-lb. "	0 11	0 11
Lard, Boar's Head brand, tierces, per lb.	0 06	0 07
" tierces, per lb.	0 07	0 07
" 60-lb. fancy tubs	0 07	0 07
Cases, 20 3-lb. tins, per lb.	0 07	0 07
" 12 5-lb. tins "	0 07	0 07
" 6 10-lb. tins "	0 07	0 07
20-lb. wood pails, each	1 47	1 47
20-lb. tin pails, each	1 37	1 37
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	
Hams	0 13	0 14
Extra plate beef, per bbl.	11 50	12 00

Butter—Dealers report a good demand for butter, both from the local buyers and from the other side. Stocks are bare owing to arrivals being light and dealers predict higher prices in the near future. Prices show an advance of from one-half to one cent over last week's quotations. We quote :

Finest creamery	0 22	0 22
Fine	0 21	0 21
Medium	0 20	0 20
Fresh dairy tubs	0 18	0 19

Eggs—The market is on the dull side, a poor demand being reported. Dealers are expecting lower prices in the near future. Selects are offered at from 22c. to 22½c.; straight gathered and No. 1 both at 18½c. to 19c. Exports are quiet.

Cheese—The cheese market is slow and the local demand very small. Exports

are also quiet. Arrivals, however, are large and steady. On Tuesday, the 26th inst., the local supplies were estimated at 400,000 boxes. The price, according to dealers, has little room for a reduction; the cost of making has been extra high this year. Ontarios are quoted at 11½c., Eastern Townships 11c., and Quebecs at 11½c.

N. B. Markets.

St. John, N.B., Sept. 26, 1905.

THE one item of local interest during the past week has been the canned goods situation. The trouble started last year when one of our large wholesale houses, who are not in the Guild, successfully introduced a new brand of canned goods bought from one of the factories outside of the Cannerns' Consolidated Company. Another large house handling outside goods also proved troublesome to the Guild. It is said that though not members of the Guild these houses entered upon an agreement to only sell at Guild prices. The charge is made that this agreement was not kept, which is, however, denied by those interested. There were other unsatisfactory features last year.

This year the factory referred to above sold to three of the larger dealers. The local agreement in price was still, however, continued. The firm referred to have again made large sales. The situation was not improved by the same firm handling a large quantity of foreign sugar and under-selling the Guild prices. Some of those dealers, who are more particularly Guild members, have taken the situation seriously, with the result that the local agreement regarding prices is set aside for the time. The outcome is being watched with interest.

Oil.—In burning oil the tide has turned. Prices which have been extremely low have been advanced in the city a half cent and at some outside points three-quarters. In lubricating oil demand is quiet. Paint oils have but a fair sale. Linseeds are low. Turpentine continues high. Cod oil is very scarce, and prices are higher. This is the season when there should be good receipts.

Salt.—The sale for Liverpool coarse salt has been very large this year. The outlook for the year will show an increased business of about 25 per cent. over last. Prices have been firm. Two cargoes by tramp steamers are expected next month. In Liverpool factory filled sales are light. Canadian fine holds the market.

Canned Goods.—As referred to at the opening of our report this is a matter of vital interest. For two years the dealers have had an agreement in regard to prices, particularly corn, peas and tomatoes, which, while not altogether satisfactory, certainly led to much better profits than had been made, at least during several years previous. This agreement is set aside and dealers do not know just where they are, but fear much confusion and uncertainty and perhaps loss. New goods are to hand early. In meats rather easier prices rule. The sales have not been large. Salmon are lower than last year. In domestic fish, scallops are very scarce. Haddies a fair pack. There has been a good pack of sardines. It is early for kippers.

Sugar.—There is a good steady sale. There is no further decline since that of

last week. It has been a falling market all the year and it is thought the end is not yet. Still dealers are more inclined to carry some stock at least. Since the quite large stocks held early in the season buying has been very light.

Molasses.—In Porto Rico, the situation is not a strong one, still for best grade dealers hold prices quite firm. There is quite a full stock. Barbadoes is not so plentiful and prices are quite firm.

Fish.—In fresh fish variety is somewhat improved. Prices firm. Dry fish, particularly cod, are very high and very firm. In boneless fish, pure cod has been advanced. Pickled herring are a fair stock but full prices are asked. There is a good demand. Smoked herring are low; new shortly expected. This will mean, at least for a time, rather higher prices. Finnan haddies are now being quite freely shipped west.

Flour, Feed and Meal.—In flour the market seems rather firmer. Buyers, however, move slowly. Stocks are very light everywhere. Feed rather higher. Oatmeal is in small supply, while lower prices are expected, situation seems firmer. Corn meal is unchanged. In beans prices are lower, particularly for yellow eyes. Market is unsettled and quite a wide range of figures quoted.

Dried Fruit.—Prices on California raisins not yet named. This is very unsatisfactory to local buyers. Their buying of Valencias and particularly Malaga loose and seeded raisins depends largely on the California price. The fact that these are not named earlier places them badly in regard to taking advantage of the foreign market. This year, however, foreign prices being low, and the outlook for California fruit high, quite large import orders have been placed. Market at present is quite bare. In currants market is firm at rather higher figures. Prunes will be much higher than last year. Evaporated apples are higher. Old fruit is getting well cleaned up.

N. S. Markets.

Halifax, N.S., Sept. 26.

MERCHANTS report business good all round. During the week many business men from outside points visited the city and left orders.

The Exhibition, as usual, attracted large numbers of people to the city, and thus gave a great stimulus to trade. The weather throughout was bad, and as a result the show was a big failure financially, and will probably be about \$13,000 behind. The attendance was about 65,000 while it will take over 100,000 people to pay the expenses, the prize lists being very heavy.

Fruits.

There is a good supply of local grown fruit on the market, particularly apples, pears and plums. Pears are in abundance and the quality is good. Bartlett's are quoted at \$3 to \$4 per barrel, half barrels at \$1.50 to \$2.25 and boxes \$1.50 to \$1.75. Clapp's Favorites are the same. There are more pears than apples on the market. The latter are coming in much slower than usual, and it is thought the growers want to get clear of the pears first. Good Gravenstein apples are quoted at \$3 to \$3.50 for No. 1s, and \$2.50 for No. 2s. Astrachans are quoted at \$2. and Sweet Boughs at \$3. The early variety of plums is about over. The market was

flooded with them, and they retailed from 20 to 25 cents per six quart basket. The best varieties are now coming in, and dealers find no difficulty in disposing of this stock. Egg plums are wholesaling at 50 cents per six quart basket, and Lombards and the Japanese at 40 cents per basket of the same size. The fruit is of good size and flavor.

Flour.

Since last report the announcement has been made that Ogilvies have advanced the price of their flour 15 cents per barrel. While local dealers are not asking any more they have to pay it themselves, but it is always more difficult to take advantage from advance on this market than elsewhere. The principal effect it will have here will be to steady the market and prevent further declines.

NOVA SCOTIA PERSONAL.

Walter Calhoun, who has been conducting a grocery business at Middleton, N.S., for the past eleven years, has disposed of the same and returned to Amherst, where he will assume the management of the Terrace Hotel.

HIGHER DUTY WANTED.

CIGAR manufacturers in considerable numbers met recently in London, Ont., and decided upon a list of changes which they would ask the Government to bring into effect. They are as follows:

First—That the present duty of ten cents a pound on imported tobacco be increased to twenty cents a pound.

Second—That the rebate of ten cents a pound allowed on cuttings of imported tobacco shipped out of Canada, be done away with.

Third—That in future the Government issue but one stamp for cigars manufactured in Canada, no matter whether they be made from Canadian leaf or imported leaf.

It was stated by a number of the manufacturers after they returned that it was practically understood that the Government would grant them the requests. The reason given for desiring the abolition of the action of the Government in allowing ten cents a pound rebate on all tobacco cuttings shipped out of Canada, is that it helps the foreign product at the expense of the Canadian article.

On the question of customs' labels for cigar boxes and packages, there seems to be a diversity of opinion. Several of the largest retailers in Montreal gave their opinions to The Grocer, and the consensus was that the one stamp for Canadian goods would be a grave mistake. To-day there are four stamps, namely, the black stamp for the genuine imported stock made up in Canada; the blue stamp for the pure Havana goods or any straight imported goods; the red stamp for the half and half, i.e., part Canadian tobacco and part other tobacco, while the green stamp means all Canadian tobacco. The argument that the average smoker could not tell the difference between the Canadian tobacco cigar and the imported cigar stock that is made up in this country by Cubans is considered ridiculous. The first puff would be a tell tale, and then the dealer would be considered a trickster in having only one label or stamp for the cigars. This side of the matter is vital to the retailer, and the manufacturer knows perfectly

well that it would not stimulate Canadian tobacco sales at all. On the other hand, it would tend to loosen the grip that the Canadian tobacco has now obtained upon the public. Such men as Mr. Morris Michaels, of the Windsor Hotel; his brother, A. Michaels, who keeps a leading down town tobacco store, and A. E. Myers, a well known up town tobacconist, would scout the idea of one stamp, and their ideas are just as quoted.

The test of a smoker's taste is when he is asked to differentiate between a Cuban imported cigar and a cigar made of Cuban tobacco but manufactured in Canada by Cubans. Mr. M. Michaels, it will be remembered, gave a heavy prize offer to the man who could tell the difference, and no one won it.

BUSINESS PERSONALS.

P. Johnson, of Campbell Bros. & Wilson, Winnipeg, returned last week from a shooting trip in the Lake Manitoba district.

R. J. Campbell, of Campbell Bros. & Wilson, of Winnipeg, is absent at present on a trip to the Pacific coast. He will return to his desk early in October.

Wm. Lean, better known as "Billy, the '2-in-1' man," has completed his trip in British Columbia and is now visiting the trade in Alberta. He reports business for F. F. Dalley & Co., of Hamilton, better than ever before.

F. B. Featherstonhaugh, whose name is familiar to the public as a leading solicitor of patents, has opened an office in Winnipeg, which will be in charge of Mr. Roxburgh. Offices have been secured in the Canada Permanent building on Main street and western clients will have the best service possible.

Mr. C. S. Armstrong, Orono, Ont., has returned from a two months' trip to Manitoba and the Northwest and Montana. He has been very much charmed with the prospects in the Northwest Territories and speaks in high terms of all he met.

S. Greaves, College and Clinton, Toronto, has bought out the adjoining store and will now have a very fine corner premises. His increasing trade has made this movement necessary. The adding of this store to his existing one will give him quite double capacity.

The premises of the Brown Milling Co., Toronto, Ont., were completely destroyed by fire recently, damage being estimated at \$160,000. A captain of the fire brigade unhappily lost his life. The fire originated in the lower part of the elevator, from unknown cause, the loss is covered by insurance.

The Berlin and Wallaceburg sugar refineries have notified the Department of Agriculture that they intend claiming a share of the bounty which is given to the sugar industries. The total amount of the bounty is usually in the neighborhood of \$75,000, which is divided amongst the factories in proportion to their outfit.

R. Smeall, formerly with the Montreal Biscuit Co., has joined the traveling staff of Messrs. J. & W. Kearney, tea and coffee importers, Montreal. Mr. Smeall will cover the Eastern Townships and as "Dick" is well known to the grocery and general store trade of that section, he should make good.

P. J. McCallum, an old Montreal

newspaper man who has made a success travelling for E. D. Marceau, the tea and coffee merchant, was shaking hands with many old friends at the Ottawa Fair. "Paddy," as he is familiarly known, has "made good," as the saying goes, and is well liked on the road.

Walter C. Gaden, Montreal representative of T. H. Estabrooks, St. John, N. B., was a caller at the office of The Grocer the other day, and left one of his Red Rose Tea girls which are creating so much talk in the city, as an advertising novelty. Mr. Gaden reports that the demand for the better grades of Red Rose Tea is rapidly growing in Montreal.

Mr. Charles Gyde, Montreal, has returned from a two months' trip to Manitoba, the Northwest Territories and British Columbia. Mr. Gyde, who is well known to the trade as the agent for Rowntree's, Terry's, and other prominent English concerns, reports most satisfactory business for many years, and speaks well of the prospects of the future of Canada's Great West.

Mr. J. C. Black, of H. J. Heinz Co., Pittsburg, Pa., was a caller upon the jobbing trade last week in company with Mr. Stewart, Quebec representative of the "57 varieties." Mr. C. W. Green-slade, St. John, N.B., representing "Heinz" in the Maritime Provinces, formed another of the bodyguard escorting Mr. Black through the devious ways of the wholesale grocery section of Montreal. Mr. Black reported that "All I can say is that 'Heinz' is selling better and bigger than ever."

RAILWAYS AT WAR.

RAILWAY difficulties in New Westminster city, as between the Canadian Pacific Railway Co. and the V.W. & Y. Railway Co., or the Great Northern, occupied the attention of the Railway Commission which began its western sessions in the Royal City this week. The C.P.R. opposes the permission of a line laid by the V.W. & Y. along the river front, and between the water and the C.P.R. track. The city of New Westminster, which claims title to the waterfrontage in question, had granted the V.W. & Y. Railway the privilege, and now the C.P.R. sets up prior claim, both on the ground of occupation for twenty years past, and that the property in question was granted to it by the terms on which it built into New Westminster. A curious anomaly is presented in that the city council is opposing the C.P.R., while the New Westminster Board of Trade is apparently supporting the attitude and claim of the railway. The Commission, which has ended its sessions in the Royal City and is now sitting in Vancouver, has not yet handed down a ruling in the matter.

A recent tour of the Okanagan Valley, along the various shipping points on the lake, as well as on the railway leading from the lake to the C.P.R. main line, is an object lesson, not only in the resources and production of fruit and grain in the district, but in up-to-date methods of handling and shipping. Every day carloads of fruit in neat and uniform packages are transported to Okanagan Landing by the steamers and barges operated along the 75 miles of lake route by the C.P.R., and all this fine fruit is shipped by rail thence to the Northwest, where a ready market absorbs all offerings with avidity.

EASTERN TOWNSHIPS EXHIBITION AT SHERBROOKE

NOTWITHSTANDING four days of rainy, unsettled weather, Canada's 21st annual Great Eastern Exhibition at Sherbrooke, Sept. 2nd to 9th, was more than a qualified success from every point of view.

The attendance during the early part of the week was necessarily smaller than in previous years, but nothing could deter the crowds and the bright sunshine on the last two days brought up a respectable total for the week.

Over 20,000 people were on the grounds Wednesday and Thursday, which affords some idea of the drawing power of this Exhibition, which the Lieutenant-Governor, Premier and Ministers of Quebec Province honored with their presence.

A splendid array of exhibits in all departments did credit to the progressiveness of the Eastern Townships and prac-

and it is surprising how scantily the grocery trade was represented in comparison with other lines.

The exhibits were larger, more representative and costly than ever previously, except in lines of interest to the grocery trade. Quality perhaps made up for quantity, especially when Comfort Soap, which the Fair might well have bonused, is considered.

A good deal of criticism might be directed against the motley arrangement of industrial exhibits, stoves alongside soap, then pianos, etc.

The Comfort Soap Exhibit.

Fair visitors naturally expect a high order of exhibits from the Pugsley-Dingman Co., Limited, but none of their previous exhibits at any fair compared with this attractive "Com-

ever before used. An inkling of the wealth of premiums to be obtained from their Toronto and Montreal offices was afforded in a choice range displayed in a showcase and at various advantageous points throughout the booth. The advertising literature given out was convincing and timely, and the catchword phrase, "Comfort Soap—It's all right," was heard on all sides. Incidentally, Mr. Perry's humorous sayings established him as a popular favorite among the crowds, and his peculiar way of enunciating "Get your guess in, girls," took the popular fancy. The show is all right, and so is "Comfort Soap," was the popular verdict.

The Empire Tobacco Co.

Popular interest was aroused and sustained by the remarkable, interesting and instructive exhibit of this firm, which took the form of no less than a complete tobacco plantation, elucidated by a huge poster at the rear reading: "Tobacco plantation, showing how the raw leaf used in Pay Roll Plug Chewing Tobacco is grown, cured and packed before being manufactured." Every process was minutely planned and carefully executed. Small cards explained the progressive scenes. It proved a means of valuable education for the Canadian farmer. At the corner of the extensive show a huge array of premiums was displayed, affording a suggestion of the prizes awarded the collectors of Snowshoe tags. Literature of a costly nature was dispensed by the many assistants. Mr. P. Menard, in charge of the exhibit, outdid even his former efforts.

The Edwardsburg Starch Co.

The Edwardsburg Starch Co.'s exhibit was a notable one, and the arrangement was tasteful. Benson's Prepared Corn Starch for cooking purposes and Benson's Enamel and Edwardsburg Silver Gloss Starch for cold water use were chiefly exploited. Samples were eagerly sought. Crown Brand Table Syrup in all sizes was shown and the small, unique samples given out aroused favorable comment. Mr. W. A. Sadler proved a competent and industrious manager.

Notes.

"Chew Pay Roll" figured prominently in the balloon ascension.

"Royal Sports" and "Hogen Mogen" cigars were literally in everyone's mouth.

W. R. Webster, Sherbrooke, had many streamers calling attention to "El Presidente" and "Dutch Mike" cigars.

C. R. Clough & Co., Lennoxville, exhibited Blatchford's Calf Meal, characterized as the perfect milk substitute.

Sweet Caporal Cigarettes were ubiquitous, and the clang of their huge wagon with the well-known driver was always in evidence.



Sherbrooke Exhibition—"Comfort" Soap Exhibit.

tically assured a successful Fair. The horse and cattle departments were especially commendable, while the farm products and horticultural exhibits could not be neglected.

Dairy produce was of a high order and keen competition prevailed.

The "Midway," with its alluring "onlys," proved as interesting as of old and the performance in front of the grand stand could hardly be excelled.

The directors deserve unstinted praise for their enthusiasm during the early part of the week when sunshine appeared unacquainted with these precincts. Good races were impossible under such conditions, and the postponement from Tuesday to Saturday proved a wise step.

As usual the immense Main Industrial Building proved the big drawing card,

and the "Comfort Soap" show, which was rendered doubly effective by means of the whole-souled work of its sponsors, F. D. Cockburn and F. E. Perry, assisted by an able staff.

Undoubtedly this booth was the stellar attraction in the Main Building, and the guessing contest instituted on the colossal bar of "Comfort" proved almost too alluring, as visitors literally trampled upon one another to get a chance to estimate its weight, realizing that the bar itself, or a gold watch, etc., might be theirs. Six prizes were given. A splendid class of gift souvenir was also distributed, including popular music, fans, etc., and the new friends made by this company must have numbered many.

The booth itself was dainty, pleasing, and attractive, and much larger than

GOOD ADVERTISING

Advertising Circulation.

“ONE of the most lamentable delusions any merchant can entertain is that buying newspaper space is different from buying any other necessity—and the word “necessity” is used advisedly, too. Of course, in making ordinary, every-day purchases, a buyer is frequently and not improperly influenced by a desire to bestow his patronage where his relations with the seller are friendly; but the cases in which this friendliness induces a buyer to pay more than the ruling price for the article purchased are very rare. In buying any of the usual commodities, the buyer usually has choice of several stores from which to buy, and ordinarily the purchaser of newspaper space has at least two papers from which to buy. It may seem that the space offered by each paper is identical—just as the sugar or soap one buys at one store is just the same as that sold at another store—but this is not true. Differences in the character of the papers and in the character of their circulations, make differences in the value of the space they sell.

“The size of the circulation, of course, adds another factor to the problem. But when the merchant goes to buy space, he should consider that he is not doing an act of charity. He should not buy space except with the expectation of making profitable use of it, just as he expects to make profitable use of a delivery wagon or hand saw or a hat. The publisher “delivers the goods” just as certainly as does the wagon-maker or the hardwareman or the hatter, and if buying his product—advertising space—is “doing him a favor,” then buying the wagon or the saw or the hat is conferring a favor on those who sell them. He buys something that can be made profitable, and if he uses it intelligently will profit thereby—whether it be newspaper space, delivery wagon, hand saw or hat.”—Advertising World.

There is a certain amount of profitable advice for the retailer in the extract quoted above, but the Advertising World, like a good many of its contemporaries, lays undue stress on the circulation theory. In fact, this phase of the advertising question is being driven so hard that one often wonders if some retailers are not well-nigh mystified as regards the scientific difference between newspaper space and newspaper circulation, or in other words, the fallibility of paying for what you don't get. To make the retailers' case of interpretation more hopeless, now and then some wiseacre rises into prominence who alleges that the readers of certain papers are practically a unit in their wants and tastes. Or, perhaps, he goes further, and avers that to advertise certain commodities in certain papers is worse than useless. He has proven it by tests. He runs a paper or an agency.

I may be selecting abnormal instances, but scrutinizing journals and magazines

nowadays I find too much of what I consider “indefinite talk about definite circulations.” Any sensible merchant knows that a country paper will be read by more rural than city people; he likewise knows that a trade paper will have more commercial readers than a church monthly. He also is aware that a magazine devoted to women will be a better place to advertise feminine needs than a sporting quarterly. But to try to tell a merchant that two papers in his city or town, existing under practically the same conditions and being both devoted to news—to say that one of these papers can offer inducements gratuitously to the advertiser while the other must charge a premium, is the poorest kind of logic. If the advertiser is quoted different rates by these two papers for the same space, he reasons that that difference constitutes a difference in circulation, but he does not necessarily conclude that the difference goes beyond numbers. If he accepts the highest figure he knows he is getting smaller space for his money, but more readers. As to the CLASS of readers, that's another question.

When advertising journals speak about the “differences in the character of the papers and in the character of their circulations,” what do they want advertisers to do—from solid argument? If a city supports, say, five papers, there may not be two of these papers identically alike either in policy, principles or politics. Yet they may all be good mediums to the majority of advertisers. One of these five papers may be especially rabid, of the yellow journal variety. The merchant selling high-class goods, going directly opposite to “character” discrimination, advertises in this medium and, as far as can be traced, gets as much business from it as from the other four papers, proportionately. This seeming paradox (according to the wiseacres) is possible on the following grounds: In the first place, the people do not make nor materially govern the policy of a newspaper, neither is an allegiance to it politically or socially any criterion of business methods. Proof of this assertion is found in the fact that scores of people subscribe for and regularly peruse papers whose policies on certain lines they disagree with and whose editors they perhaps dislike, but they get the papers and read them for news. Among such readers of the rabid paper may even be a number of the “400” who are calm people, hence the reason of the high-class goods man getting business.

In the second place, the rich generally “take all the papers” regularly; so do the gentry. The poor as usual take what they can get, mostly irregularly. Yet a man of small means may buy something through an ad. that the rich and gentry repeatedly passed over. He may also occasionally get a peep at a paper avowedly launched on the motto: “For the classes, not the masses.” And

that peep of this one and that one of the masses is reason enough for the advertisements of a maker for the masses appearing in a paper for the classes.

Glancing over the newspapers of cities and towns one readily notices that the majority of advertisers, directly in opposition to the definite circulation theory, use all the mediums within a radius governed, of course, by the class of business pursued, local or mail order. These advertisers know that human nature is an indefinable quantity, that no one is absolutely sure what a man reads, what influences him in the matter of purchases, what creates his opinions. Not knowing these things, unlike some of their wiser fellows, they adopt the sanest course—they advertise to the people as a body on the principle that while all the people are not the same there are a mighty big number who require the same things and they are not all reading the same papers.

The newspapers are of benefit to the retailer, but he must be the best judge of whether they can benefit his particular case or not, because he knows best the conditions under which he merchandises, and the extent of his competition.

If he advertises in newspapers he may perhaps find certain papers of more benefit to him than others, but the reason for this might be traced to the kind of management as well as the kind of circulation. He may also get better results from newspapers with the poorest advertising systems and the biggest list of regulations, but he may find on investigation that their mailing systems and train connections are ideal. When the retailer is told, however, as I noted before, that certain papers will give him just the class of readers he is looking for and certain other papers give him just the class of readers he is not looking for—and the papers in question are one and all straight, everyday business newspapers—then the retailer is being treated to nonsense. By all means the retailer must advertise “judiciously,” but let that judiciousness rest on the wisdom of being timely, straightforward and thorough, of being guided by conditions, not sentiment, necessity, not caprice, and of having a belief in the people as well as the paper.

THE GRIMM CO.'S SUCCESS.

The Grimm Manufacturing Co. of Montreal was very successful at the Ottawa Fair, having won by the products of the Champion Sap Evaporator nine prizes out of twelve, and among these were four firsts. These were for purity and excellence. Mr. Grimm is a strong champion of the purity of maple products and his record at the Fairs speaks well for his determination to carry into effect a work that will be of the greatest benefit to Canada in advertising the fact that pure maple products may be always obtained in this country.

A SUGGESTED BRITISH TARIFF.

THE British Tariff Commission, working in co-operation with the Right Honorable Joseph Chamberlain, has issued a circular of much interest dealing with the tariff systems of Europe and America. It is pointed out that the tariff systems of Europe and America in operation at the present time are exceedingly diverse in character, no two countries having identically the same system. The differences which exist arise from the fact that the structure and organization of industry of one country differs from that of another, and that the tariff systems adopted have been gradually worked out, not with a view to satisfying any theoretical criteria, but in order to secure certain objects of public policy. Moreover, the actual system of tariffs adopted by any one country can rarely be understood without reference to other parts of their public policy, such as their transport system, navigation laws (such as exist in France, and were recommended by the shipping commission, which recently reported in the United States), methods of regulating labor, and generally the relations between the Government and industry and commerce. Notwithstanding, however, this diversity of practice in the various countries of Europe and America, their tariff system at the present time falls into certain broad divisions.

The system of tariff proposed by the tariff commission differs from all those adopted abroad. That system is as follows:

(a) A general tariff, consisting of a low scale of duties for foreign countries which admit British wares on fair terms.

(b) A preferential tariff, lower than the general tariff, for those of our colonies which give adequate preference to British manufactures, and framed with a view to securing freer trade within the British Empire;

(c) A maximum tariff, consisting of comparatively higher duties, but subject to reduction by negotiation to the level of the general tariff.

The duties recommended are, at the present stage of the inquiry, stated as ad valorem rates, but this is without prejudice to the question whether the duties ultimately recommended should be ad valorem or specific. That part of the general tariff which has so far formed the subject of recommendation, namely, that which has to do with the iron and steel and the cotton industry, provides for the free admission of iron ore, raw cotton and yarns of all descriptions, and for graduated duties, in no case exceeding 10 per cent. ad valorem on the various manufactured products.

A TRADE CAUTION.

AS the trade well knows there is a large run of salmon on the Fraser this season. A gentleman who is a well-known authority on the subject says that the quality of the fish running late in the season is decidedly inferior and at least some of the canneries refuse to pack them, claiming that they are unfit for food.

As this inferior quality of fish that has been packed cannot be sold in Great

Britain, where, of course, the bulk of the salmon pack goes, it may naturally be inferred that it will be offered principally on the Eastern Canadian market.

In view of this the trade in Canada cannot be too careful when making their purchases of canned salmon and should not be tempted to buy any low-priced goods that may be offered. At least not until they are assured that the quality is good.

BUSINESS CHANGES.

ANTOINE DAOUST and Edmond de Roche have registered under the style of the Standard Confectionery, Montreal, Que.

The General Trading Co., Barwick, Ont., has sold out.

Francis McGarvey, grocer, Petrolia, Ont., has assigned.

C. W. Elliott, grocer, Winnipeg, Man., is out of business.

Ed. Chapleau, general store, St. Paschal, Que., deceased.

J. R. Ouellet, general store, Black Lake, Que., registered.

Simon Grieves, baker and confectioner, Rockwood, Ont., is dead.

E. Hallett, grocer, Toronto, Ont., has assigned to N. L. Martin.

J. H. Daunais, general store, Montcalm, Que., has assigned.

J. L. Olivier, grocer, Montreal, Que., Nap. St. Amour curator.

Geo. H. Thompson, Kenwick, Ont., is removing to Oil Springs.

Dupuis & Rodrigue, general store, Marquette, Que., have dissolved.

Pierre Letendu, general merchant, Yamaska East, Que., is dead.

Andrew Jones, grocer, Toronto, Ont., has sold out to W. L. Snall.

A. E. James, grocer, Brantford, Ont., has sold out to A. J. Smith.

Delphis Coulombe, grocer, Ville Roy, Que., has effected compromise.

Balgonie Milling Co., Balgonie, Man., succeeded by James McPherson.

A. Reinhorn, confectioner, Regina, Assa., has sold to John Gavin.

Henri Belisle, grocer, Montreal, Que. Assignment has been demanded.

H. Giegrich, general store, Kaslo, B. C., is closing his Sandon branch.

John Warren, baker, Rapid City, B. C., is succeeded by D. A. Rogers.

International Canning Co., Montreal, Que., Mrs. Maurice Soucy registered.

Fleurant Magloire, cheese manufacturer, West Bolton, Que., has assigned.

P. W. Dueck, general store, Aberdeen, Man., succeeded by Dueck & Neufelt.

Montreal Pasteurized Milk Co., Montreal, Que., are offering compromise.

J. L. Olivier, grocer, Montreal, Que. Consent of assignment has been filed.

W. H. Snider, grocer, Oil Springs, Ont., has sold out to Roy Columbus.

Nap. Martineau, grocer, Montreal, Que., Chartrand & Turgeon, curators.

E. S. Meeres, general store, Hill Farm, Man., is removing to Balcarres.

Jos. Couture, grocer, North Stukely, Que., has received demand of assignment.

Mr. H. Gordon is opening up afresh at the corner of Stafford and King, Toronto.

W. Forsythe & Co., butchers, Rapid City, Man., have sold out to J. G. Miller.

Wm. David Black, general store, Parham, Ont., has sold out to H. S. Coughlin.

T. R. Brough, general merchant, Carberry, Man., has sold out to R. J. Hopper.

W. T. McDonnell, grocer, Toronto, Ont., has sold out to Robert H. Gordon.

E. Paddison, baker, Stayner, Ont., has been burnt out; loss covered by insurance.

H. J. Breckow, baker and grocer, Thedford, Ont., has sold out to Wilson Bros.

Timothy P. Barron, grocer, Amherstburg, Ont., has assigned to Francis M. Falls.

Archibald Clark, fruit merchant, Guelph, Ont., has sold out to Hugh McHugh.

Foream Bros., general merchants, Everts, Man., have sold to J. H. Robinson.

S. M. Brennan, general merchant, Rivington, Que., has sold out to W. McVicar.

A meeting of the creditors of Albert Pesant, grocer, Montreal, Que., has been called.

A. J. Atlas, confectioner, Winnipeg, Man., has sold out to Miss Selma Anderson.

F. A. Moore, late general merchant, Brookdale, Man., has assigned to C. H. Newton.

H. A. Barber, general merchant, Harrow, Ont., has assigned to Lawrence L. Barber.

PERSONAL MENTION.

Mr. H. Gilbert Nobbs, representing Holbrook's, Limited, Birmingham, Eng., was a caller at the Montreal offices of The Grocer this week. Mr. Nobbs' energetic and up-to-date work in introducing Holbrook's Sauce to the Canadian trade is having good results, and a good future is in store for this excellent appetizer and relish.

WESTERN BUSINESS OPENINGS.

Secretary W. A. Coulson of the Retail Merchants' Association of Western Canada informs The Canadian Grocer that there are general stores for sale in the following western towns: Beulah, Bradwardine, Crandall, Hamiota, Shoal Lake, Rosburn and Kenton.

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. Company

TORONTO, ONT., CAN.

diverting the demand to rice and sago. We quote:

Rangoon rice, per lb.	0 03½	0 03½
Patna " "	0 04½	0 04½
Tapioca, per cwt.	4 50	4 75
Sago, per lb.	0 03½	0 03½

Pot and Pearl Barley—Prices continue as previously quoted:

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

Syrups and Molasses—Prices are steady and the market is without new features. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 " "	2 40	2 50
" " 10-lb tins, per ½ " "	2 25	2 25
" " 20-lb tins, per ¼ " "	2 15	2 25
" " barrel, per lb.	0 03½	0 03½
Sugar syrup, per lb.	0 03½	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 20	2 20
" " 5-lb. " " " "	2 65	2 65
" " 10-lb. " " " "	2 40	2 40
" " 20-lb. " " " "	2 45	2 45
Barbadoes molasses in ½-bbls, per lb.	0 04	0 04
New Orleans molasses in ½-bbls, per lb.	0 02½	0 02½
" " in barrels	0 02½	0 02½
Porto Rico molasses in ½-bbls, per bbl.	0 04½	0 04½
Blackstrap, in bbls., per gal.	0 31	0 31
" " " "	0 33	0 33
" " " "	2 25	2 25

Coffee—Green Rios are selling now at 11c. per lb. We quote:

Whole green Rio, per lb.	0 11
roasted, per lb.	0 15
Standard Java in 25-lb. tins, per lb.	0 31
Old Government Java in 25 lb. tins, per lb.	0 32
Mocha " "	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " "	0 19
Maracobe " "	0 17
Choice Rio " "	0 16½
Pure " "	0 32
Seal Brand (C & S) in 2-lb tins, per lb.	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " " "	0 24

Cocoa—There is a normal demand for cocoa. There are no new features in the market. We quote:

Epps' 1 lb package, per lb.	0 33
Fry's ½ lb " Homoeopathic, per lb.	0 30
" " 1 lb " " " " " "	2 40
tins concentrated, per doz.	0 19
Mott's Soluble, in bulk, 12½ lb tins, per lb.	0 15
Cowan's, in 10-lb tins, per lb.	0 25
Mott's Homoeopathic, 18's	2 85
Van Houten's, 18's, per doz.	0 42
Baker's in 2-lb. tins 1 lb. tins per lb.	

Chocolate—We quote:

Baker's unweetened, per	0 36
Menier, ½ s., per lb.	0 35
" " " "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " " tins, " "	1 50
" " " " 7-lb. tins, per lb.	0 06
" " " " 4-lb. tins, " "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " " " 1-lb. glass, " "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " " " strawberry, " "	1 85
" " " " raspberry, " "	2 00
" " " " glass, assorted, " "	2 05
" " " " raspberry, " "	2 40
" " " " strawberry, " "	2 20
" " " " 7-lb. tins, assorted, per lb.	0 12
" " " " raspberry, " "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), " "	0 52
" (in Calgary), " "	0 57
" (in Lethbridge), " "	0 57
" (in Edmonton), " "	0 60

Nuts—We quote:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts " "	0 11
Peanuts, " "	0 11½
Jumbos, " "	0 14
Walnut, per lb.	0 12
" (shelled) " "	0 25
Pecans, per lb.	0 15
" " " "	0 16
" " " "	0 16

Foreign Dried Fruits— There are no new features in the foreign dried fruit market. We quote:

Valencia raisins, f. o. s. to arrive	1 60	1 75
" " selected to arrive	1 75	1 90
" " layers, " "	1 85	2 00
California raisins, muscatels, 3 crown, per lb.	0 07	0 07
" " choice seeded in ¼-lb. packages per package	0 07½	0 08
" " fancy seeded in ¼-lb. packages per package	0 08	0 08
" " choice seeded in 1-lb packages per package	0 08½	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½	0 09½

There may be Beans on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

CLARK'S

Pork and Beans in Chili Sauce

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

MADE IN CANADA

DIAMOND BRAND

MAPLE SYRUP

MFD BY SUGARS LTD MONTREAL

HAS A FLAVOR EQUAL TO FRESH GOODS DIRECT FROM THE BUSH.

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.

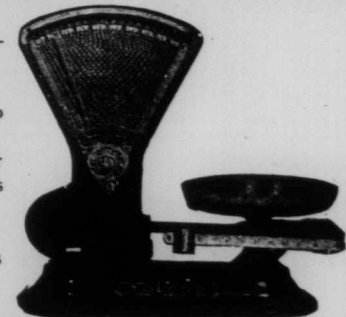
A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

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.



IRRESISTIBLY DELICIOUS

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

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

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



Known and Loved for SIXTY YEARS

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

Canadian Agents: **J. & G. COX, Ltd**
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.

EAGLE BAKING POWDER

Ask your Wholesaler for It.

J. H MAIDEN,
MONTREAL

POULTRY, FISH, GAME AND OYSTERS.



WINNIPEG FISH CO.
PHONE 1480.
259 PORTAGE AVE.

Any quantity of fish shipped. (ADDRESS—Mail P. O. Box 791, WINNIPEG,

Prunes, 90-100 per lb.	0 054
" 80-90 "	0 064
" 70-80 "	0 06
" 60-70 "	0 064
" 50-60 "	0 07
" 40-50 "	0 074
silver "	0 084
Currants, uncleaned, loose pack, per lb.	0 064
" dry cleaned, Filiatras, per lb.	0 064
" wet cleaned, per lb.	0 064
" Filiatras in 1-lb pkg. dry cleaned, per lb.	0 07
" Vostizzas, uncleaned.	0 064
Hallowee dates, new per lb.	0 064
Figs, cooking in bags, per lb.	0 038
Apricots, choice, in 25-lb. boxes, per lb.	0 12
Apricots, standard in 25-lb. boxes, per lb.	0 11
Peaches, choice.	0 124
" standard "	0 12
Pears, (choice halves) "	0 124
Plums, choice (dark pitted) per lb.	0 10
Candied Peel—Lemon peel, per lb.	0 09
Orange "	0 094
Citron "	0 14

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. 47.	0 25
Gunpowder, in quarter chests, per lb.	0 26
Young Hyson, in 1/2 chests, per lb.	0 26
Scented Orange Pekoe, in cads, per lb.	0 26

Fish and Oysters—Lake Superior trout is selling now at 9c. per lb. B. C. salmon has been reduced 1-2c. We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 124
Halibut	0 06
White fish (L. Winnipeg), per lb.	0 05
Pickeral	0 04
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
" Acadia " " " " 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.	0 124
Finnan Haddie, in 15 or 30-lb. boxes.	0 08
Smoked halibut strips.	0 11
Kippered 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 select per gallon.	2 25

Evaporated Apples—Selling at \$1.20 to 9c. per lb. The price is firmly maintained.

Beans—Hand-picked beans are still quoted at \$2.10 to \$2.15 per bushel, and the ordinary grade at \$2.

Woodenware—Prices are unchanged. 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 15
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 85	11 85
" " " " No. 1 " " "	9 50	9 50
" " " " No. 2 " " "	8 40	8 40
" " " " fibre, per nest of 3.	2 90	2 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs.	0 56	0 56
Butter boxes, per nest of 2, to hold 14 and 28 lbs.	0 29	0 29
Butter tubs, fibre and cover, per doz.	4 00	4 00
Butter moulds, for 1-lb. bricks, per doz.	1 85	1 85

Exc. v heat Flour—Quoted at \$1.70 per half sack.

Breakfast Cereals—Oatmeal has declined 50c. per cwt. since the new crop has been brought to the mills. Prices are now quoted as follows:

Rolled Oats, 80-lb. sacks, per cwt.	1 90
" 40-lb. " " "	1 95
" 20-lb. " " "	2 00
" 8-lb. " " "	2 30
Cornmeal, in sacks, per cwt.	1 85
" " in 1/2 sacks, " " "	1 90

Eggs—Local produce houses are paying 20c. per dozen for eggs.

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.

AGENCIES WANTED.

MANUFACTURERS' agent with good connection in British Columbia is open for a few good agencies and kindred lines, highest references. Box 273, CANADIAN GROCER, Toronto. [38]

SITUATION WANTED.

POSITION required by young man (40), manager, book-keeper or position of trust in general, grocery or hardware store; references exchanged. Box 276, THE CANADIAN GROCER, Toronto. [41]

YOUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [38]

SIDE LINES WANTED.

YOUNG man, with three years' experience on the road, at present covering Oregon, Washington and Idaho, wants to secure good paying lines to handle between Calgary and Winnipeg. Prefer good staple lines on a commission basis rather than a salaried position. Exclusive territory. No fake propositions considered. Address: "Salesman," Box 272 CANADIAN GROCER, 511 Union Bank, Winnipeg, Man. [37]

AGENTS WANTED.

ADVERTISING novelties and calendars with merit are supplied by the Cranston Novelty Co., 157 Bay Street, Toronto; also rubber stamps, clothing hangers and store fixtures; write for catalogue; agents wanted. [9]

WANTED.

WANTED—Clerk for grocery department in general store; state age, experience and salary expected. Box 13, Port Dover, Ont. [1]

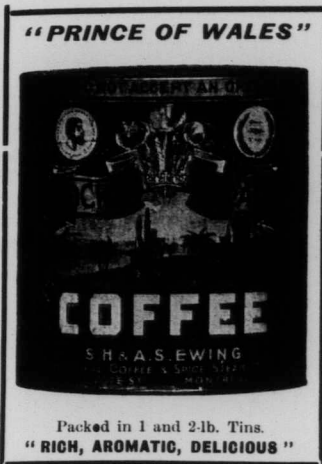
WANTED—Enterprising baker with two hundred and fifty dollars, to buy small established bakery in growing town, 6,000; horse, wagon, sleigh, portable oven, pans, everything complete; first class condition, excellent chance for young man good on home-made goods; come and investigate thoroughly. Thos. Lilly, Midland, Ont. [1]

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.



"Assured Quality, Uniformity and Satisfaction."

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

DELICIOUS

COFFEES

How to Increase Sales

Give special prominence to one line of goods each week, and call the attention of every customer to them.

This done systematically will keep your stock moving.

Start off with Condensed Milk.



RELIABLE GOODS

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

MR. GROCER!

WHEN ORDERING GROCERIES
DON'T FORGET

GOLD STANDARD

TEA

AND WHEN ORDERING TEA DON'T
FORGET THAT GOLD STANDARD IS
"GUARANTEED THE BEST."

ONE POUND AND HALF POUND SEALED
LEAD PACKETS. THREE POUND AND FIVE
POUND TINS. RETAILS 35, 40 AND 50c.
PER POUND. PACKED AND GUARANTEED
BY

CODVILLE & CO.

BRANDON WINNIPEG CALGARY

WHAT ABOUT

Your Stock of

JAMES' DOME BLACK LEAD ?

Keep it up, as the cold weather will bring on an increased demand.

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

BOOKS FOR BUSINESS MEN

Business Short Cuts

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

Contains much valuable information on:

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

\$1.00 Post Paid

Manufacturing Cost

By H. L. C. Hall

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

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

Price, \$3.00 Post Paid

Thorne's Twentieth Century Book-keeping

and Business Practice

By W. W. Thorne

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

The Index

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

Some Subjects Treated

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

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

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

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

The MacLean Publishing Co. Toronto
Montreal
Winnipeg
Limited

FRESH AND CURED FISH

SALMON SPAWNING.

THE B. C. Fishery Commissioner has just returned from a partial inspection of the spawning grounds of the Fraser River, and his report is most interesting. He estimates that fully 200,000 sockeyes passed through the weirs at Seton Lake, a great number of which were allowed to pass into the lake for natural spawning, the balance being retained, and when ripe the ova will be taken and placed in the Seton Lake hatchery. He also states that the Horsefly River was swarming with breeding sockeye. He was not able to visit all the spawning grounds but his information is that the fish this year are everywhere abundant.

The commissioner places great importance on the spawning grounds, as he considers that on these the runs of future years depend.

Mr. R. J. Ker, secretary of the British Columbia Packers' Association, is of opinion that the real salvation of the salmon fishing industry depends on the establishment of periodical close seasons. The Canadian Order-in-Council which precludes them from being caught in the Fraser River and adjacent waters during 1906 and 1908 is still in force. It is, however, provided that the order should be cancelled in the event of Washington not passing a similar enactment for the United States fisheries.

B. C. HERRING FISHERIES.

GREAT developments are expected in the herring fisheries along the British Columbia coast. Herring fishing is one of the important subjects to be dealt with by the Fishery Commission. The fishermen are endeavoring to obtain changes in the regulations which will give to the industry better facilities and increased prosperity.

Herrings are making their appearance much earlier this season than on previous occasions and operations are already in full swing.

Arrangements have been made by the Dominion Government whereby quite a number of Scotch fishermen are being brought over from Scotland with a view of introducing into Canada the same system of curing and packing which has made the Scotch fish so popular in Europe. The partial failure of the Scotch fisheries has made it possible to obtain some of the oldest and most expert men. The British Columbia fisheries are expecting great developments to arise from this move of the Government.

B. C. OYSTER CULTURE.

Great developments may be expected in oyster culture in British Columbia waters if the reports which reach us are reliable, which they have every appearance of being.

We are told that at a less distance than 200 miles north of Vancouver are to be found some admirable oyster beds.

A few months ago some beds were staked out as an experiment and the results have been eminently satisfactory. The water at this spot is warmer than is usually the case in the locality, and is so situated that protection can be provided with very little expense.

The oysters are said to have flourished remarkably and the early samples are considered equal to any best oyster marketed. There are upwards of 300 acres of beds already located.

GEORGIAN BAY COMMISSION.

SOME interesting facts came to light at the sitting of the Fishery Commission in Georgian Bay district. Those who gave evidence were unanimous in their opinion that there should be no curtailment of the close season; they advocated also great strictness in the enforcement of the fishing regulations, and also that hatcheries should be established by the Government.

A retired fisherman in his evidence stated that he had fished at all points on the shores of the Georgian Bay and that in his early days he had caught some twenty-two thousand fish in a season. He said it was impossible to catch that number at the present time, no doubt partly due to the increased number of fishermen, but mainly to the fact that quantities of fish were caught while spawning.

As a fisherman he advocated the establishment of hatcheries, but if the close season was observed the hatcheries would not be necessary. In his experience he found that gill nets were superior to pound nets. In his early fishing days a 5-inch mesh net was sufficient, but in later years owing to the depletion of the fish a smaller mesh became necessary. As a matter of fact a 5-inch mesh would be no use at all for present fishing. He also drew attention to the fact that three years ago whitefish were plentiful whereas now there were none.

Another fisherman who had had an extensive experience of the gill net and pound net further stated that in his opinion the natural hatching of fish would be more rapid and satisfactory, but in order to afford adequate protection the close season should commence about October 20th.

SCOTCH HERRING FAILURE.

The herring fisheries of Scotland are fast falling behind, owing to the persistence in continuing on old lines and methods, and the distress among the fisherfolk is most severe. Proposals for immigration to the Canadian fisheries are being encouraged wherever possible, but only with partial success. The Duchess of Sutherland is seeking to alleviate the present conditions by installing a system of carpet looms, and thus providing employment for the distressed families.

Allan Fox & Co., general merchants, Hawkhaw, N.B., have held a meeting of creditors.



KING OSCAR SARDINES

THE
NEW
PACK

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

JOHN W. BICKLE & GREENING

Canadian Agents

HAMILTON, - ONTARIO

Next to Your Habits

The most significant factor in your life is your food. The same truth applies to your customer. Good habits and "**Acadia**" Prepared **Codfish** will keep anyone healthy and happy. And as these food products are to the human system, so are they to business—they are health-promoters. One of the ways to keep trade active and healthy is to carry "**Acadia**" Prepared **Codfish**. Business is always active in stores where it is sold.

—AGENTS:—

A. H. Brittain & Co., Board of Trade Building, Montreal.

Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

Jams, Jellies, Marmalades,

ALEX. CAIRNS & SONS, - PAISLEY, SCOTLAND

From the land of the Heather and the Bramble comes this world-wide brand which needs no introduction. It is so well and favorably known everywhere that you only have to stock it to sell it. A big bunch of satisfaction goes with every pot, so you run no risk when ordering CAIRNS'. Almost before you notice it, you will have built a profitable trade from this brand alone.

JAMS

1-lb. Patent Glass Jars
Cases, 2 doz.

Plum	-	-	-	- \$1.80
Blackberry	-	-	-	1.90
Damson	-	-	-	1.90
Gooseberry	-	-	-	1.90
Apricot	-	-	-	2.10
Assorted	-	-	-	2.10
Red Currant	-	-	-	2.10
Strawberry	-	-	-	2.10
Greengage	-	-	-	2.20
Raspberry and Red Currant	-	-	-	2.20
Black Currant	-	-	-	2.30
Raspberry	-	-	-	2.30

JELLIES

1-lb. Porcelain Pots
Cases, 4 doz.

Apple	-	-	-	- \$1.90
Gooseberry	-	-	-	1.90
Plum	-	-	-	1.90
BRAMBLE	-	-	-	2.00
DAMSON	-	-	-	2.00

1-lb. Patent Glass Jars
Cases, 2 doz.

Black Currants	-	-	-	2.80
Red Currants	-	-	-	2.80

F.O.B. MONTREAL
Net 30 days or 1% off 10 days

MARMALADES

1-lb. Patent Glass Jars
Cases, 2 doz.

Scotch Orange	-	-	-	\$1.75
Home Made Orange	-	-	-	2.20
Tangerine Orange	-	-	-	2.20
Apricot	-	-	-	2.30
Fig and Lemon	-	-	-	2.30
Ginger	-	-	-	2.30
Ginger and Pineapple	-	-	-	2.30
Green Fig	-	-	-	2.30
Green Fig and Ginger	-	-	-	2.30
Pineapple	-	-	-	2.30
Scotch Orange	-	-	-	
in 7-lb. tins, 12 tins	-	-	-	
in a case	-	-	-	7.20

In lots of 5 cases or more, 5% off above prices.

HUDON, HEBERT & CIE.

AGENTS

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 28, 1905.

THE cheese market remains not only steady, but so very firm all through the country that it seems impossible to get prices any lower this year and to make present investments pay we must look for higher prices later on.

The statistical situation remains strong. Stocks in Canada have increased somewhat lately, but not to any great extent, however. The stocks here are very largely held for English account and our own holdings are not pressing on the market, but while higher prices in the future are confidently expected, our operators are very careful not to get too large a load to carry forward at present high prices, and, meanwhile at least, they miss no opportunity of selling if they can do so at even a small margin of profit.

It is difficult to get up enough enthusiasm to stock up with cheese at present prices, no matter how strong the situation may be from a statistical point of view. The chance of higher prices is a great uncertainty even if it is considered that the chances of a decline in prices are out of the question; and so we go on—salesmen in the country think they should get more money now for their September product, while dealers here fear they might lose money if they go on bidding higher prices at country points, and the consequence of all this is a firm and steady market with but very little change in prices.

In spite of extra feeding, the production of cheese is decreasing and this is one of the strong "bull arguments," but we do not as yet know whether and to what extent the consumption of cheese in the United Kingdom has fallen off on account of the increased cost to the consumer, and this is the cause of uncertainty and caution for our operators to go ahead and stock up with goods for the future demand.

When prices are low enough during the summer months that British retailers can afford to sell best cheese at five pence or six pence per pound, it is a fair speculation that the Fall or Autumn make of cheese will bring a good price during the following Winter months. This year our prices did not go low enough to admit the British retailer at any time to reduce his price below six pence per pound, but we must consider in connection with this that last year's stocks were nearly all consumed, and the consumption was obliged to go on the new season's make as soon as it was offered on the market. There was a strong demand in consequence and prices could not come down sufficiently to offer special inducements for speculative buying.

Against this we have a decreased production, and as the higher prices ruling this year may have been the cause of a decreased consumption, we may come out about even at the end, but the ques-

tion still remains open, what will the future be regarding prices?

Butter has advanced recently, partly because the quality is now beyond question, and partly because the stocks are none too large. Butter from now on if not wanted for export will be wanted for our home consumption. September-made butter, if properly kept in cold storage, will be very desirable butter next Winter, and while present prices may be called high, the natural consumptive demand must be considered, and if stocks are less than what this demand may require, prices will be advanced in proportion.

There is no change in dairy butter. This article remains very scarce and prices are abnormally high. There is nothing in sight at present to change this condition.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

IT is quite evident, if one may judge by the general opinion of British fruit importers, that the demand for Canadian apples is going to be brisk—possibly more so than usual, as there is some uneasiness felt on this market regarding supplies. The continental crops have proved to be exceedingly poor, and the domestic growth, upon which so much depends, has also proved very disappointing. It is much to be regretted that Canadian apple growers have themselves experienced a poor season, for had it been otherwise they might have been in a position to take advantage of the scarcity from other sources which is affecting this market. In view of the small crop in the Dominion, however, it appears that there is slight chance of the receipts of Canadian apples being as large as last year, and it is to be hoped that shippers will not endeavor to force prices too high. It is possible that there will be some Canadian apple exporters who will be tempted to take advantage of the fact that New England, Western New York and other United States districts will be unable to supply Britain in the usual quantities, in order to ask a stiffish price. A great deal depends upon the purchasing powers of the public, for fruit does not form nearly so important an article of diet as dairy produce, and price has far more to do with the sale of the former than with the latter class of goods.

In the matter of packing, there is little to be said that has not already been placed before the notice of those whom it concerns. In view of the fact that there has been some agitation for shipping apples in boxes, it would be as well to emphasize that the trade here does not want apples in boxes. If any man should be thinking of packing in boxes when it is in his power to do so in barrels, let him make careful investigations. Those who have been sending

over apples for several seasons and know what is required here are aware that boxes are only welcome in Britain when barrels cannot be had (a thing which should never be the case in Canada), but there are some younger concerns to whom the information is worthy of note. One does not require to search very deeply for the reason why barrels are preferred. The cost of handling is considerably smaller; the packing is more reliable and secure, and protects the contents more thoroughly than do boxes from being damaged in transit; lastly, but not least, the retail man who cannot make use of barrels must be a very small man indeed.

It is a great satisfaction to notice that the Canadian Government has introduced legislation, as from the beginning of 1906, to bear upon the matter of box-packing, and Canadian packers must fully understand that the adoption of an uniform box is essential, and it is to be hoped that the rules will be rigidly enforced. It is to be noted, however, that the Act requires the boxes to be "not less" than ten inches in depth, eleven inches in width and twenty inches in length, which does not seem to make a limit to the size. A Covent Garden fruit importer, when discussing the question, remarked that "the system and style of the Californian and Oregon packers can hardly be improved upon. Unless the size of boxes is uniform, the thing will be brought to the same ridiculous end as was the case a few years ago, when box packing was greatly in vogue. Boxes arrived in all sizes and shapes—old boxes, new boxes, square and long boxes, some patent boxes, costly enough for the packing of bullion." Packers need not be reminded of the losses incurred, not to mention the loss of reputation, which can scarcely be repaired at all. Canadian apples, when packed honestly in barrels, enjoy a very high reputation.

Apropos of the association formed amongst Ontario apple growers for regulating their export trade, brokers seem to think that this is just what would be expected in a year of shortage such as this, and are in no way concerned for their own interests. They seem to regard the selling arrangements of the association, by which the products of the concerns who form the association are pooled, collected at certain centres and sold without regard to brokers or commission men, as something quite to be looked for in view of the small stocks held. "Wait," they say, "until the Ontario growers have a heavy crop of apples. Then they will be glad to use all channels possible in order to dispose of their supplies." However that may be, one thing is quite certain; if the association cannot work the new scheme successfully this season, when circumstances are in their favor, they never will. The brokers themselves are not without their power, and are not particular whether they handle Gravensteins, Baldwins or Northern Spies.

Fresh Pork Sausage

Are now in Season
and in good demand.

Our Sausage are prepared with great care, full flavored, are appetizing and always Trade Winners.

Expressed to all points.

Write or Telegraph for Sample Basket.

DO IT NOW

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

CHEESE

Buy September cheese for quality and for winter use. This year quality is good, prices are high, but demand from foreign market appears to warrant it. We have a good Stock of Large, Twins, and Stiltons and shall be pleased to quote your prices.

F. W. FEARMAN CO.,

LIMITED

HAMILTON

Your customers' interests are your own—
sell them the best goods.

The hold that **Magic Baking Powder** has taken on the public is simply **marvellous**, an increase of nearly **200** per cent. last year; this in the face of the large number of baking powders on the market proves clearly that



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BAKING
POWDER

is the popular
Canadian powder.

Do you
handle it?

If not, order
trial lot.

(The Light of the Kitchen)

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to furnish prices on car lots or less in

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

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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.

PROVISION AND DAIRY MARKETS.

TORONTO.

Steady demand has been in evidence since our last issue, the stocks are getting well used up and arrivals have been somewhat slower coming to hand.

The position of lard is still one of great firmness with an upward tendency but no quotable change is apparent.

Beef has been somewhat weak and slow in demand. Other products active.

Meat—We quote:

Long clear bacon, per lb.	0 14	0 15
Smoked breakfast bacon, per lb.	0 11	0 12
Roll bacon, per lb.	0 14	0 14
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 10	0 11
Backs, per lb.	0 15	0 16
Heavy mess pork, per bbl.	18 00	18 00
Short cut, per bbl.	22 00	22 50
Shoulder mess pork, per bbl.	14 50	15 30
Lard, tierces, per lb.	0 10	0 10
" tubs	0 10	0 10
" pails	0 10	0 10
" compounds, per lb.	0 07	0 07
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 25	8 25
" front quarters	5 00	5 50
" choice carcasses	6 00	7 00
" common	5 00	6 00
Mutton	0 08	0 08
Spring lamb	0 09	0 09
Veal	0 07	0 09
Hogs, street lots	8 50	9 00

Butter—There has been steady, but active demand for all classes of butter. Arrivals have been somewhat holding back and are expected to do so until cheese making loses its activity. Previous quotations are ruling firm. We quote:

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

Eggs—Eggs are coming to hand plentiful with a steadily improving quality. Prices are ruling firm at previous quotations. We quote:

New laid eggs, per doz	0 18	0 19
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Cheese—There is no feature of interest noticeable. Stocks are fairly heavy

and arrivals continue to come to hand. Export trade shows no perceptible change and prices have still a weakening tendency, but no change is reported.

Cheese, large	Per lb.	0 11
" twins	0 12	0 12

Cheese Board Report.

(For week ending Sept. 21.)

Board.	Boxes.	Price.
London	535	0 11
Woodstock	4,242	0 11
Peterboro	4,362	0 11
Lindsay	1,648	0 10
Pictou	1,225	0 11
Belleville	3,800	0 11 5-16
Brockville	4,429	0 11
Cornwall	1,097	0 11 5-16
Vankleek Hill	1,234	0 11
Stirling	340	0 11 5-16
Cowansville, Que.	933	0 11 3-16
St. Hyacinthe, Que.	700	0 11

* White and colored.

For Montreal Provision Markets see regular Quebec Markets.

WINNIPEG.

Creamery Butter—Prices continue as quoted last week:

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 23
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks	0 24

Dairy Butter—Produce houses are paying 15 1-2c. to 16 1-4c. for No. 1 dairy delivered in Winnipeg.

Cheese—Prices are steady and we quote as follows:

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

Lard—Prices continue as follows:

Tierce basis, per lb	0 10
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00
20-lb. tin pails, in 80-lb. cases, per lb.	0 00
10-lb. " in 60-lb.	0 00
5-lb. " " "	0 00
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00

Cured Meats—We quote:

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

Butchers, Merchants and Hide Buyers

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

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BRIGHT, DRY STOCK WANTED

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

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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. C. HALL & CO. MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHAM & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; 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.

This space \$15 per year.

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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.

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

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

GEO. R. MEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - ENGLAND. European representatives and distributors, Earl Fruit Co., California, U.S.A. SPECIALTIES, FRESH, DRIED AND CANNED FRUITS T. A. Emulate. Codes, A. B. C. and Lieber's.

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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.

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

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,
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WILSON'S FLY PADS

General Storekeepers sell
from three to five boxes
each season.

Are you getting your share
of this Profitable Business?

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.
Hamilton and Winnipeg.

SMOKED MEATS.		
Hams, selected stock, special mild cure	.....	0 16
Bacon, " " "	.....	0 19½
Backs, " " "	.....	0 14
Picnic, " " "	.....	0 09
Hams, sugar cured, assorted sizes	.....	0 15
" " heavy, 20 to 30	.....	0 14½
Picnic, " assorted sizes	.....	0 08
Shoulders, " " "	.....	0 08
Bacon, " breakfast bellies	.....	0 14½
" " breakfast backs	.....	0 13½
" " Wiltshire sides	.....	0 15½
" " spiced rolls, long	.....	0 12½
Manitoba butts, " skinned	.....	0 09½
" " boneless and rolled	.....	0 10
" " rolls, boneless	.....	0 11

DRY SALT MEATS.		
Bacon, dry salt long clear	.....	0 11
" " smoked	.....	0 11
" " boneless backs	.....	0 11
Shoulders	.....	0 08

BARREL PORK.		
Heavy mess pork, boneless, per bbl	.....	16 50
" " per ¼ bbl	.....	9 25
Standard mess pork, per bbl	.....	16 00
" " per ¼ 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

ST. JOHN, N. B.

Provisions—In barrel pork and beef sales have decidedly improved, this being the season for demand. Pork has shown a steady advance for some weeks, but at present seems a little easier for some lines. Beef is practically unchanged, though firmer. Pure lard is still high, quite a little quantity of American is seen. Refined lard keeps quite low, but tending higher. In fresh beef, market is very dull this week and prices in both western and domestic stock have ruled low. Lamb still holds quite firm. Mutton dull. Veal is little seen. Pork is more freely offered and is rather lower. We quote:

Mess pork, per bbl	.....	\$18 50	\$20 00
Clear pork, " "	.....	18 00	21 00
Plate beef, " "	.....	14 01	15 00
Domestic beef, per lb.	.....	0 05	0 07
Western " "	.....	0 08	0 09
Mutton " "	.....	0 14	0 05
Veal " "	.....	0 16	0 18
Lamb, each	.....	9 10	10 01
Pork, p. r. lb.	.....	0 07	0 08
Hams, " "	.....	0 13	0 14
Rolls, " "	.....	0 10	0 13
Lard, pure, tubs, per lb.	.....	0 10	0 13
" " pails	.....	0 13	0 11
Refined lard, tubs	.....	0 08	0 08
" " pails	.....	0 18	0 09

Butter—Prices are higher, best stock has a good sale. In no line does quality so well repay those who take the trouble to have it right. We quote:

Creamery butter	.....	0 22	0 25
Best dairy butter	.....	0 18	0 20
Good dairy tubs	.....	0 17	0 18
Butter	.....	0 16	0 17

Eggs—There is only a fair demand. Prices continue to advance slowly. Buyers have to watch the quality. We quote:

Eggs, henney	.....	0 2	0 4
" case stock	.....	0 19	0 20

Cheese—The stock in the local market is small and higher prices are quoted. Twins are in demand and the output has not been large.

Cheese, per lb.	0 12	0 13
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HALIFAX, N. S.

The produce market is steady at present. Prices have changed little, if any, since last week's quotations, any tendency evident has been slightly downwards or rather towards easiness.

A good deal of stuff in a small way has been brought in to the city by many farmers from the country and this has had a certain effect on the market.

Butter—Is holding its own, though if anything, the feeling is much easier, and no higher prices are looked for just at present.

Eggs—The predictions that eggs would advance during the week did not come into effect. Some sales were made a week ago at 21c., but they have eased off since then and are now steady at 20c. Prince Edward Island quotes eggs at 18 3-4c. to 19c. with the market steady.

Cheese—Keeps on advancing, the factories quoting 12c.

NEW COMPANIES.

DOMINION charter has been granted to James Steller Lovell, Robert Gowans Ernest William McNeil, George Hamilton Cassels and William Francis Ralph, all of the City of Toronto, for the purpose of dealing in live stock, meat, cereals and cereal products, farm produce and all by-products thereof, the share capital to be two million dollars, divided into twenty thousand shares of one hundred dollars. The operation of the company to be carried on throughout the Dominion of Canada and elsewhere, by the name of P. Burns & Co., Limited, and the chief place of business of the said company to be at Calgary, in the Province of Alberta.

Provincial license has been granted to H. J. Heinz Co., a U. S. corporation, to manufacture pickles, condiments and other food products, provided however that the company in so doing shall not use in Ontario any larger amount of capital than the sum of \$6,000.

Provincial charter has been granted to the Cash-With-Order Co. Limited, Hamilton, Ont., the share capital of the company to be \$50,000, divided into one hundred shares of \$100 each, the head office of the company to be at the said City of Hamilton, and the provisional directors of the company to be James William Baby, Alfred William Ecclestone and Alexander Watt.

Provincial charter has been granted to the Martin Milling Co., Limited, Ottawa, Ont., the share capital of the company to be \$150,000 divided into one thousand shares of \$100 each, the head office of the company to be at the said City of Ottawa, and the provisional directors of the company to be John Martin, John Felton Gilmour and Alfred Lee.

Provincial license has been granted to Huyler's, a U. S. corporation, to manufacture and sell confectionery, chocolate, coffee, carbonated beverages, and metal, wooden, or paper boxes, provided that the company shall not use in Ontario any larger amount of capital than the sum of \$15,000. The company has appointed Hugh Edward Rose, Toronto, Ont., to be its attorney.

Provincial charter has been granted to the Darch & Hunter Seed Co., Limited, London, Ont., the share capital of the company to be \$40,000 divided into four thousand shares of ten dollars each, the head office of the company to be at London, Ont., and the provisional directors of the company to be Frederick James Darch, John Wood Hunter, George Arthur Young and John Obadiah Richards.

QUAKER SUGAR AND CREAM CORN

This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

THE PACKERS OF QUAKER CANNED GOODS

SPECIAL

Fall Fairs

We are prepared to take charge of all orders entrusted to us for such Fruits, etc., as you may require during your Fall Fair.

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Peaches
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my change of address, and particularly mind that you can't get better service than I give my customers—send me your orders—it will pay you.

TOM SMITH, - - Fruit Broker

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.

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W. O. BURGESS is offering from his own orchards, in prime condition, perfectly graded, guaranteed uniform.

AUBURN ORCHARDS,
Queenston,
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**Peaches
and
Grapes**

GREEN FRUITS AND VEGETABLES

EUROPEAN FRUIT CROP.

REPORTS of foreign fruit crops are somewhat disconcerting. There appears to be a serious deficiency in supply in most European centres.

In England, early apples are a very bad crop. Late apples will only be about one-third crop. The weather through May was cold with east winds, followed with sharp frost, with ice and snow in some counties, causing irredeemable damage.

Pears very inferior crop.

Plums in some districts total failure, in others a fair crop, but reports on the whole are poor.

France, particularly in the south, has only half its usual crop of fruit. Cold weather in May is responsible for the decrease.

Holland and Belgium have but a small crop, the bulk of which will go to England, Ireland, and Germany.

Germany's crop is poor on account of the excessive drought of April and May. Early fruit is particularly light.

London, Liverpool, Glasgow and Hamburg can take all the apples Canada can consign during July and August, provided they are well matured, of sufficient size, and of good kinds.

ROOT PROSPECTS.

The unanimity which prevails throughout the Province of Ontario with respect to the condition of the root crop is most marked. The season has been especially adapted for the development of the crop. In the early part of the season considerable apprehension was expressed regarding the effect of the wet weather on the potato crop and in low-lying ground it was necessary in some cases to replant the second time. But one danger is now to be feared, and this is the presence of blight. In some sections this has unfortunately already made its appearance on clay land with the result that less than one-half the crop was found suitable for market. In York county, isolated cases of blight have appeared, but the general outlook is of the most hopeful character.

Turnips in almost every part of the county are looking thrifty, and already give evidence of heavy yield.

The average acreage of sugar-beets under cultivation is 800 more than last year. The amount contracted for by the farmers at the beginning of the season was 600 acres in excess, but the extra 200 were sown voluntarily. Everywhere, not alone the sugar-beet, but mangel wurtzel and turnip look well. In Wellington, Halton and Peel counties the outlook is excellent. Up around Milton harvesting operations are practically completed, being greatly in advance of many other points. In the Alliston district the pea crop is excellent, the comparative absence of the bug, coupled

with only moderate rainfalls, serving to make the pea crop a paying investment.

ALMOND PROTECTION.

IT is reported that a syndicate has been formed by seven Malaga exporters which will probably have control of the almond market. "Compania Almondrrera" is to be the corporate name of the "trust." It is a limited liability company, and will operate under a Spanish deed.

The shares are 200 in number and are divided among the seven mercantile houses referred to.

The syndicate will have to do only with the purchase of the almonds from the growing districts, and will not intervene with respect to the ultimate sales to American and European buyers.

Each local exporting house will retain its identity, and business will be conducted along lines followed in past seasons. The purpose of the trust, its organizers frankly admit, is to reduce first cost prices and to eradicate certain alleged abuses heretofore practiced by local speculators and brokers.

Prices of almonds, cost and freight for the season beginning next month will not be materially affected by the new arrangement, though the selling price of the different local houses is likely to be more uniform than in other years.

The Spanish almonds of commerce are the "Jordan" and "Valencia" brands. The ordinary crop of the former is about 70,000 boxes, while the yearly yield of "Valencias" usually numbers more than double that figure. Malaga is the exporting centre, and, as no competitors are in sight, it is likely that the "Compania Almondrrera" will handle the entire business.

The agreement is for five years and the capital listed at one million pesetas (\$140,000).

APPLE EXPORTS DECLINE

Latest reports denote a considerable decrease in the shipment of apples from Canada and United States to European ports. For the week ending September 9th, the total number of barrels despatched was twenty thousand seven hundred and one, against thirty-five thousand four hundred and two in the corresponding week of last year, thus showing the shortage of fourteen thousand seven hundred and one barrels. Advices denote demand good and favoring well colored stock.

ONTARIO MARKETS.

Green Fruits.

Toronto, Sept. 28th, 1905.

LOCAL markets have been showing great activity. Domestic fruits have been ruling. Arrivals have been plentiful and prices well maintained.

California fruits have practically lost interest and it is not expected that

much bulk arrivals will come to hand. Red bananas are off the market.

Lawton berries have also fallen out of stock and there has been a general drop in values, as will be seen by comparison with our last week's report.

We quote :

Oranges, late Valencias, per box.....	5 00	6 00
Oranges, Jamaica, per barrel.....	5 00	5 50
Lemons, Verdill.....	5 50	6 00
Bananas, large bunches, crated.....	1 40	1 50
Bananas, 3's, per bunch, crated.....	0 50	0 75
Bananas, 7-hand bunches, off track.....	0 30	0 40
Peaches, California, per crate.....	0 30	0 90
" domestic, per basket.....	0 30	0 57
Plums, domestic, per basket.....	0 05	0 05
Tokay grapes.....	2 00	2 50
Cantaloupes, Rockafords, per crate.....	4 00	4 00
" Canadian, baskets, 25 crates.....	0 60	0 60
Apples, new, per basket.....	0 30	0 30
barrels.....	2 00	2 50

Vegetables.

Trade has shown a fair degree of activity since our last issue and is generally considered as satisfactory. The prices are fluctuating and in general easier than previous quotations.

We quote :

Jersey sweet potatoes.....	3 00	3 50
New potatoes per bush.....	0 50	0 60
Onions, per bushel.....	0 80	0 80
Spanish onions, per small crate.....	1 00	1 00
large cases.....	2 50	2 50
Cabbage, per doz.....	0 40	0 40
Cauliflowers, domestic, per doz.....	0 75	1 25
Tomatoes, domestic, per basket.....	0 15	0 20
Beets, per bushel.....	0 50	0 50
Carrots, per bushel.....	0 40	0 40
Cucumbers, per basket.....	0 25	0 25
Outdoor lettuce, per doz. bunches.....	0 20	0 20
Waxed beans, per basket.....	0 25	0 25
Water Cress, per doz.....	0 20	0 20
Parsley.....	0 20	0 20
Mint, per doz bunches.....	0 50	0 50
Green peppers, per basket.....	0 35	0 50
Celery, per dozen.....	0 25	0 30
Egg plants, per dozen.....	0 50	0 50
Vegetable marrows, per dozen.....	0 08	0 08
Green corn, per doz.....	0 50	0 50
Parsnips, per bushel.....	0 75	1 00
Squash, doz.....	0 25	0 25
Leeks, bunch.....	0 25	0 25

QUEBEC MARKETS.

Green Fruits.

Montreal, Sept. 28, 1905.

The fruit dealers have no important change to report. There is still a fair demand for all fruits.

California fruits are steady at last week's prices.

Grapes seem to enjoy a good inquiry at fair prices.

Bananas are still plentiful, fifteen cars having arrived last week. Quotations are somewhat easier.

Lemons are lower, more on account of a drop in demand than to abundance of stock, as only a few are seen on the market.

Jamaica oranges have also receded a little. Only a small demand is reported for them in barrels.

Apples are plentiful and sell well at last week's quotations. Other fruits are unchanged. We quote :

Finest Almeria grapes.....	4 25	6 00
Plums, in baskets.....	0 30	0 50
Peaches.....	0 40	0 60
Pears.....	0 40	0 60
Pears, boxes.....	3 50	3 50
Plums, crate.....	1 65	1 65
Peaches, box.....	1 00	1 00
Apricots, crate.....	1 25	1 40
Dates, per lb.....	0 04	0 04
California cherries, box.....	3 00	3 00
Bananas.....	1 25	1 50
Cocoanuts, per bag of 100.....	3 25	3 25
Pineapples.....	4 00	4 50
Jamaica grape fruit, per box.....	5 00	5 50
Florida grape fruit, per box.....	5 00	5 00
Apples.....	2 25	3 00
Sweet potatoes, per bbl.....	2 25	3 35
Cantaloupes, per crate.....	6 00	6 00
Watermelons, each.....	0 30	0 35
Raspberries.....	0 10	0 12
Blueberries, per box.....	1 15	1 25
Fancy California oranges, 150 size.....	6 25	6 00
" 175 to 300 size.....	6 00	6 00
Lemons, per box.....	4 25	4 75
Jamaica oranges, per bbl.....	4 50	4 50
Grapes, 10-lb. basket.....	0 25	0 30

Vegetables.

The vegetable market is only steady, as cold weather is checking consumption. There is still much stock arriving

OYSTERS

Syda and Cousin's

FINNAN HADDIE

Without exception two of the finest lines known to the trade.
A trial will convince you of their superiority.

HAMILTON
34 York Street,

WHITE & CO. LIMITED

TORONTO
Main 4106.

"St. Nicholas"

Fancy Lemons. Equal pack from top to bottom. They're better than the rest. Ask your dealer for them.

LOOK! LOOK! First shipment of

Almeria Grapes

in kegs, due now. **Price per keg, \$5.50.** Better write or phone us about these. Also any other seasonable fruit.

The F. T. JAMES CO., Limited,

76-78 Colborne St.
TORONTO

LEMONS are cheaper.

We have two carloads just arrived.
300s and 360s. Write for prices.

THE DAWSON COMMISSION CO., LIMITED,

Corner West Market and Colborne Streets,

FRUIT, PRODUCE AND
COMMISSION MERCHANTS

- TORONTO

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.

Peaches

Crawford Peaches

Grapes

PURE GOODS ALWAYS SELL

There is no doubt that the **E. D. S. Brand** of Jams, Jellies, etc., sell mainly on their Purity, which, with my goods, has become a byword. Of course, if the prices were not reasonable some grocers would never order, no matter how good the fruit was. So you see the **E. D. S. Brand** is within your reach as the purest goods at the lowest possible prices. The Eby, Blain Co., Limited, are Toronto agents for my 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. Order a trial supply of my goods.



E. D. Smith's Fruit Farms, Winona, Ont.

DRIED FRUIT I handle fine lines of CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in Cleaned Currants in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

TH. J. PSIMENOS
4 Cullum St. E.C., LONDON, Eng.

Canadian Representatives:
TORONTO—P. L. Mason & Co.
ST. JOHN—J. Hunter White
VANCOUVER, B.C.—C.E. Jarvis & Co.

VICTORIA, B.C.—H. Donkin
MONTREAL—A. Durocher
WINNIPEG—Joseph Carman

"SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s
Juicy and Practically Seedless.
"GOLDEN ORANGE" Brand California Late Valencia Oranges,
Best Orange Grown.

Also All Kinds Domestic Fruits.
HUGH WALKER & SON, - - GUELPH, ONT.

Cultivate your Biscuit trade by ordering

McLAUHLAN'S Cream Soda Biscuits

McLAUHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

"TAYLOR-MADE"

Honey-Comb Chocolate Chips are Trade Winners and Trade Repeaters.
Try them. Samples and prices for the asking.

TAYLOR BROS. CO., - - BATTLE CREEK, MICH.

H. W. HUNT & CO., 34 Church Street, Toronto, Canadian Representatives



This design a guarantee of quality.

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

but it is reported that sales are not made as easily even at low figures.

The Montreal onion crop is nearly all on the market. Red onions are plentiful but found a little small in size; yellows are short, in fact about only one-half of an average crop, but quality is very fine. Cabbage, tomatoes and potatoes are still finding their way into consumption, but low figures are ruling generally. Other prices unchanged.

We quote:

Canadian celery, per doz.	0 25	0 40
Green and wax beans, per bag.	0 20	0 40
Bunch lettuce, per doz. bunches.	0 50	
Canadian radishes, per doz. bunches.	0 20	
Mint, per doz. bunches.	0 15	
Parsley,	0 25	0 35
Sage, per doz.	1 00	
Savory, per doz.	1 00	
Beets, new, per doz.	0 12	0 15
Egg plant, per dozen.	2 00	
Green onions, per bbl.	2 00	
Green house water cress, per doz.	0 50	
Cauliflowers, home grown, per doz.	1 50	
Green peppers, per basket.	0 75	
Cranberries, per bbl.	10 00	
New potatoes, bag.	0 50	
Cucumbers, doz.	0 15	
Home grown cabbage, per doz.	0 40	
Tomatoes, box.	10 20	
Spanish Onions, cases.	2 00	
Red onions, bbl.	1 75	2 00
Turnips, bag.	0 75	

MANITOBA.

Green Fruits.

Winnipeg, Sept. 28, 1905.

Lemons are lower in California markets but there are no reductions locally owing to considerable stocks being held here. We quote:

Washington peaches (Freestone), per case.	1 25
California " (Solways),	1 35
Washington plums (blue),	1 25
Hungarian " (red),	1 50
Washington pears, per case.	2 50
Ontario pears, baskets, No. 1.	1 00
No. 2.	0 75
Ontario apples, per bbl.	4 50
Montana crabapples (due Sept. 15), per case.	2 00
Fancy Limon bananas, per bunch.	3 00
Washington cantaloupe, per case.	3 00
American grapes, per basket.	0 50

Oranges and Lemons.

Late Valencia oranges, 126's.	5 25
" " " 150's.	6 00
" " " 176's to 2 0's.	6 50
Fancy California lemons, 300's and 360's.	10 00
(10c. off for 5-case lots.)	

Vegetables.

We quote:

Spanish onions, per case.	1 80
Sweet potatoes, per bbl.	5 50
Tomatoes, per basket.	0 50
Cape Cod cranberries, per bbl.	11 00
Parsley.	0 40
Mint.	0 45
Native onions, per lb.	0 04
Carrots, per bush.	0 80
Beets.	0 40
Turnips.	0 40
Potatoes.	0 65
Celery, per doz.	0 40
Lettuce, per doz.	0 50
Radishes.	0 50
Cucumbers.	0 60
Green onions, per doz.	0 40
Egyptian onions, per lb.	0 03
New California cabbage, per lb.	0 02
Australian onions, per lb.	0 05
Bermuda onions, per case.	2 10
New Potatoes, per lb.	0 02

ST. JOHN.

Green Fruit.

St. John, N.B., Sept. 28.

Oranges are high and sell but slowly. Lemons high and quality but fair. Bananas are easier. Other fruits are now in demand.

Apples are quite plentiful. While best grades are held at full price there are lots of cheap apples. Some of the soft fruit is particularly good stock for immediate use.

Peaches are fairly plentiful.

Pears are cheap. A large quantity of Nova Scotia offered.

Grapes are lower and market well supplied.

Onions are perhaps rather easier. Quite large quantities of Canadian are now here. Quality is good.

Something New in Fancy Mustard Packages

We are offering to the trade a novel and rapid selling line of **Fancy Mustard Packages**—a line that every grocer will sell rapidly. Ask our **Mr. Fielding**, Ontario Representative, and **Mr. Bernard**, Quebec Traveller, to show them to you.

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.



Why not handle the **Best Goods**,
That give you the **Best Profit**,
And that are the **Best Sellers** ?

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer
for it or write us for prices.

CAPSTAN MFG. CO., Toronto, Ont.

**100
CANDLE
POWER**



**1/2 ¢
PER
HOUR**

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE
LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no
dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

IT IS ENGLISH

So many sellers and users
of Jams and Marmalades pay
tribute to the high-standard of
the English-made product.

SOUTHWELL'S

Jams and Marmalades

are English and the Standard.

You sell them, of course

FRANK MAGOR & CO.

Canadian Agents

MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - - MONTREAL



Are a Bonanza for many a Grocer

Give him the "Open Sesame" to a number of epicureans who wouldn't have any biscuits at any price—until they tasted

**PERFECTION
CREAM
SODAS**

Changed? Buy them regularly now. These people are at your door. You don't know it. To make the test you must have the biscuits. Get a supply and await results. You will find there are no "rainy days" with **Perfection Cream Sodas**. Find the reason in the "make."

The test should be a few cases.

**THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.**

BISCUITS AND CONFECTIONERY

A WARNING.

A VERY objectionable custom is at present ruling on the European continent in the confectionery world by the making of a sweet-meat confection in which a filling in liquid form is preserved of strong alcoholic mixture.

The reprehensiveness of such a proceeding cannot be too strongly pointed out. Possibly the liquor itself does not violate any liquor law, but the indiscriminate eating of confection of this kind cannot fail to be productive of most objectionable results.

It is obvious that it would be quite possible to obtain a toxic dose of alcohol by taking a sufficient quantity of the confection.

The European authorities are beginning to awake to the importance of the situation. It is of first importance that the Canadian market should be warned of this danger as we understand that this confection has already secured an entrance into this market.

"WHY POPCORN POPS."

SOME interesting facts have come to light regarding the "popping" of the favorite popcorn. The Department of Agriculture (U.S.) has made various investigations, and have published the following particulars, which will be found of great interest to all users of popcorn:

The popping of popcorn is due to volatilization of the oil contained in the kernel.

Field corn does not pop as readily as popcorn pops because the outer portion of the kernel is more porous, permitting the escape of the oil as it volatilizes, while in the case of popcorn a great pressure is developed in the kernel by the confined oil and the kernel is suddenly exploded and turned wrong side out.

In composition popcorn differs from ordinary corn in having a larger proportion of corneous element and a great per cent. of oil.

Popcorn pops more readily when dry because when moistened the kernels are

swollen, more porous and toughened and do not explode so suddenly and completely as when dry and hard.

Recently experiments were undertaken by an independent investigator to secure information on this question, the trials being made with Indian corn. Kernels extracted with ether were allowed to dry slowly, and popped successfully on being heated, showing that the oil was not the cause of popping.

Other questions were also studied. It was found that the quantity of water-soluble material was much the same in popped and unpopped corn, being 19.3 per cent. in the popped corn and 21.12 per cent. in the unpopped on the dry-matter basis.

Tests with cupric oxide showed that no more than mere traces of reducing material were present in either the popped or unpopped samples. It was found that corn lost moisture on popping, containing then 7.45 per cent., as compared with 12.13 per cent. raw. The tests made to learn whether soluble starch is formed by popping gave negative results.

Some tests were made to learn the influence of skin on the popping of the kernels and the popping qualities of different parts of the kernel. Skinned kernels would not pop, i.e., burst, at all. When kernels not skinned were cut in two crosswise, the halves nearest the cob did not pop, while the outer halves popped readily. When the skin was removed, neither portion would pop. When the kernels were cut in two lengthwise, both parts popped readily. When unskinned kernels cut into quarters were tested, it was found that none of the quarters from the cob end would pop. Some of the quarters from the outer end of the grain popped, though other specimens would not. When cut in halves crosswise, soaked in ether for five days, and dried, the halves which came from the pointed end of the kernels popped successfully, while none of those from the inner end would pop. When the skins were removed and the kernels were soaked in ether three or four days and dried, no success was met with on trying to pop them.

INCREASE

your trade and profits by handling only the best **CHOCOLATES** and **CONFECTIONERY**.

YOUR

Customers expect the **Highest Quality** for their money. Sell them the very best, and

PROFITS

and patronage will come your way.

STEWART'S

Chocolates and Bon-Bons

are

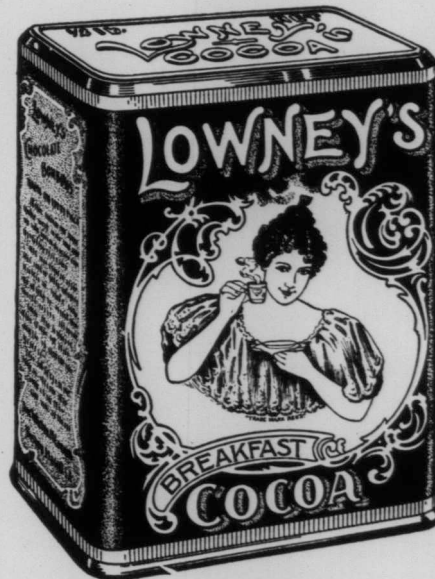
PURE and of the **HIGHEST QUALITY**.

THE

STEWART COMPANY

TORONTO LIMITED

**A TRADE WINNER
FOR GROCERS.**



The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalis or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 47 Commercial Street, **BOSTON, MASS.**

CANADIAN BRANCH: 530 St. Paul St., Montreal

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

**Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA:
No better
Country



MUTT'S:
No better
Chocolate

**MOTT'S
MEANS
MONEY**

"Diamond"

and

"Elite"

CHOCOLATE

Are such satisfactory standard sellers that every merchant should make them leaders.

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

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

The Greatest Thing

is health and its preservation. The man of brain and brawn accomplishes more, both in the realms of mental and physical activity, than his weaker brothers.

One of the greatest aids to the maintenance of health and vigor is the daily use of

ORANGE MEAT

the favorite breakfast food—known for its cleanliness. All Grocers keep it, or should keep it. There is a steady demand. The price is reasonable—the inducements many. Protecting your health is the first law. Selling health food, the second. Do both.

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

FLOUR AND CEREAL FOODS

PREPARED FLOUR.

HERE is a good deal of movement in the world to-day, and movement, too, of a natural order, the necessary outcome of the acquirement of knowledge, and the necessity of each advancing stage. The housewife at one time baked but once a week; it was all that was necessary—on that day she baked sufficient bread and cake to last the following week out.

She bought her flour from the nearby mill, her yeast from the local brew-house, and all went well. Everything has changed since then. The modern housewife looks to far different ways and means, and expects to find most of her things ready to hand and to use. Her duties to-day would never allow the antiquated methods of great-grandmother's day.

Millers, like other trades, have at last come to acknowledge this advancement, and have set themselves to meet the changed conditions. Time was when millers ignored such minor trades as supplying self-raising and prepared flours for cakes, but during the past few years many firms have gone into these smaller side lines, to great pecuniary profit, and the demand is one of steady advancement.

The housewife cannot spend much time over her baking, and the self-raising flour comes in to help her economize time, and allow her to spend more time over her other domestic work.

To make the old-fashioned cake she required a variety of ingredients, and often had to postpone making the favorite cake, because she had run out of some necessary ingredient. The latest achievement in prepared flour alters all this.

The handy cake flour of modern date is an immense saver of trouble, and should prove an indescribable boon to all busy housewives. Packed in the favorite carton style, it is convenient, clean and handy. The flour is supplied in almost any kind of mixture, currant, cocoa-nut, sultana, madeira seed, etc., etc.

It is as yet early days in manufacture of prepared flours, but they are sure to make considerable headway. Now is the time to make money out of the proposition, and grocers should not be slow to take advantage of the idea.

MORE YIELD AND A BETTER LOAF

It is claimed that a new process of flour milling has been discovered in England. The inventor asserts that by the new process a much larger quantity of flour is obtained from the wheat than by the old process. The total yield under present conditions is seldom more than 72 per cent. of the wheat milled, by the new system this yield is increased by upwards of 15 per cent. It is, moreover, claimed that by the use of flour made in this process a much more wholesome and digestible loaf is obtained than is

at present made, and this by comparison with the best known grades of flour.

A NEW MILL FOR CALGARY.

A new flour mill is being erected at Calgary, Alta., for the handling of wheat in the immediate district. It is expected that about one million and a half bushels will be collected in the immediate vicinity. The present boycott in the Oriental market against American products is taken as an excellent opportunity of obtaining an entrance into that market for Canadian flour and the Fall wheat grown in that district is particularly adapted for the Oriental market.

When this mill is completed, the capacity of which is about 1,000 barrels, there will be three mills in Calgary, each of a capacity of from nine hundred to two thousand barrels.

ENGLAND'S OLD MILL.

The demolition was last month commenced of the well known High Mill at Yarmouth, which enjoyed the reputation of being the highest windmill in England. The cap was 120 ft. from the ground, and it had served as a landmark far and wide, by sea as well as land. Circular in form, the mill contained 12 floors. Its walls were 12 ft. thick, and are estimated to contain hundreds of thousands of bricks. It was built in 1812, when it cost £10,000, and all its working "lie" was in possession of Press Bros. It was discarded some years since, and a few months ago was offered under the hammer with the obligation upon the purchaser to take it down, when it realized £100.

EXPERT MILL FOREMEN.

We have several times made reference to the great demand evident among up-to-date master millers for more expert knowledge, as exemplified in the large number of those asking for highly trained managers, foremen, and workmen. We have long seen that this must come about, and have time and again urged both men and masters to get ready for it. The British and Irish miller has, in the aggregate, attained to an unique position, and he will be wise in straining every point in order to keep it. The equipment of the mills of to-day is the result of hard struggling and persistent effort. Flour milling machinery is at its best in our mills, but it will only run as it is made to run, and without the man who has to set the pace understands the multitude of reasons which govern that pace the machinery is of very little good. Master millers, as a whole, have, we are sorry to say, been long in finding this out, and the consequence has been that not enough men of the right stamp have been induced to make flour milling their life's work.

**"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.



**White Dove
Cocoanut**

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD

ONCE USED, ALWAYS USED

Most Attractive Package on the market.

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

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.

Pickling Season

Why is Purnell's English Pure Malt Vinegar superior to all others? BECAUSE it is brewed from the finest selected malt and absolutely free from any added acids or admixtures, which are so injurious to the human system. ORDER TO-DAY.

Purnell's English Pure Malt Vinegar makes delicious pickles and delightful salads.

Purnell's Sauces and Pickles are on top for quality.

PURNELL, WEBB & CO., Limited, - Bristol, England.

Established 1750.

Write to our Agents for Prices and Samples.

Charlottetown, P.E.I.—Horace Haszard, S Side Queen Square
St. John, N B—Robert Jardine.
Montreal, P.Q.—A. J. Hughes, 1483 Notre Dame Street
Vancouver, B.C.—C. E. Jarvis & Co., Holland Block

Halifax, N.S.—E. St G. Tucker, 1 Bedford Row
Toronto, Ont.—J. Westren, 630 Ontario Street
Winnipeg, Man.—Ashley & Thompson, 159 Portage Ave. E.
Hamilton, Ont.—Bickle & Greening

THE TWO P'S

Pharaoh and **Pebble**—the first our 10-center, the second our 5-center. These are not "no better than any others." They are; and the bull-dog grip they get on smokers proves them to be distinctly better. Trust a smoker to find out whether or not these two cigars are as good as we say they are.

They are the "Safest" Cigars from the grocer's point of view, and the best from the customer's.

We can always supply a few more grocers.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

Inside Quality

is the thing that counts with Tobacco.

T & B

has it. If **T & B** was not good in itself, no amount of outside effort would make it good. You know that, Mr. Grocerman. Frame your policy accordingly.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON, - ONTARIO.

TOBACCOS, CIGARS AND ACCESSORIES

TOBACCO CROP CONDITIONS.

THE tobacco crop is attracting a good deal of attention all through America at the present time. Much anxiety was felt earlier in the season, on account of the heavy rain storms, and at one time fears were entertained that the crops would suffer. On the abating of the wet, better prospects arose, and excepting the appearance of "worm," the crop will be quite up to ordinary.

In Pennsylvania the greater portion of the tobacco crop has been secured in good condition, and most of the tobacco is reported as being large in yield and excellent in quality.

In Virginia tobacco cutting, housing and curing has been vigorously prosecuted and only a few late fields remain to be harvested. The yield of this crop for acreage is very good and the quality, on the whole, satisfactory, though the light grades are somewhat chaffy locally.

In Kentucky rapid progress has been made in the cutting and housing of tobacco, many fields having been nearly all cut, while the crop as a whole is probably half housed. There have been few complaints of firing and houseburning, most injury from these causes being previously reported. Worms continue to do damage in a number of localities.

In Wisconsin tobacco cutting is nearing completion, and, except in those sections where damaged by hail, the crop is excellent. In Columbia county tobacco is nearly all shedded and a fine crop, and in Crawford county it is nearly all housed and a good crop generally.

In North Carolina tobacco is all cut and cured in the east, while in the central and west portions a great deal has been cut and cured, but there are some farms where cutting is only about two-thirds done. In general the leaf is good in quality and color, but it lacks weight. In the west part it is firing and specking badly in places. The crop will only be light, about 60 per cent.

In Ohio a great deal of tobacco has been housed in good condition during the week, and the weather has been favorable for curing.

In Tennessee tobacco cutting is nearing completion and being housed and cured; some damage by worms is reported, but, as a rule, the crop is excellent in point of quality.

In South Carolina tobacco grading is well under way in Darlington county districts.

SMOKING A PREVENTATIVE.

"It's an ill wind that blows nobody good," is a proverb which has had another confirmation. The revenue returns

from New Orleans for the month of August show that the manufacture of cigarettes and smoking tobacco took a big bound, whereas naturally during the confusion caused by the epidemic of yellow fever the business should have suffered a setback. This was due to the general belief in the new theory of the mosquito spreading the disease, and every one seems to have taken to smoking to drive him away.

TOBACCO DRINKERS.

Tobacco drinking is not one of the bad habits of to-day, but several hundred years ago it was a pretty prevalent custom. A poet took occasion, in 1643, to attack it. He wrote:

"To quaffe, roare, sweare and drink tobacco well
Is fit for such as pledge sick healths in hell."

John Swan was the name of this poet, and the place where is found his couplet against tobacco drinking was in a book published by him in which he attacked all the vices of the age.

It seems that they powdered up the herb, those old-timers, mixed a half teaspoonful of it with a whisky glass of hot water, and tossed off this red-brown fluid as one would toss off a lemonade.

The effect of drinking tobacco was like the effect of smoking. It soothed and calmed the nerves, producing a pleasant feeling of contentment.

It did not appear to be particularly harmful. Many a tobacco drinker lived to a green old age.

THE "BRIAR" PIPE.

The so-called briar pipe is not made of briar at all, but from the root of a particular kind of heather, called in French bruyere, which grows on the hillsides of the Tuscan Alps in north Italy and on the mountains of Corsica. English tradesmen, finding the correct word bruyere somewhat difficult for the English tongue to pronounce, reduced it to briar, and in this way the corruption crept in, and was established by popular usage. Originally Swiss peasants made snuff boxes of this wood, and when snuff taking became unfashionable the peasants turned their attention to making pipes from the root, and found a ready market for them.

ECCENTRIC ADVERTISING.

It is somewhat interesting to notice the eccentricities of our cousins across the border. Anything that will attract attention, no matter how strange or even alarming, is used to secure notice. Following we give copy of the latest circular issued by the Booth Packing Co., of Baltimore, who are much given to this kind of advertising:

"Thou vague, inscrutable product of the vegetable kingdom, come forth! Reveal, and appear in thy accustomed garments of innocence and lucidity! Come out into the sunshine, full three days hath it been since we've said 'It rains,' and for two long months, in vain, have thy hiding places been sought! What's the use? Why fret and worry over a

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

condition as easy to change as to add a cubit to one's stature? "There ain't no tomatoes; there's been too much rain," said a farmer yesterday, while the mud on his boots and the price he received most positively justified his statement.

"Were both packers and jobber created like double-headed Janus—one face forward, the other backward, looking into the future and the past as well—the season would have been as smooth and serene as a summer sea. What a fortune Janus would have made with his forward head, granting he could distinguish a tomato from a bath towel! Flirt not with the future, be content with the present. Many dreams of anticipation have been embittered by stern, cold, unbending reality. We have been doing our best to keep you informed of the tomato market. From the rising to the setting sun we have searched the nooks and crannies of several States for this 'rara avis,' to the end that intelligent calculations could be made. We recognized our inability to forecast, hence our resignation is in your hands.

"Remember the Dutch legend, how the peasant woman meeting a hunter in the forest, mystified and wearied the pursuit by her rapid changes into a leaf, a flower, a tree? The prices we have made the past three weeks no doubt have mystified you; they were hardly cold before they were changed, so rapid was the advance in the price of fresh fruit. These lightning changes are shocking! We'll try it again. These figures may be good only on the day this circular is issued; they are subject to change at any moment. You will have a basis at least upon which to shape a purchase, and a wire will enable us to give you positive prices for immediate acceptance and shipment."

CLOSING THE YEAR.

EACH year should, as far as possible, stand on its merits, i.e., transactions for the period should all be put through within the period. If this is impossible, as is very often the case, these items should be looked after very carefully on what might be termed an "outstanding list," which may be compiled as the various items come up in the ordinary course of business. These items may represent amounts due (liabilities); unearned, or, to use a different term, prepaid amounts; (assets), which would be brought down in the respective accounts on the debit or credit side, as the case may be.

This subject may properly be divided into four headings necessary to the preparation of an annual statement, as follows: 1, stock taking; 2, purchases; 3, sales; 4, outstandings.

1, Stock Taking.—Inventory sheets should be prepared from the catalogue and typewritten, together with the prices of the various lines entered at cost, or if the advance on cost is uniform the list prices may be entered and the cost discount deducted from the total. So as not to interfere with the current shipments of goods, the different lines on the shelves should be labeled as to brand and quality, and when orders are filled deductions made from the different labels. A day or two will usually suffice to call in the stock and enter on the sheets already prepared. At the same time stock of catalogues, price lists, advertising matter and stationery should be taken carefully so as to insure

the correct amount being brought forward as an asset in the accounts, most of which in these cases are "expense accounts." The stock sheets should be extended and the extensions checked to insure correctness.

2, Purchases.—It is very important that all purchase invoices should be put through the "purchase journal" for goods actually taken into stock. A record of purchase invoices should be kept as received by either numbering and recording in a book for this purpose, or by using a yearly record book in which are entered the names of the different concerns from which goods are purchased, opposite each being the columns for the months of the year. By referring to this book it can be ascertained at once whether any goods have been purchased in a certain month, and a statement may then be procured which will give full particulars as to dates and amounts; when these statements have all been received the amounts should be checked off with the invoices entered in the "purchase journal," and a list of all unpassed invoices handed to the different departments with the request that full particulars be given as to whether the goods represented by such invoices were taken into stock or not. By using this method and by a thorough scanning of the receiving books for goods not invoiced, it is almost certain that all purchase invoices have been credited.

3, Sales.—Special care should be exercised to see that all goods shipped, which were not taken into stock, were charged through the "sales," also that all rebates, allowances, etc., are credited through the "sales." If this should be impossible at the time, provision may be made in the "sales" account when closing the books. All goods returned by customers should be taken into stock and credits put through "sales" for same before closing the books. Output shipments from factories, even if received after stock at the warehouse has been called in, should be added to the inventory.

4, Outstandings.—Insurance should be calculated as to the amount of unearned premiums, and the amounts brought down in the respective accounts as an asset. Provision should be made for magazine, sign and permanent advertisements from which no direct benefit would have been derived in the current year. An amount should be set aside as an asset for the approximate value of the catalogues, price lists, etc., on hand when the books are closed. The actual stock of stationery should be taken, priced at cost, and the value brought down as an asset in the "stationery" or "expense" account. Provision should be made in the "purchase" and "sales" accounts for rebates, allowances, etc., due customers on sales or due from creditors on purchases. Amounts should be brought down in the expense accounts as an asset or liability, as the case may be, for taxes, rents, water, fuel, light, telephones. Freights on goods shipped and charged in the fiscal year and not yet paid, should be provided for. Also freight on goods held on consignment at some distant point should be taken into account as the value of such goods has been enhanced by being laid down at a distance. Salaries of officers and foremen should be apportioned over the different departments, also salaries or wages of all unproductive labor. Interest on notes due, discount on bills dis-

counted, sales discount and purchase discounts should be provided for if thought advisable.

KEEP A LIST OF LEAKS.

DID you ever seriously try to make a list of the holes through which possibly little bits of profit were constantly dribbling away? Overbuying is a leak. An extra five off for taking a quantity is a saving, but if the quantity lasts you a period of four times as long as the time it takes to get a fresh supply from your market, you have lost the profit on a part of your capital unnecessarily tied up. And if that loss of profit exceeds your saving, it is not necessary to have additional proof that overbuying may be a leak. Stowing away goods likely to sell on sight, where they cannot be seen, is a hole through which leak profits that might have been made had the goods been properly displayed. Failing to care for goods, so that they get shop-worn and must, therefore, be sold at reduced prices is another leak. Holding of seasonable goods until they become utterly out of style, rather than getting rid of them by taking a small loss, is still another leak.

Letting windows go unwashed and unchanged is a decided leak. Not only are you thus losing profit on sales that might be directly caused by particular displays in the windows, but you are also failing to improve an opportunity right at hand in the form of those windows to give passers-by most convincing reasons for coming into your store. Letting your bills go unpaid until too late to secure discounts that may be offered for cash is another leak. Very few cash discounts are so small but that they afford a profit over and above the interest that would have to be paid were it necessary to borrow money with which to pay the bills.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

CLAY PIPES

None equal. Insist upon McDougall's.
There IS a Difference.

D. McDOUGALL & CO., Glasgow, Scotland

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.

Sept. 23, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.		
Ammonia Powder—		
Bee" brand, 48 5c. pkgs., per case		\$1 75
" " 27 10c. pkgs., " "		2 00
" " 10 25c. pkgs., " "		1 75
Cook's Friend— Per doz.		
Size 1, in 2 and 4 doz. boxes		\$2 40
" 10, in 4 doz. boxes		2 10
" 2, in 6 "		0 90
" 12, in 6 "		0 70
" 3, in 4 "		0 45
Pound tins, 2 doz. in case		3 00
12-oz. tins, 2 "		2 40
5-lb. " "		14 00
W. H. GILLARD & CO.		
Diamond—		
1-lb. tins, 2 doz. in case		\$3 00
1-lb. tins, 3 "		1 25
1-lb. tins, 4 "		0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
1 doz.	10c.	\$0 85
doz.	6-oz.	1 75
doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	2 1/2 lb.	10 50
4 doz.	5 lb.	19 75
JERSEY CREAM BAKING POWDER.		
Size, 5 doz. in case		\$0 40
" 4 " "		0 75
" 3 " "		1 25
" 2 " "		2 25
OCEAN MILLS. Per doz.		
Ocean Baking Powder, 1/2 lb., 4 doz.		\$0 45
" " 1/2 lb., 5 doz.		0 90
" " 1 lb., 3 doz.		1 25
" Borax, 1/2 lb. packages, 4 doz.		0 40
" Cornstarch, 40 pks. in a case		0 78
Freight paid 5 p.c. 10 days		

MAGIC BAKING POWDER.			
Cases.	Sizes.	Per doz.	
6 doz.	5c.	\$0 47	
4 "	4-oz.	0 87	
4 "	6 "	0 75	
4 "	8 "	0 95	
4 "	12 "	1 40	
2 "	12 "	1 45	
4 "	16 "	1 65	
2 "	16 "	1 70	
1 "	24-lb.	4 10	
1 "	5 "	7 30	
3 "	6 oz.		Per case
1 "	12 "		\$4 55
1 "	16 "		
ROYAL BAKING POWDER CO.			
Sizes.	Per Doz.		
Royal—Dime	\$1 00		
1/2 lb.	1 60		
3/4 lb.	2 25		
1 lb.	2 90		
12 oz.	4 50		
1 lb.	5 75		
3 lb.	15 50		
5 lb.	25 50		

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
Blue.	
Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	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

JAMES' DOME BLACK LEAD.	
Per gross	
6a size	\$2 40
2a size	2 50
Borax.	
"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	2 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.	0 18 1/2

OCEAN MILLS.		
Cases.	Sizes.	Per doz.
1 doz.	10c.	\$0 85
doz.	6-oz.	1 75
doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	2 1/2 lb.	10 50
4 doz.	5 lb.	19 75
JERSEY CREAM BAKING POWDER.		
Size, 5 doz. in case		\$0 40
" 4 " "		0 75
" 3 " "		1 25
" 2 " "		2 25
OCEAN MILLS. Per doz.		
Ocean Baking Powder, 1/2 lb., 4 doz.		\$0 45
" " 1/2 lb., 5 doz.		0 90
" " 1 lb., 3 doz.		1 25
" Borax, 1/2 lb. packages, 4 doz.		0 40
" Cornstarch, 40 pks. in a case		0 78
Freight paid 5 p.c. 10 days		

CLEVELAND'S BAKING POWDER.			
Cases.	Sizes.	Per doz.	
1 doz.	1 lb.	\$1 00	
" "	3 lb.	1 50	
" "	5 lb.	2 20	
" "	8 lb.	2 30	
" "	12 lb.	3 30	
" "	1 lb.	4 25	
" "	1 lb.	5 50	
" "	3 lb.	15 00	
" "	5 lb.	25 00	
"VIENNA" BAKING POWDER.			
		Per doz.	
1-lb. tins, 4 doz. in box		\$2 25	
1-lb. tins, 4 doz. in box		1 25	
1-lb. tins, 4 doz. in box		0 75	
"BEE" BRAND BAKING POWDER.			
"Bee" brand, 48 6 oz. tins		\$3 50	
" " 36 10 "		4 00	
" " 24 16 "		4 50	
"Beaver" brand, 24 16 pks.		4 80	

J. M. DOUGLAS & CO.—Laundry Blues.	
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1/2 lb. pkgs. per lb.	12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2-lb. pkgs., per lb.	10c
Black Lead.	
Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/4 gross, 4 oz.	

THE COWAN CO., LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" " 1/2-lb. tins	" 3 50
" " 1-lb. tins	" 2 00
" " fancy tins	" 0 85
" " 5-lb. tins, for soda water fountains, restaurants, etc.	per lb. 0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	2 50
Chocolate—	
Queen's Dessert, 1/2's and 1/4's	per lb. \$0 40
" " 1/2's and 1/4's	0 45
Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8's	0 25
Icings for cake—	
Chocolate, pink, lemon color, lbs.	Per doz. \$1 75
Orange, white and almond, 1-lb.	1 50

Money isn't everything in business

Reputation counts for more in the end.

The reputation for absolute perfection possessed by

Edwardsburg "Silver Gloss" Starch and Benson's "Prepared" Corn

has made money for every dealer selling starches.

It will do it year in, year out.

Pin your faith to Edwardsburg brands.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

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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-bered.	Covers and num. numbered	Coupons
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		



Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	1 25
" " groats	1-lb. tins	1 25
" "	1-lb. tins	1 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.	
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 81
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, 6 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, 6 pails in crate	0 09

Licorice.

NATIONAL LICORICE CO.	
5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 30 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLET'S PERFUMED. Per case.	
1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" " 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" " 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"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 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 0 25
1-lb. tins	" 0 23
1-lb. tins	" 0 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. \$1 40
Corked	" 1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1 45
---	--------

Soda.

COOW BRAND.



Case of 1-lb. containing 60 pkgs., per box	\$3 00
Case of 1-lb. (containing 120 pkgs.) per box	\$3 00
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box	\$3 00
Case of 5c. pkgs. containing 96 pkgs., per box	\$3 00

MAGIC BRAND

Per case.	
No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " { 30 1-lb. " } 2 75	
" { 60 1-lb. " }	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	\$3 00
" " 10 oz., cases, 96 pkgs.	\$3 00
" " 16 oz., cases, 60 pkgs.	case.

Labor, Time and Worry

are saved by selling

Dwight's

"COW BRAND"

Baking Soda



No weighing up bulk goods, no time lost in serving customers, and no worry about quality, that is guaranteed by us. Think over this statement, buy "Cow Brand" Baking Soda.

For sale by every jobber.

CHURCH & DWIGHT, LIMITED MANUFACTURERS, - MONTREAL



CHEAP FLAVORINGS

are the substance of half the vinegars and, of course, the cause for half the complaints. Pure vinegar can only be made from pure fruit.

GOLDEN RUSSET VINEGAR

is made from none but the purest fruit—wholesome apples. No complaint where Golden Russet is used, because there are no acids, cheap flavorings, etc., in it. You will find that it pays to keep a supply of Golden Russet Vinegar.

THE W. H. WILSON CO., Limited TILLSONBURG, ONT.

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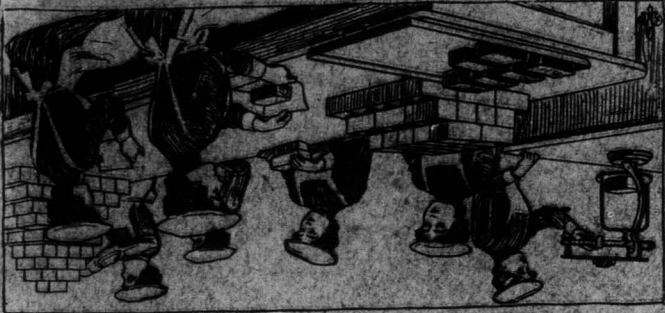
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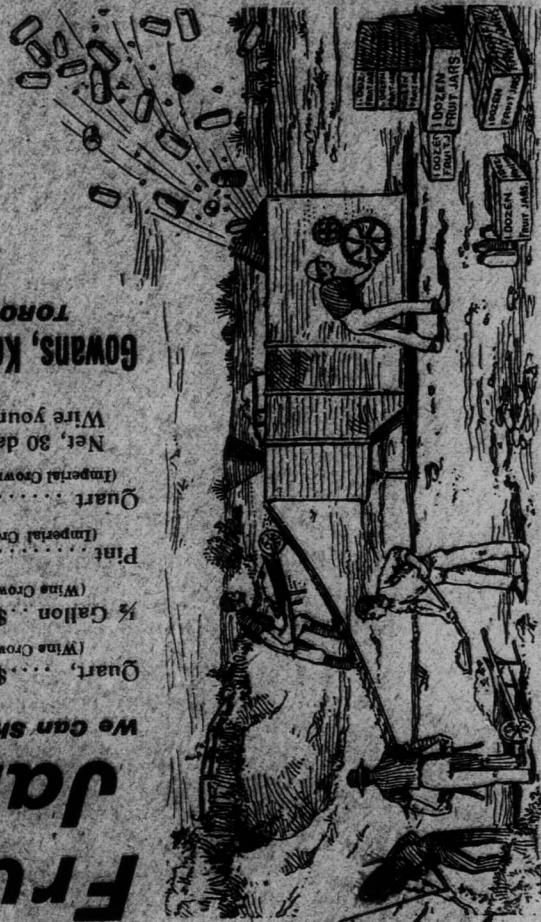
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