

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

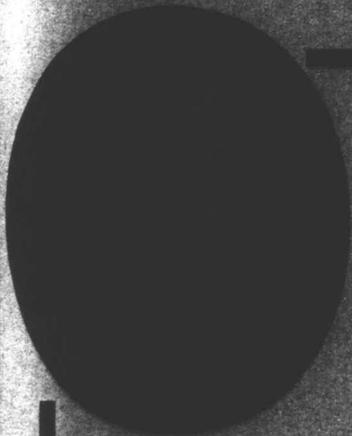
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, OCTOBER 25, 1907.

NO. 43.



MR. GROCER,—

If you knew how much it will benefit your trade to sell

Robinson's Patent Barley

you would stock it at once.

It is a food, it is the healthiest food possible—the druggist makes a big profit in selling it—why don't you?

Ask your jobber for it.

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



It's Only a Question

of pointing out to your family customers that

"CROWN" BRAND TABLE SYRUP

is the most seasonable and healthiest food to serve now. Pure, Delicious, Rich, Healthful, it is an invigorating food.

Demand and GET "Crown" Brand.

Every jobber sells it.

EDWARD ROBINSON CO., Limited

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

PUT UP IN TINS	
2-lb. size—gross of 12	50c
10 " " " " " "	10 "
20 " " " " " "	20 "

Freight paid by a carrier and agent at all points within limits of trucking.

THE CANADIAN GROCER



1706 ——— 1907

BY ROYAL WARRANT
SPECIALLY APPOINTED

"Purveyors to the King"

Crosse & Blackwell,
LTD.
SOHO SQUARE, LONDON, ENGLAND.



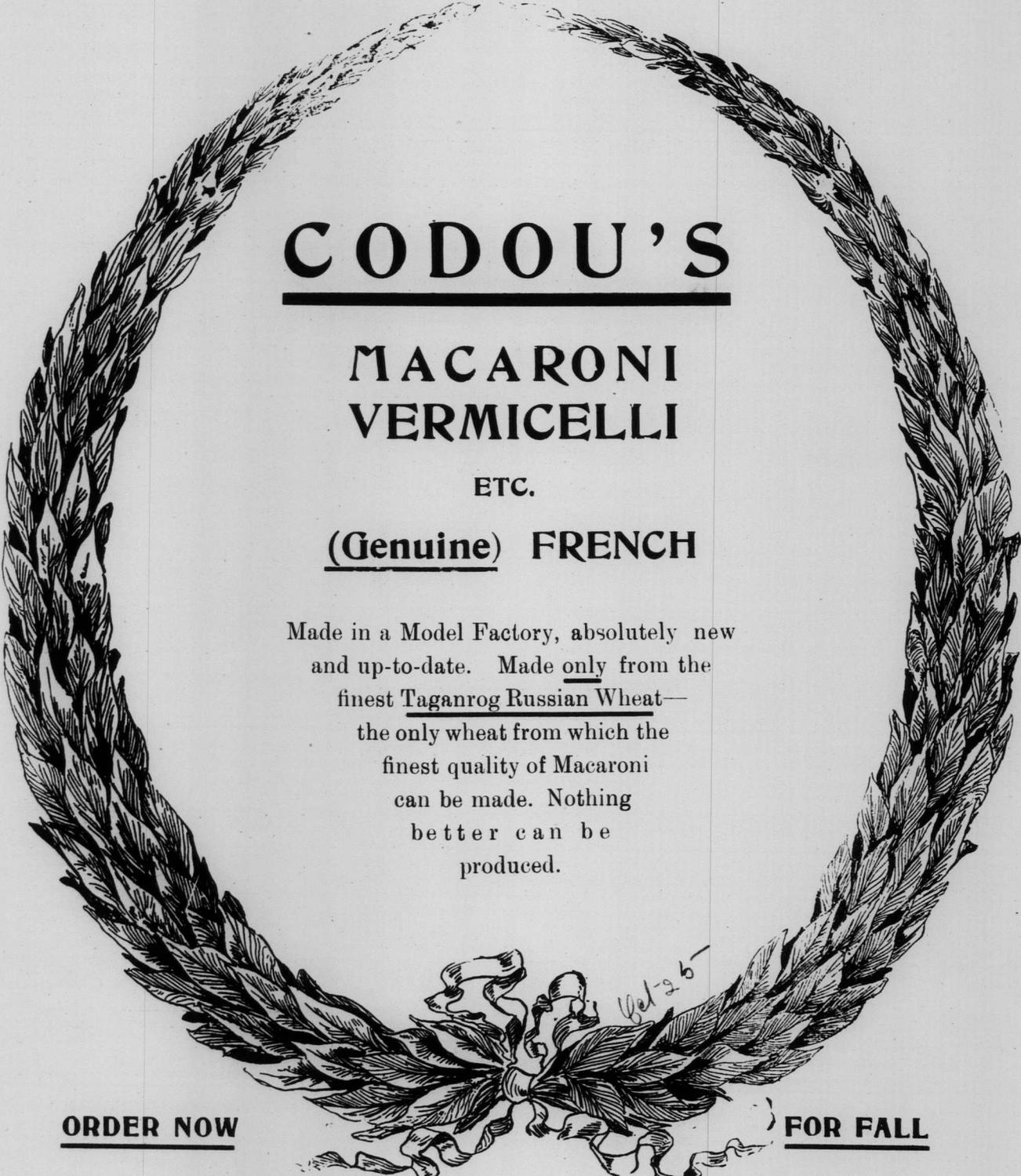
C. & B. Pickles, in corked, $\frac{1}{2}$ pints and pints.

" " " Lever stoppered

Octagon, $\frac{1}{2}$ pints and pints.

AGENTS:

C. E. COLSON & SON
MONTREAL



CODOU'S

**MACARONI
VERMICELLI**

ETC.

(Genuine) FRENCH

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

ORDER NOW

FOR FALL

ARTHUR P. TIPPET & CO., Agents,

**8 Place Royale,
MONTREAL**

**20½ Front St. E.,
TORONTO**



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

EDMONTON.

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

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL

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

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

REGINA.

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

NEWFOUNDLAND

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

TORONTO.

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

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

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

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

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

TORONTO.

Evaporated Apples
NEW PACK
Ready for Shipment
Anderson, Powis & Co.
15 Wellington St. East
Toronto

VANCOUVER .

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

WINNIPEG.

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

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

Joseph Carman. Est. 1887. Will H. Escott
CARMAN-ESCOTT CO.
GROCERY BROKERS
WINNIPEG, - MAN.
Sell wholesale trade exclusively. Highest possible reference. Reliable accounts solicited.
722-723 Union Bank Bldg. Phone 483

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

(Continued on page 4.)

GOOD GOODS Bought at Low Prices

Generally bring a greater margin of profit and certainly give more satisfaction in the selling of them—

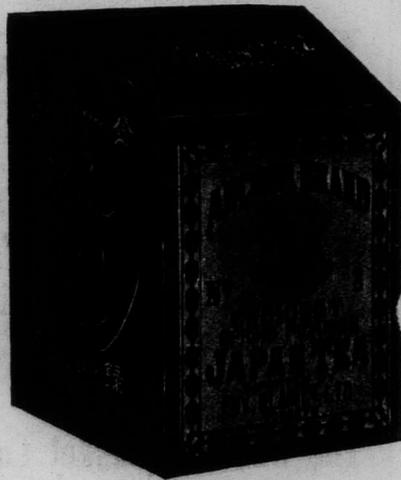
This Week—we offer two lines—good ones at low prices

“ANCHOR” brand

Early May Picking **JAPAN TEA**

Exceptionally fine in both style and draw. Really the finest line imported this season.

Packed in Fancy Drop Lid Canisters, 30 lbs. net.



“PHONOGRAPH” “BAHAMA PINEAPPLES”

WHOLE 2½

Something delicious in rich heavy syrup

You'll do well to order both lines

THE **EBY, BLAIN CO., LIMITED** Wholesale Grocers **TORONTO**

The Grocer's "goodwill" depends largely on his tea trade: Consumers are very critical of the "cup that cheers," and judge the grocer and all his goods by the quality of the tea he sells. It is therefore imperative that his teas should be of such "stand out" character that he can meet all opposition.

We know that competition is very keen and we have always recognized that the retailer has no easy task in combating the attacks on his tea trade.

We are solely a Wholesale House, and rely entirely on the Retailer for our trade, and thus his interests and ours are identical. It is therefore to our advantage to help the Retailer, and as our sales this year have shown a very large increase, we feel sure we can help many a Retailer to likewise increase his sales in both package and bulk by handling our teas. Write us for samples and prices, and be convinced of the exceptionally fine quality we can offer you.

BLUE RIBBON TEA CO., Limited, Toronto

Your Tea Sales

Manufacturers' Agents—Continued.

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

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

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

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

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

You can make money as well as oblige your customers if you handle our

BASKETS

**Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
and Patent Strawboard
Berry Box.**

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

**The Oakville Basket Co.,
OAKVILLE ONT.**

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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

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

This space \$15 per year



NO "CLOUDY" SURFACES

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

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

...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 claims 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.

—OFFICES IN CANADA—

CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

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

A Good Investment
**PEANUT ROASTERS
and CORN POPPERS.**
Great Variety, \$8.50 to \$850.00
EASY TERMS.
Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

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

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.

Invaluable to the Ad-writer

THE CANADIAN PRINTER AND PUBLISHER is the authority on typography in Canada. It will be found very helpful to the ad-writer in giving him information on how to arrange ads. to the best advantage and showing him examples of fine work. A subscription costs \$2 per annum. Write for a sample copy and subscription blank.

THE CANADIAN PRINTER AND PUBLISHER,
Montreal Toronto Winnipeg

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

“The Real Thing”

“What does it profit the retail grocer in the end to push the “nearly as good” article? While he has been making one-sixth of a cent profit for two cents worth of extra work his neighbor grocer has been handing out “the real thing,” and lots of it. His customers come in and ask for it, and recognize it because it bears a well-known brand which even the children know as a guarantee of excellence.

At last there comes a time (it always comes) when the “nearly as good” article reaches the end of its string. It may have been put out of business, or it may have been skinned in quality until it is a business suicide to handle it any longer. **Has the trifling extra profit paid for the trouble of pushing it instead of selling it**—for the unknown, but none the less certain, percentage of dissatisfied customers—and finally for the up-hill work of beginning all over again with another new brand of goods? **Well, hardly!**

In the meantime, the dealer who handles “the real thing” still keeps passing called-for goods across the counter under the same old brands.

“The real thing” in Canned Fruits and Vegetables are:—

“CANADA FIRST”	“KENT”
“LITTLE CHIEF”	“LYNN VALLEY”
“AUTO”	“MAPLE LEAF”
“LOG CABIN”	“LION”
“HORSESHOE”	“THISTLE”
“GRAND RIVER”	and “WHITE ROSE” Brands.

These brands have been on the market for over a quarter of a century.

QUALITY GUARANTEED by

CANADIAN CANNERS, LIMITED

**QUAKER
CANNED
GOODS**

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

RE

Write



THE CANADIAN GROCER

REMEMBER!

Trade is won and held by the sale of meritorious goods.

You should **SELL** and **PUSH**

"SALADA" TEA

because it is the leader

The Tea that Pleases all your Customers

consequently

The Tea with the Largest Sale

Write us for wholesale prices.

The "SALADA" Tea Co., Toronto or Montreal



Baking Time

is always an anxious and interesting time with the housewife. There's nothing upsets her temper and spirit so much as to have her baking go wrong.

She Can't Go Wrong
when using

"Cow Brand"
Baking Soda

You know it, she knows it. It pays her to know it and it will pay you to sell her "Cow Brand."

Manufacturers

CHURCH & DWIGHT
MONTREAL



The challenge need not be made, for the results prove the superiority of

STERLING BRAND PICKLES

They stand supreme in the hearts and opinions of the great masses of Canadians, and for that reason grocers find it always best to be well stocked with these famous pickles and relishes.

Buy from your jobber
or order direct.

The T. A. LYTTLE CO.
Limited

TORONTO - CANADA



National Licorice Co.
Brooklyn, N.Y.

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

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

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

"Gingerbread"

BRAND

Molasses

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

Dominion Molasses Co.,
LIMITED

Hallifax, - Nova Scotia

Agents

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

When Ordering
Valencia Raisins

Remember these Marks—

"M.D.&Co." Special Fancy
Quality

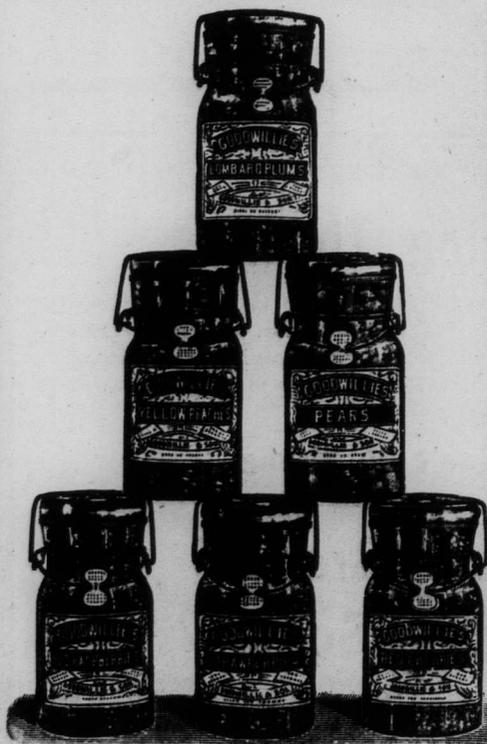
"W. Abel" Standard
Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

Packed by

MAHIQUES, DOMENECH & CO.,
Agents: **ROSE & LAFLAMME**
Montreal and Toronto

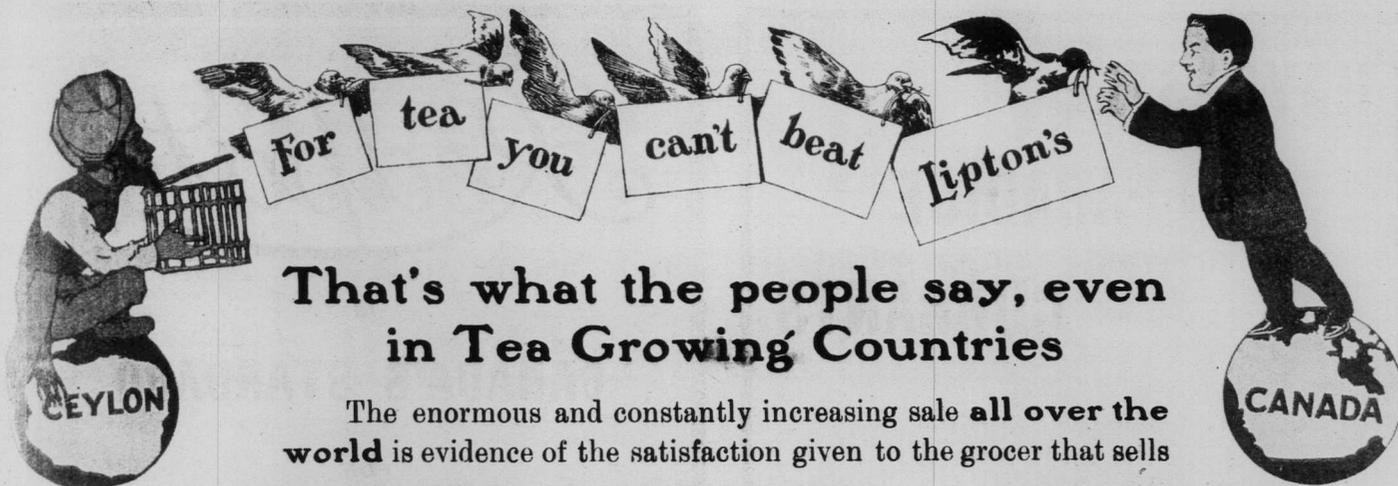


The
Fresh
Fruits
are
care-
fully
selected

Their
delici-
ous
flavor
appeals
to
every-
body

You should have them in stock.

Agents :
ROSE & LAFLAMME, - - - MONTREAL



LIPTON'S TEA

Over 1,000,000 packages sold weekly

THOMAS J. LIPTON

Canadian Office: 75 Front St. East,

Toronto



Purity and Excellence

Not always is it possible to obtain both **purity** and **excellence** in maple syrup and maple sugar.

It requires experience to manufacture maple syrup that will stand the test of Government analysis and go through the fire of a public's test of excellence.

Our "PRIDE OF CANADA" brand of Maple Syrup and Maple Sugar stands the test of purity and excellence every time. That's why it sells. We have the experience which enables us to turn out such a brand—a brand we will back against all others.

You should sell it. Write us if you don't

The Maple Tree Producers' Association

Waterloo, - Quebec

If it were not a first-class washing powder; if it did not give greatest satisfaction; if housewives did not find in it a long-felt want, then

PHENIX WASHING POWDER

would not be sold, known and appreciated all over Canada as it is to-day. Progressive grocers everywhere are handling it and reaping large profits.

Are You Progressive?

C. A. CHOUILLOU & CO.

Wholesale Canadian Distributors,
14 Place Royale, - MONTREAL

HAYCASTLE

and **PARADISE**

CURRENTS

The choicest growths
from the most favored
Districts in Greece.

We have new selected
Valencias in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers !

Do you want your goods

Sold in British Columbia ?

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

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

YOUR BANK BOOK

and the size of the Credit Balance shown therein, is
The Real Thermometer of Success

Moreover, there is a very close relation between every grocer's bank book and

Old Homestead Brand of Canned Fruits and Vegetables

It is the brand which pleases particular people—the kind of people who like to live well and who are willing to spend the money. They buy Old Homestead Brand because, they say,

“It tastes just like un-canned ripe fruit”

That's just it! It's the excellent quality and the delicious unspoiled flavor of Old Homestead Brand which bring in the repeat orders. And it's on such steady and high-class trade that your credit balance in the bank book steadily grows.

The Old Homestead Canning Co.

Picton, Ontario

E. NICHOLSON.

D H BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES.
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS. 1901.



BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.



Winnipeg, October 1, 1907.

TO MANUFACTURERS AND SHIPPERS

The largest, most progressive and pushing Wholesale Commission House in Canada can take on a few more first-class accounts. We sell jobbers only, and all our accounts are first-class. We have offices and warehouses in Winnipeg, Calgary and Edmonton, and cover the Western Territory from the Lake front to the Rockies.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Offices and Warehouses:—

CALGARY

WINNIPEG

EDMONTON

ESTABLISHED 1882.

LEA'S

The Pickle with the Home-Made Flavor

**"Our doubts are Traitors, and make us lose
the good we oft might win by
fearing to attempt."**

If in some way we could overcome the doubt that creeps into the mind of every man as he reads this advertisement it would not be possible for us to fill our orders this Fall.

We do manufacture pickles in a large way.

We do sell the entire output of our factory.

But we could turn out more Goods by again enlarging our Factory. We manufacture a Pickle of Quality using nothing but high-grade materials. We take the entire burden of proof on ourselves.

Our goods are returnable to your Wholesale House if they are not what we say they are.

Don't buy a large lot but get a small quantity and watch your Pickle trade grow.

PACKED BY

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Goodwillie's Preserves

There is a short pack in these goods. We still have some for sale. Order Quickly.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

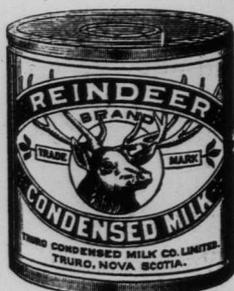
Quality and Satisfaction

With every tin of Milk and Cream you can guarantee your customer quality and satisfaction.

REINDEER

Condensed

MILK

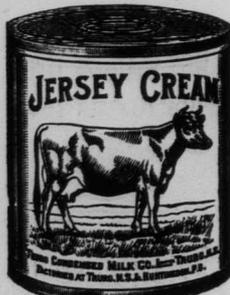


Sweetened.

JERSEY

Sterilized

CREAM



Unsweetened.

You retain 30% profit

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



**Pure Food is Essential
to Good Health**

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

Guaranteed absolutely Pure.

The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

JAPAN TEAS

Recent incoming vessels have brought me assorted samples of excellent liquoring Yokohama Teas to arrive within a short time, and I shall be pleased to submit samples on application.

SHAW T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

Japan Consolidated Tea Co.

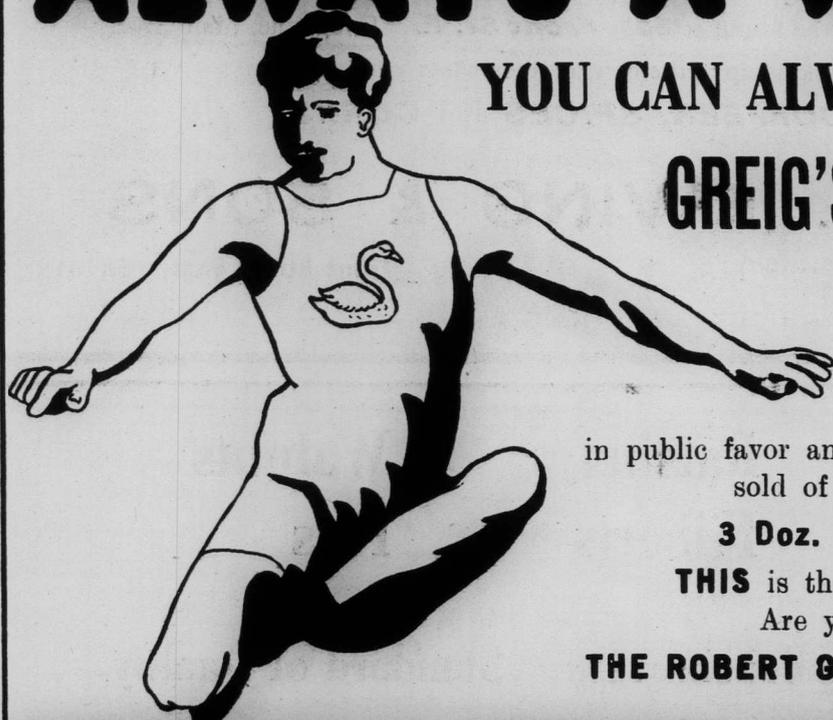
Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Fuji Company

ALWAYS A WINNER



YOU CAN ALWAYS DEPEND ON

GREIG'S ^{WHITE SWAN} BUCKWHEAT

Self-Raising FLOUR

IT LEADS

in public favor and is undoubtedly the most largely sold of any brand in Canada.

3 Doz. Packages in a Case.

THIS is the time the people want it.

Are you ready for the trade?

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S White Swan BRAND

6 for 25c.

BEE JELLY POWDER

Since we put our famous package of Jelly Powder on the market to sell six cartons for 25c. we have been doing a tremendous business. The flavors are:

STRAWBERRY	CHERRY
RASPBERRY	LEMON
PINEAPPLE	NUTTO

OR ANY OTHERS SPECIFIED.

If you are not yet selling these money-makers allow us to send you a trial order.

SNOWDON, FORBES & CO.,
449 St. Paul Street, - **MONTREAL**

Gallon Apple Cans!

RUSH ORDERS

Packers, do not delay in ordering your cans for your apple pack. We can supply you with the best at right prices.

Baking Powder Cans

Coffee and Spice Cans

Syrup and Meat Cans

We are busy almost to capacity on these lines, but can take a few more orders if placed immediately.

Have you had a sample of what we turn out in cans from **extra coated tin plate**?

If not we shall be pleased to supply you with one.

ACME CAN WORKS

Montreal



Established 1845

**WE
HAVE
MOVED**

We would like to inform our friends that we have been forced by the growing business we are transacting in the West, to secure larger offices in Toronto.

We are now to be found at **20½ Front St. E.** Telephone, Main 3171.

Look us up at the new address when you require

COFFEES, SPICES and CORKS.

S. H. EWING & SONS

96-104 King Street, MONTREAL

20½ Front Street East, TORONTO

Phones } Bell Main 65
 } Bell Main 155

**Currants
Almonds**

**Raisins
Filberts**

**Walnuts
Figs**

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

Fall trade coming on.

Anticipate your wants.

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

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

A GROCER'S FRIEND

is a brand of Canned Goods which pleases customers every time. That brand is

Palace Car Brand

of Canned Fruits and Vegetables. Only the soundest and perfectly ripened fruit and vegetables are used, and they are packed under unbeatable sanitary conditions.

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

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For decorative purposes

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the wise grocer gets in a good stock of the famous

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Being in such constant demand, it will not pay you to allow your stock of 2 in 1 to run low. And as it is liable to freeze if shipped in winter weather, it is obviously best for you

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

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Just the tea you want for your best customers.

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Crab Apple Jelly

Specially prepared for high class trade.

We are making **SPECIAL OFFER**
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NEW FIGS

Table and Cooking Fruit

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Rowley's Valencia Raisins and Almonds

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F. W. ROWLEY
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Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

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Shelled Almonds, in 28-lb. and 14-lb. boxes.

We have the real goods.

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ALWAYS READY!
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Tartan BRAND SIGN OF PURITY IN STOCK

Blueberries, 2's and gallons
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Wholesale Grocers, - - HAMILTON

MATHEWSON'S RED VICEROY SALMON

Price \$1.75 dozen

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

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

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Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

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**CAN YOU SPARE 4c. A WEEK
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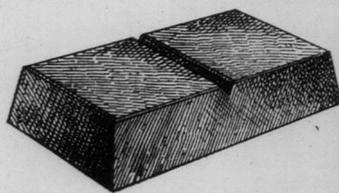
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Currants, Raisins, Figs, Prunes, Nuts, etc., etc.

Large variety now in stock.

Quality and Prices Right.

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Maple Sugar

Guaranteed Absolutely Pure

Just as advertised. Read Bulletin No. 140, just issued by Inland Revenue Department. **Not one sample found to be adulterated.** We have picked out an extra light colored sugar to sell you this season. Order now.

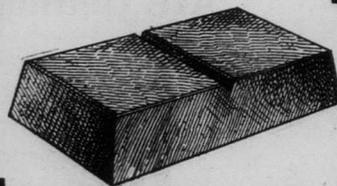
Color, flavor, purity guaranteed. Freight prepaid up to 40c. per cwt.

48 blocks to a case, \$3.00. Sell at 10c. each—60% profit
40 " " 3.00. " 10c. " —33 1/3 "

Scored. Can be broken in two to sell at 5c.

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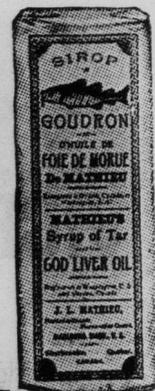
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That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

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



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MOLASSINE MEAL

as everything living thrives so thoroughly on it. No better Appetiser, Digester and Health Preserver was ever on the market, and its cost, according to its real value, is but trivial. Molassine Meal is guaranteed free from spice, condiment or drugs of any description whatever, other than its natural sugar."

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Package Mince Meat
Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,
1/2 dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

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



Santa Clara Prunes

Last week our first shipments came to hand and after filling orders, our range is complete, but on account of the way sales are being made we urge our friends placing their requirements with us at once.

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

HOW'S BUSINESS?

As far as your canned goods trade is concerned Mr. Grocer, there is no business boomer equal to the

Burlington Brand

Have you ever noticed that customers never complain of Burlington Brand quality? They don't need to, because the quality and flavor are just right. That's the secret of Burlington Brand success. Moreover there is a good margin of profit.

How is your stock ?

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

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**LIVE
SALESMANSHIP**

A straight talk to the travellers of a large manufacturing house.

The qualifications essential to the successful conduct of any business are here outlined.

By L. A. Sears.

I desire to say only a few words to our traveling salesmen. I cannot give all of you cards and spades on selling goods; I think some of you boys have already acquired a tact in approaching customers that is as successful as anything I can tell you. That capacity comes from the exercise of simple horse sense and sincere, honest dealing. If you go to people naturally, without any frills and state your business, they will take you as you are. There is just as much knowledge of human nature on the other side as on this side. Do not lose sight of that; do not think that you alone are a judge of human nature. The other fellow knows human nature just as well as you do. Be honest and frank with him. Be direct in telling your story and tell it in as few words as you can. If you do not suit him this time, maybe you will the next time. He will size you up. The fly is about as wise as the spider.

I desire to address myself principally to-day to some thought that I trust may be of interest to our managers as well as to our salesmen. In my study of this business I find that the manufacturing department can be divided into about three lines of effort. I know from what I have absorbed from the founding and history of this company that these goods we manufacture are calculated to be the best we can possibly produce. I consider that the very maximum of our ambition is the best. Of course, it is necessary to have quantity, it is necessary to have volume of business. Volume of business is as necessary after you have secured the quantity, as the quality. We cannot maintain the salary of our forces, we cannot maintain the expenses of this business, unless the volume of business is maintained and gradually increased, because expenses are hard to hold down. We cannot hold them down. These boys, as they go along in their efforts in life, must be advanced in position and salary, not only to show our appreciation, but also to put them on a footing where they will be satisfied. So it is impossible to run the business on a fixed expense. The expenses will grow, and the business must grow accordingly.

Three Propositions.

So, I take it, that first we must make the best goods we can produce.

Second, we must increase the quantity.

Third, we must make them cheap enough and sell them cheap enough to be in the battle along the firing line.

These are the three propositions. The manufacturing department must know they are in line, know they are producing good stuff and at the minimum expense.

The selling department of this business must know enough about conditions outside to be satisfied that we are get-

ting all the conditions will warrant and selling the product in a reasonable volume, as compared with our capacity of producing. All of these things are collective and correlative; they must be hinged together, and we must be consistent in our efforts at both ends of the line.

You must not forget that all these departments are so intermingled that, to be effective, all should be brought up to the highest degree of efficiency. In growing the crops, delivering them in the proper condition, selecting, sorting and packing, the proper classification of the

Mr. Sears is the general manager of the Sears and Nichols Company, Ohio. Like many other vast organizations, this company holds an annual convention of its managers and salesmen, in order to receive suggestions, bring out complaints, and induce a healthy spirit of patriotism among its employees. The paper reproduced on this page is one read by Mr. Sears at the last annual meeting of the company. Its writer, before he reached his present position, was widely known throughout America as a salesman of unusual force, intelligence and originality. He knows the game from A to Z, and his advice is probably more worth listening to and more authoritative than that of any other traveler on the road or off it to-day. His address, while essentially applicable to the peculiar needs of his own company, is also of wide general interest to all salesmen, clerks and other men engaged in every walk of commercial life.

grades and quality in the warehouse, the proper labeling and shipping of the goods in all the departments, discriminating judgment must be used at all times.

The character of the pack is sometimes a little different. You cannot absolutely mold it in molds. But there is a constant mind on it at all times to produce goods that will have uniformity and that will absolutely suit the trade. So it is that if there is a failure in any of these departments, which must be more and more classified and worked distinctly and separately, this will mean disaster to the whole business. It makes a break which is irreparable in many cases. If the people who have charge of the growing of the crops fail to get out contracts in sufficient quantities for the seed that has been provided, you may rest assured that that mistake will develop later on. If the selecting and grad-

ing of the goods in the receiving department is defective, you may rest assured that that defect will come out somewhere in the line. If there is a defect in the processing department, in the packing department, that is going to come out. If there is a defect in the selling department, if you do not get as much money for your products as other people get and as much as you should get, that is going to come out. If you are faulty in making your collections, that is going to come out. The "murder will come out" somewhere along the line.

The Best or Nothing.

The best is none too good. The best effort is none too good. If this business is not worth your best effort, it is not worth any effort. If it is not worth your highest degree of concentration, your highest brain capacity, your highest physical capacity when necessity requires, it is not worth anything. It is a failure to begin with; it is a failure before you start. If it is not worth your application to the last point of your ability to stand the effort, it is not worth anything. That is the measure of success. If you fail after giving it your unqualified effort, mental and physical, it is an honorable failure.

It has been said (and I think truthfully said) that "good enough is an enemy of the best." We should have that as our motto on the wall; we should stick that sign up in the same way as the "Don't spit on the floor" sign. "Good enough is an enemy of the best." When you think this over it expresses a whole lot of truth. Therefore, we never want to say, "This is good enough."

A business proposition stands on three legs, like a stool—Labor, Capital and Management. Labor it is not necessary to qualify. It does not begin and end with the man who cleans the utensils in the factory; it does not begin and end with the man in the office, who tries to look after things. It is the entire working force from beginning to end, mental and physical.

Capital is not necessarily the money in the bank, the resources of the business, or, what we consider as money, the implements in the factory and its equipment. Capital is the goodwill you produce; Capital is the amount of honesty and sincerity of effort you put into the business. You may not realize it, but honest, sincere effort is one of the groundworks of Capital. It is Capital, I want to tell you, and if you do not realize it you have a small idea of what your investments are and what your success will be. Every one of you boys not interested in this firm financially, but employed on a salary, with every day of honest effort, I want to assure you, you have made an investment in its Capital that will sooner or later be repaid. Every day and every week which you put into this concern in different work is that much Capital wasted.

Management and Duty.

Management is not entirely confined to the people who sit in the office, to the people who assume to be head of the business because they are president or manager. They do not comprise the whole thing. They are apparently in control, and they may decide a question that someone has to decide; but the management is the whole working force,

clear down in the back Employees, the goods to the pc tributed the money debts—all the Mana co-operati of every effort, no no head b successful that you ment of tion, any may thin come to concern a your reas brother, v juring thi tell the r is what I one road stant vig

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MACLEAN NEWSPAPERS AGAIN VINDICATED— SUCCESSFUL ENDING TO A LONG FIGHT

With the installation of a new president of Toronto University, the campaign inaugurated by The Canadian Grocer some years ago reached a successful conclusion. For years The Canadian Grocer, the other MacLean publications, and numerous dailies and weeklies throughout the province, have dwelt upon the thoroughly unsatisfactory condition into which the Provincial University had fallen. In the first place, it was pointed out that it was governed by a large organization composed of doctors, lawyers, dentists, musicians, clergymen, professors, etc., only a few of whom had sufficient ability to make themselves known outside of their own little circle of friends. A comparison was made with McGill University, where the governing body was composed of such men as Lord Strathcona, Sir William Macdonald, E. B. Greenshields, R. B. Angus, Sir William Van Horne, James Ross and others—all of them big men and some of them men whose names are known throughout the English-speaking world.

The MacLean Company was attacked in the press for the stand it had taken; even some professors at the University, in their lectures to the students, made sarcastic references to Colonel MacLean, the president of the company. The MacLean Company made no response, but continued the agitation. Then it was charged that the lime light thus thrown on University affairs had stirred up the people throughout the province, that the Government dare not vote the money necessary for the increased demands for higher education. This was just what the MacLean papers expected, and they said that as soon as the University was put on a proper basis and the confidence of the people restored that the province would treat it generously, for they wanted a university second to none. The justice of the MacLean papers' contention gave backbone to the undergraduates, who were in touch with and saw the rottenness of conditions, and they began to talk and write. The result of this movement was a thorough investigation of University affairs, which made it increasingly evident that something had to be done. The reorganization asked for was carried out. Confidence was restored, the province, through the Legislature, gave more than the most sanguine friend of the college even hoped for. One-half of the annual succession duties are now devoted to the up-building and support of the University. These, it is said, will soon amount to a million a year, and should make the University one of the greatest in the world. The province can afford to maintain it in that position.

While the people of Ontario and the MacLean newspapers are congratulating each other on the successful termination of this agitation for improvement in higher education, the far more important demands of the primary schools must not be overlooked. These were once adjudged the best in the world but are now far below what they should and might be. The people can for a time safely leave university affairs with President Falconer and his new board, and give their attention to the public schools. As only a few will eventually get to the university, the others should be given as broad an education as pos-

sible. They cannot get this from teachers at \$300 or \$400 a year. They need big broad-minded devoted men and women who will give their lives to teaching. For such men and women salaries of not less than \$1,000 a year should be paid. The other half of the succession duties should be spent in augmenting the public school teachers' stipends and in improving their training schools.

This does not mean that the children should be given more subjects or devote more time to study. The present list is quite long enough. The teacher, to be tempted with higher salary, is one who will not only give them a more thorough training in these subjects, but more particularly influence and inspire them—by personal example and association with them in the school, in the playground and in their homes—to attempt things worth while in their particular walk of life, and, above all, to train them to become useful, loyal, thoughtful and honorable citizens.

This is the second great educational fight which has been won by the MacLean newspapers. The matter is not mentioned because of any desire for self praise, but to show what national influence can be wielded by good newspapers with circulations that seldom exceed 10,000. The other instance was the Royal Military College. It had sunk to such a low ebb that drunkenness and immorality were common among the men. The chief officials were related to the then Premier of Canada, who laughed at the charges. The Government had to investigate. The report of the commission, admitting that the charges were true, was withheld by the Government and was finally said to be lost. The MacLean newspapers had a copy and published a synopsis. It raised such an outcry that the commandant had to resign. The college was reorganized and is to-day the best training school in Canada.

EXPRESS SITUATION IN N.B.

Merchants in St. John, N.B., are greatly interested in the prospect of a working agreement between the Dominion and American Express Companies that will bring about a better express system between that section and the United States than now exists. At present the business is hardly of the express nature because the American Express Company has no rights on the C. P. R. trains and the Dominion Express is shut out from the American trains. The result is that goods between here and the United States go over the Shore Line to and from the border.

The C.P.R. is now in control of the Shore Line and can if it so desires, terminate the working agreement the American Express Company has with that road. It is said, however, that a reciprocity agreement of some kind is likely whereby the American company will retire from the territory and the Dominion will handle all the business, giving it to and receiving it from the American company at the border. This would prevent the delays that now occur and express goods would travel as rapidly as do mails and passengers, instead of being a day behind.

clear down the line to the man sweeping in the back alley. That is Management. Employes, from the people throwing off the goods into the receiving building up to the point where the goods are distributed to the consumers and getting the money back with which to pay your debts—all have something to do with the Management. If we do not have the co-operation, the assistance and loyalty of every single man along that line of effort, no Management is good enough, no head big enough to make the business successful. So I want you boys to feel that you are a big part of the Management of this business, and any suggestion, any idea, or any point which you may think of value, it is your duty to come to the recognized manager of this concern and advise him of it and give your reason for it. If you find a frail brother, who by lack of attention is injuring this business, it is your duty to tell the manager of this business. That is what I feel is your duty. There is but one road to success, and that is by constant vigilance and concentrated effort.

This ambition, which I have touched on before, is not entirely fixed on the money value of this business. We have always hoped to build up a business and make it a heritage to somebody who will be worthy of it. The young men and the old men connected with the business, whether they have acquired any stock or whether they are only working on a salary, should have it in their minds that it is their business and their heritage to some extent. They want to learn to say We. When you go to your customers, say We; do not say "my firm;" say We. I said we when working on \$8 a week. I always said it. I would not work for any firm unless they would let me say We. I would not do it. I want to say We and feel as though "We are it." Make the business good and command the respect and attention due you. That kind of a spirit will make you We. If you keep at it, in honest and sincere work, we will make you a part of the business, if you want to be a part, and if you have not this ambition to become We in this business it is time you were going into the clergy or into some other business where you do not have to become a partner or member of a corporation in order to make a living.

TAPIOCA FIRMER.

Latest cable advices from Singapore report the tapioca market up 1-6 from lowest point, which is equal to an advance of 3c lb. From the advance it is evident that bear sellers have withdrawn, and the holders are not interested at the ruling prices. Offerings are said to be practically nil.

Mathewson's Sons have got out a fine label for their Quaker Baking Powder cans. The label is neat in design, is excellently printed, and presents a very rich appearance. It is red and gold, embossed, and has the figure of the Quaker, and also Mathewson's diamond "M" trade mark in gold and white. A gold band encircles the top and bottom of the can. Mathewson's Sons control Quaker brand goods.

WINDOW DRESSING AND DISPLAY

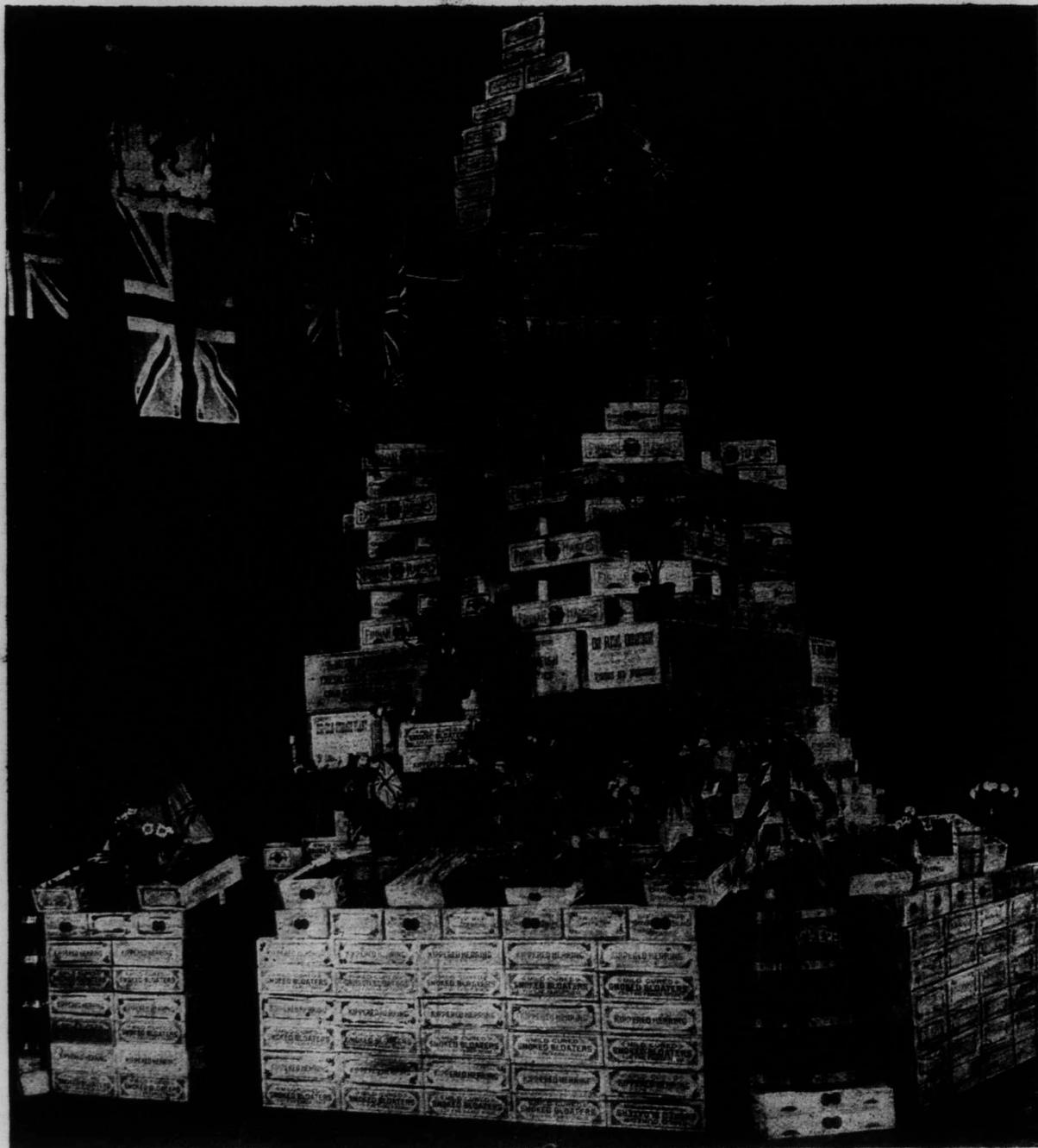
Display of the Halifax Cold Storage Company at the Recent Halifax Fair—
Striking Exhibit of Package Fish.

As a comprehensive display of one of the most important industries of Nova Scotia, the exhibit of the Halifax Cold Storage Company at the recent Halifax Exhibition was particularly interesting in its prominent location in the Fisheries Building attracted a great deal of atten-

tion. The two pyramids in the building comprised over 1,500 "Ocean Brand" packages which rose to a height of 25 feet. The cold storage division, while perhaps not so striking, was an equally interesting object lesson in the great

variety of fish shown, not only from the natural history standpoint, but from the still more important consideration of the availability of wholesome food fish at all times and seasons of the year, by means of up-to-date methods of refrigeration.

hibit brought before the visitor a good idea of the methods and apparatus used in fishing, the manner of utilizing and preparing the catch and the collection and distribution of fish by wholesale or retail. The scope of the operations of the Halifax Cold Storage Company has been recently extended by the erection of a duplicate refrigeration plant at Port Hawkesberry, in the Strait of St. Lawrence, and the company are making every preparation to supply the trade.



A Fine Display of Package Fish.

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variety of fish shown, not only from the natural history standpoint, but from the still more important consideration of the availability of wholesome food fish at all times and seasons of the year, by means of up-to-date methods of refrigeration.

P. T. McGrath, formerly editor of the Evening Herald, has severed his connection with the paper and will start the Evening Chronicle. Mr. McGrath is one of the most forcible writers we have.

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GROCERY NEWS FROM ATLANTIC TO PACIFIC

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

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

CHATHAM.

The Chatham Fruit Growers' Association suffered a serious loss last week when the drying room of their cold storage plant was completely destroyed by fire. The warehouse, immediately adjoining the drying room, was, fortunately, saved, thanks to the unremitting efforts of the fire department. It contained material valued at \$1,000, ready for shipment. The loss was for about the same amount, with no insurance.

The association have decided to rebuild at once.

For some time past there have been rumors current that, following the lead of dealers in other cities, the Chatham milkmen would jump the price of milk to seven or even eight cents per quart. It was pretty generally understood that the matter would come up at a meeting last week, and there was a sudden rush of patrons to purchase tickets in anticipation of the time of high prices and famine. The increase in price did not materialize, however. The meeting lacked a quorum, only two members of the retail milk dealers' section putting in an appearance. The price of milk, consequently, remains, for the present, at least, 6c. per quart.

But bread has gone up—or, rather, the weight of bread has gone down. In the past, the bakers have been supplying a 1½-pound loaf at 5c. retail. Though there was no whisper of any meeting having taken place, concerted action materialized—to all appearances, spontaneously—the first intimation the general public had of a change being the presence of "20 ounces" labels on their loaves. The price remains the same, but the weight is 4 oz. less. The pronounced increase in the price of flour, from \$2.50 to \$3 per 100 lbs., is pleaded in justification of the move; and in all fairness, the plea seems a good one.

Thamesville bakers have also met the increased price of flour by reducing the loaf from 1½ to 1¼ pounds. The change took place Oct. 21.

S. Mather has purchased the bakery in Tilbury, until recently conducted by J. R. Palmer, who is now starting a large wholesale bakery in Chatham.

Miss Martha Hanley, of Thamesville, has joined the staff of E. A. Mounteer's confectionery.

The exterior woodwork of the John

McCorvie & Sons' grocery, in the I.O. O.F. temple, has received a new coat of paint, adding quite a bit to the attractiveness of its appearance.

The sugar beet season in Kent is now at its height. The crop this year is a good one, being as usual pretty well divided between the Wallaceburg and Mount Clemens, Mich., factories. The largely increased crop, and the fact that it is a substantial success in a year when other crops have suffered much

LIMITED COMPANIES.

I notice with regret the growth of a large limited company in one of the cities. As one who has had considerable experience of the methods employed by these companies in the payment of their clerks and other matters relative to the welfare of their employes, I am sorry to see such firms obtaining such a hold on the trade as they are doing in many places.

With almost unlimited capital at their command, they are able to open up branches in all directions, and often, are the ruin of small traders in the district they select by the elaborate stock they are able to carry, and by cutting prices. They are able to keep branches going which under normal circumstances should not be paying expenses, but which, through, immense capital and questionable methods of doing business, are made to return handsome profits.—Pembroke Correspondent.

from frost and rain, tends to strengthen the claims of those in the business, that the sugar beet will ultimately be the staple crop of Kent. Beets along the Thames are transported by scows, those near the Wallaceburg factory by wagons, and from more distant points by cars. About 12 cars of beets leave Chatham every day for Mount Clemens, and Wallaceburg fares about the same, or better.

Prices for grain and feed, though there has been a slight easing off lately, still continue pretty high. Just

how this will act upon farmers with stock on their hands is as yet uncertain. With beans at \$1.60 per bushel, an even dollar for wheat, and \$1.57 per hundred for barley, and hay at \$15 up, the outlook is rather gloomy for those who contemplated wintering their stock. Many farmers feel that they cannot afford to feed their hogs. There are others however, who maintain that the scarcity of feed will boost the price away up, and that there will be more money in proper feeding than in hasty selling. Probably they are right—provided all act upon their view.

Canadian fish for Canadians is announced as the watchword for a new fish company operating along the Erie shore. J. P. Black, for seven years connected with the Wolverine Fish Co., of Detroit, has cut the cables which bound him to that concern, and started an independent business under the name of the Lake Erie Fish Co. Mr. Black has been buying fish along the north shore so long that he is in close touch with the fishermen and thoroughly understands the needs of the wholesale trade. It is the intention of the new company to cater first to the Canadian trade, leaving the surplus to the American dealers and consumers, who have hitherto secured about 100 per cent. of the fish caught in our waters. There ought to be a big opening in the western peninsula for a concern run on these lines.

The Bradley store during the past week has shown a very striking Toasted Corn Flakes display in their corner window. The window faces on two streets, and possesses natural advantages of which the designer has made the fullest possible use. In front, the boxes are arranged in the form of an arch, other boxes being grouped further back to secure a harmonious effect. The display is helped out by many red and yellow tissue streamers, radiating from a common centre in the rear to various parts of the two arches. The display was put up by Mr. Davidson, of the Battle Creek Toasted Corn Flake Co., of London.

The agitation on the part of the grocers for the repeal of the clause in the market by-law, prohibiting retailers from purchasing stuff on the market before ten o'clock, will apparently be unavailing. The matter, when it came before the City Council some time ago, was referred to the Property Committee, and the latter on Monday night reported recommending that no action be taken. The City Solicitor advised that the amendment could not be passed, and it was further urged that permitting the retailers to buy would deplete the market before the public had a fighting chance.

What force there is in this last argument is doubtful. There is scarcely a Saturday morning that the general public do not pay higher prices for produce on the market than they pay later

in the day for the same day's produce at the groceries. The tendency of the market people is to maintain prices till late in the morning. The proposed amendment would scarcely result in the clearing out of the market by ten o'clock; but it would make things easier for such grocers as desired to purchase, for the accommodation of customers, before that hour.

Another step will shortly be taken in regard to the much vexed question of peddlers and transients. Since the city magistrate has refused to convict on the ground that a \$100 license fee is prohibitive, the council—or at least, a number of aldermen—intend reducing the fee to something like the old figure. When this is done further efforts will be made to enforce the by-law.

Efforts will be made to reach the objectionable peddlers in another way. They are chiefly objected to on account of the fact that they compete with merchants on King street. A merchant who has to pay from \$50 up per month for store rent, plus lighting, plus fuel, plus help, can't afford to sell ripe yellow bananas at 25c. for three dozen, as Gaspar Favata does from his inexpensive push cart. The council intend to meet the difficulty by excluding peddlers from King and certain other streets, on the ground that they obstruct traffic. If a merchant who pays taxes can't keep a packing box on sidewalk or pavement for a few minutes, neither, they argue, can a banana man keep a push cart there for hours at a stretch.

EDMONTON.

An interesting subject to both the wholesale and retail merchants in the city was brought up for discussion at the last regular meeting of the Edmonton Board of Trade. It was the question of the further establishment of Edmonton as a distributing centre. After considerable discussion of the members of the board, it was decided that the best way to do this was to encourage the retailers in every line to purchase their goods direct from the wholesale house in the city and not from the representatives of houses outside of the city.

The question was introduced by F. T. Fisher, former secretary of the Board of Trade. He stated that he knew of several cases where retail dealers in the city had purchased their goods from commercial men, who represented outside firms, when they could have secured the goods as cheaply and of as good a quality from wholesale firms that had branch houses established in the city. He deplored this practice and stated that the only way to make Edmonton a distributing centre was for the retail merchants to patronize the local wholesalers.

Geo. Stockand, one of the local wholesalers, thought Mr. Fisher had exaggerated the condition of affairs somewhat. He agreed that Mr. Fisher's method was the best way to make Edmonton a distributing centre, but he thought the wholesalers were being well patronized by the retailers. In the past few years

there had been a great decrease in the number of commercial men who had been coming to the city, for the local wholesale houses had been getting all the trade. He thought Edmonton had advanced remarkably in the last few years as a distributing centre and that there would be an even greater advance in the future.

The retail clerks of the city met last evening to consider the formation of a Protective Association. After some discussion and addresses by those interested in the matter, it was decided that such a society should be formed.

J. A. Kinney, organizer of the district, was in the chair. Clerks from the leading stores were present and in short speeches spoke of the advantages to be derived from the proposed association. It was shown that an association of this kind would be the means of strengthening the relations between the employer and the employes, and promoting unity of action among the retail clerks generally. Another feature of the association is the insurance of \$5 per week offered to its members in case of sickness.

It was finally agreed that another meeting should be held the following week for the purpose of completing the organization. A committee was appointed to canvass all the retail clerks in the city in order that all might be invited to join in such an organization.

GUELPH.

Last week was generally conceded to be the limit in quietness in the grocery business in Guelph. We all felt it. There may be more of them, but we are not anxious to see them. The high prices for produce and other things may be the cause, but even Saturday did not improve things much.

The Penny Bank is the latest thing in Guelph, but the grocery clerks won't have many pennies in it this winter.

The dust nuisance is again with us, and for the extra expense it would be, the watering carts might as well be kept going. The Retail Merchants' Association might attend to it, if they are not too busy on the banquet business.

The campaign for a municipal abattoir is being energetically pushed by the medical health officer, Dr. Robinson, and we may expect good results.

Is butter so dear in Guelph that the cost exceeds that of the bread it is spread on? It would appear so from two items in the report of the Guelph general hospital board. The expenditure for butter was given as \$1,166.38, while bread and flour together were credited with an outlay of \$595.87.

Jas. Metcalf, of Buffalo, has bought the stock and fixtures of Mrs. Lee's store, on Queen street, and will continue it as a grocery store.

In one grocery store in Guelph was found just thirty empty vinegar barrels this week, and in another eighty glass-front tins of Christie, Brown & Co., and

those grocers claim to be short of money.

Alf. Sweetman, traveler for the Guelph Paper Co., has accepted a position with the R. & J. H. Simpson Co., wholesale grocers.

J. B. Bender, Berlin, has opened up a first-class grocery store, with all modern fixtures, and H. J. Aherns, the Five Point grocery, has sold out and retired from business. L. Schafer, formerly with Smyth Bros., as head clerk, is the new proprietor.

Jos. Dreigman, formerly with Peter Anderson, has accepted a position with W. H. Fielding.

"Honesty is the Best Policy," I saw this sign in a grocer's office the other day, and it made me smile. And yet there is something in it all right. But there are mighty few grocers who live up to it. Yet nearly all claim it as their one good point to sell honest goods at honest prices.

A grocer buys a cash register and says as I have heard them and the salesmen for them, say, "Now, that will keep the staff honest," and they both know that all the cash registers in the land won't keep a clerk honest if he doesn't want to be honest. A cash register is a good thing all right, but not to keep clerks honest. Then, after the grocer himself thinks he is protected, he goes to the same staff of clerks that he wants to be honest for him and asks them to sell XX vinegar for XXX; to take 40c, 50c and 60c tea out of the same tea bin, and thinks nothing himself of taking a line of goods and dividing into two prices. The clerk has a hard time sometimes with customers, who almost make him lie to sell them, and a boss who tells him he's got to lie if he wants to sell goods. It is a wonder there are any honest clerks at all. But just the same I am glad to know there are some, and when a clerk just comes right out and says he doesn't do business like that, the boss, even if he is inclined that way himself, and even if he doesn't actually say so, he admires him for the stand he has taken, and generally considers him the last man he wants to part with.

The Old Boys reunion is off with a jump. At a large mass meeting held the other night in the opera house, a permanent set of officers were elected, with J. M. Duff, manager of the Bank of Commerce, as chairman. There is lots of opposition to it among the churches, but it will eventually be a success, as such a fine set of officers will down the opposition before August, 1908.

LINDSAY.

Owing to its geographical situation and the rich farming land surrounding it, Lindsay is essentially an agricultural town. While there are enough manufacturing factories to make things lively, it is from the soil that Lindsay has attained her present very satisfactory position.

While there have been dearths of crops in other counties, Victoria county has had a fair crop of grain. Fall

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wheat has reached the dollar mark in town.

The system of rural telephones which have spread in a network over Victoria county, are excellent aids to business men.

The apple crop is fair in this vicinity, and picking is in progress at present.

The lightweight butter nuisance has been prevalent at the local market.

That a strictly cash grocery business would fall short of success in Lindsay, owing to the close competition in business is the general opinion here. Besides that, the stores do a big business with farmers and villagers in the country, who, as a rule, are reliable men, and to whom credit is a great and almost necessary convenience.

There are, of course, "examples" in every community, but a few years in business will open a grocer's eyes as to who can be trusted for credit and who can't.

For thirty-three years Robt. Spratt and Jas. Killen, under the firm name of Spratt & Killen, have conducted a thriving grocery business in town. Seldom, indeed, have two partners been together in business so long. A branch of their business that is an important one and in full boom at this season of the year, is hay-baling. The firm own a steel hay-press and have engaged two men to work it. Hay is bought in quantities right in the farmer's mow, and the press taken around to it. Hay, in this way, was bought at \$15 a ton this fall. The firm handle a very big business in this line. They also own a granary and ship grain to the Old Country and elsewhere.

For the past week local grocers have been scouring the country for apples. Jos. Brown shipped a carload to Western Canada from here on Friday. Another merchant, of Port Perry, shipped three carloads to Glasgow, Scotland, last week, and is shipping three more this week, two from Port Perry and one from Janetville. This dealer says that when he started out to buy apples nearly every orchard yielded less than what was estimated. Now they yield even better than what was expected and the quality is excellent. The growth in the apple crop has been phenomenal.

With hay at \$16 to \$18 a ton, and oats at 52c. and 53c. a bushel, livery men are kept hustling to make ends meet.

INGERSOLL.

This is the between-time season with the grocers. This week will witness the end of the peaches and the grapes, which always add activity to business, and no further rush is anticipated until the opening of the Christmas trade. Judging from all accounts this has been a

very satisfactory season to the grocers, although there has not been as large a turnover in the fruits as in previous years. It is, nevertheless, surprising the amount of grapes and peaches that have been disposed of by the local dealers, notwithstanding all that has been said about their "steep" prices and the increased cost of living generally.

It is not probable that any more grapes will be received after this week. They are now at their cheapest price. On Saturday the price was cut down to twenty-three cents as a "special" and this week they were made the even twenty cents per basket, which created something of a "run" on them.

"The travelers are coming in from all directions," were the words addressed to your correspondent by a leading grocer to-day. The appearance at the door of a well known Knight of the Grip prompted the remark, but unless he carried a line somewhat out of the ordinary, it is doubtful if he received an order. All the travelers in the country seemed to have been turned loose and headed towards Ingersoll this week. Of course it is the thriving, hustling places they like to reach, where everyone is busy, and their drafts are never returned, and it goes without saying that Ingersoll is just such a place. Commercial men generally have a kind word to say of Ingersoll, and the most of them know from experience that they are certain of an order when they arrive here. But when the whole bunch of them drop in like a swarm of bees on a summer's day the dealer is bound to get a little confused. This is what has been happening this week. The travelers have been as thick and as aggressive as one could imagine, and everyone of them wanted a Christmas order. All kinds of samples from dainty confectionery to new brooms have been exhibited to the grocers and if they have not on order sufficient stock to carry them over the Christmas rush and into next spring it is no fault of the drummers.

"Don't be a knocker." This phrase might be regarded as a proverb of modern days. Very few people seem to realize that it is a duty which they owe themselves as well as the community in which they reside, to do a little boosting whenever an opportunity offers. The man who has a kind word to say of his place of residence is usually farsighted, and optimistic. Strangers are very apt to judge a place by what the residents have to say about it. If they are happy and contented and prosperous looking and never hesitate to attach an adjective to their town when alluding to it, the inference is that it is a pretty good place. Grocer H. D. McCarty is one Ingersoll citizen who has his faith pinned to the town and he does not refrain from airing this opinion. Mr. McCarty returned a few days ago from a visit to Uncle Sam's domain, during which he had an opportunity of comparing several American towns with Ingersoll. Of

course the Americans are justly lauded for their enterprise, but of the three towns which Mr. McCarty visited, all of which were about the same size as Ingersoll, he stated that this town shows up to advantage by the comparison. While he saw many handsome private and public buildings the towns were lacking the evidences of commercial activity and stability which characterize the larger provincial towns in Canada. The first thing Mr. McCarty did when he got home was to tell the people that no better town than Ingersoll could be found anywhere. This is the proper spirit, and coming from a shrewd business man it is worth something. If others would only boost and never "knock" what a great brigade of city builders there would be at work.

Thirty-five cents a pound for butter! This makes one think of fewer slices of bread and a thinner layer of butter. Fortunately for the consumers, however, this price has not yet been reached here, but it was through no fault of one of the vendors at the market on Saturday. The party in question, a good lady from the country, was firm in her demand at first, but after realizing that the bulk of the sales were being made at thirty cents per pound she, too, unloaded at this figure. But the incident well illustrates the oft-repeated assertion that some people never know when to stop asking.

Oatmeal is rapidly following the high price of oats and the housewife will have to use economical methods in preparing the porridge now. During the past month the price of rolled oats has advanced over a dollar a barrel. Six pounds are now being sold for a quarter retail.

Apple picking and packing operations are being brought to a close in this section. The crop has been a very good one, and it is probable that as many, if not more, than last year will be exported.

The heavy frost on Sunday night came as a shock to some of the farmers and dealers. One dealer stated that in many cases the apples were seriously frozen, although he did not think that the ones still on the trees would be permanently damaged.

A shilling a pound was the price asked for spring chickens at the market on Saturday. The offerings were fairly plentiful, and by the pair the prices ranged from sixty to eighty cents.

Last week's number of The Canadian Grocer was greatly admired by local readers. There was a fund of valuable information between the covers, as well as interesting correspondence from all parts of the Dominion.

THE CANADIAN GROCER

BARRIE.

Just now the merchants are very busy and all say that for such a bad year they are surprised at the amount of business that is being done. The farmers also wear a smile as they ride into town on a load of grain, hay or produce, for they know that their ton of hay will realize from \$20 to \$22, their bushel of wheat will bring from 95c to \$1.05, their oats 55c, and barley 75c per bushel.

John Hobley, who was a partner in the firm of Hobley Bros., who have lately sold out, has accepted a situation with the Barrie Gas Company as head bookkeeper.

Trade was very brisk on the Barrie market on Saturday, butter bringing 28c to 30c, eggs 23c to 26c, spring chickens 10c pound, ducks 75c to \$1 per pair, turkeys 12c to 14c per pound.

The Barrie merchants are talking of forming a Retail Merchants' Association to put down price-cutting, etc.

LONDON.

In wholesale lines business is very good, but retailers report trade only fair. Brokers report advances in almost every line of goods, particularly teas, which continue to show a soaring tendency. Raisins have advanced a shilling and remain very firm, and currants are going up.

President Harry Ranahan, of the Retail Grocers' Association, is still confined to his bed through illness, and under the most favorable circumstances will not be able to get around again for a month at least.

G. S. Brock has disposed of his grocery business on the southwest corner of Richmond and Kent streets, to Mr. Stevenson, of Chicago.

A number of local grocers, including Vice-president Shaw, Ed. Ryan, A. G. Johnson, F. H. Robinson, H. G. Glanville, with J. McNee, of "Jap" cigar fame; M. Millman, of Elliott & Marr, and J. P. Hickey, of Grafton's, attended Delaware fair on Wednesday last and had an immense time. A duck supper at Komoka wound up a most enjoyable outing.

During the latter part of last week oats were sold on the local market at the highest price ever known—\$1.80 per cwt. As high as \$18.75 was paid for hay. Horse owners are gathering autumn leaves for bedding.

Local grocers report the price of rolled oats and oatmeal to have advanced 25 per cent, and the increase has already gone into effect. Ten-cent goods now sell at 13 cents, or two packages for 25c. The higher priced articles advanced in proportion. Already the big grocery stores of this city have been notified that all breakfast foods, wheat and otherwise, will go up a few cents the first of next month. Dealers state that the high price of oats is responsible for the boost in oatmeal, but they

do not attempt to explain the proposed raise in other grain foods. St. Thomas and other nearby places have suffered a raise of 50 per cent. on oat breakfast foods. It is expected by local grocers that another 25 per cent. advance in oatmeal will have to be made shortly. The increase affects both packed foods and those in bulk.

The prediction is made that the price of milk will go up to nine cents per quart before the winter is over, owing to the high price of fodder.

During the past week one local canning factory received seventy tons of pumpkins. The price paid has been \$4 a ton, and the money made by the farmers on the deal, some \$280, was not enormous, but in most cases it was a straight "pick-up." Usually a great number of pumpkins are left to rot on the fields. This year the canning factory's maw has taken all that could be

The Montreal correspondent this week takes up conditions as he has found them at Westmount, one of Montreal's suburban towns.

The question has arisen in Edmonton as to whether retailers are giving their business to the local wholesalers in preference to outsiders. At a recent meeting of the Board of Trade, it was pointed out that unless this is done, Edmonton cannot occupy the position as a distributing centre, for which it is eminently fitted.

"Honesty Among Clerks." The Guelph correspondent has some observations on this subject that are worth reading.

Chatham, among other subjects, touches on the following: The rise in bread prices; the sugar beet as the staple crop of Kent County; Canadian fish for Canadians; window dressing; the 10 o'clock market bylaw; transient traders.

J. F. Cairns' new store in Saskatoon was opened with all honors.

brought in, and then has not been satisfied. Tomatoes also came in freely while the warmer weather lasted.

A new variety of fruit has made its appearance on the market and in stores about town, and by its remarkable resemblance to black cherries is causing some funny mistakes. The new fruit is called "garden huckleberries," and according to Vice-President Dearness, it is the berry of a variety of the nightshade.

What is arriving in London is grown by some farmers in the neighborhood of Mount Brydges. They state that the plant grows much like a tomato, but bears a heavy yield of the large black berries. The plants are grown from seed each year, and require but little attention. The resemblance to cherries has led a good many people to test the fruit uncooked, and the result is, to say the least, disappointing. Cooked, however, the fruit resembles black currants,

and is said by housewives to make excellent pies.

Farmers around London do not appear satisfied with prevailing high prices for all commodities, but are resorting to short-weight methods in order that they might get rich quicker. Many complaints in this connection are made daily and the authorities have been asked to do something.

MONTREAL.

Westmount, a suburb of Montreal, yet to all intents and purposes and for all a stranger can tell, part of the city, is a busy town in some ways. Rather, it is a city, for some ten thousand people reside there. It is not a hive of industry, however, but is more a residential place, and a centre of social activities.

There are about ten grocers in the town, but the grocery business does not appear to be the easiest road to wealth in Westmount. From what one can learn, it is very difficult to transact a paying business. It is simple and easy enough to sell groceries, and the best are called for, but when paying up time comes round everybody seems to be away from home. One grocer said that his years of experience made him believe that many of the residents of the town lived above their income. At any rate money seems to be much more scarce in Westmount trade circles than it is in Montreal itself, and who would say there is plenty of money obtainable in Montreal?

C. E. Box has a neat store on Sherbrooke St., near Victoria Ave., where he does a nice business. He has been there some five years or more. A. A. Perry, formerly ran a store on the same site. The latter gentleman, who recently gave up the grocery business, was one of the first to open up in Westmount, or Cote St. Antoine, as it was then known. Walter Paul had a branch at the corner of Greene Ave. and St. Catherine St. and Mr. Perry had been a clerk there. After the place was burned out he started himself. His successor is E. J. Quinn, a big Irishman, who appears to find selling groceries an easy task.

Wm. Elliott and Samuel Smith are two grocers who have grown up with Westmount. Their stores are within a stone's throw of one another, the former carrying on business at the corner of Green and Western Avenues, while the latter's store is on St. Catherine St., opposite Quinn's store. They have been at least ten or twelve years in the field. The largest store in Westmount is that of Dionne & Dionne, on St. Catherine St. Their staff is a big one, and the store is up-to-date in every particular. A butcher shop is run in connection with the grocery.

Wm. Biltcliffe has a store on Victoria Ave., while W. J. Falle has a place on

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Prince-Albert Ave. Both do a nice trade. E. Gervais, J. H. Goter and Demers Bros. are the others. The last named firm is down on St. Antoine St. and are dependent for their success more upon Montreal, as they are on the outskirts of Westmount.

A great deal of apartment house trade comes the way of the Westmount grocers. Sometimes this is paying, again it is not. Transients frequently run up a bill for a week's groceries and leave their address without settling up. A good many are losing money in this way. Then, the regular slow-pays seem to be numerous. One grocer has at least \$2,000 outstanding debts which he does not know how to collect.

Most Westmount grocers favor the early-closing movement. As far as The Grocer could learn, only one store remains open every evening. The majority close daily except Saturday at seven p.m., and some put up their shutters two evenings a week.

One thing which strikes a person forcibly in connection with the grocery stores in Westmount is their neat appearance, and the cleanliness of everything and everybody. There is a freshness, too, which seems to be in the air. Westmounters give a good deal more attention to the arrangement of their stock, and to window displays than do the city grocers. They believe in the trade-bringing power of the window and change their display frequently. At the moment E. J. Quinn has an attractive Balmoral Jam window, one which was dressed by a clerk in the store. Several have windows advertising Fairbank's Sunny Monday soap. Others are giving particular attention to fruits.

There is a great deal of credit, in fact, the greater number of grocers do almost entirely a credit business, except for what transient trade they catch. All are forced to keep a set of books. Conditions are much different to what they are in Montreal, and it would be very difficult to transact a good cash business in Westmount.

Cash may gain a stronger hold later on, as the population increases. As one grocer said: "Westmount is growing, and while at one time we knew every one of our customers, to-day we cannot say we are acquainted with nearly all of them."

They are abreast of the times in Westmount. Already some are preparing for the Christmas trade. One grocer is getting in a large shipment, direct importation from an English confectionery manufacturer. Every fall he makes a specialty of fancy biscuits and confectionery, and says he does a fine business. The outlay is not large, when the

quality of the goods purchased is taken into consideration.

It is too bad that more grocers do not take up confectionery at this time of year and push it vigorously, as it is a line which can be made to pay. Profits are large and the initial capital required for investment is not as great as that necessary to secure equal profits on many other lines.

Confections of quality, when nicely displayed and of moderate price, will always sell freely at this season.

SASKATOON.

The new addition to the J. F. Cairns' store on Twenty-first street, was opened on Friday night. About two hundred people responded to the invitation of J. F. Cairns, and attended the house-warming. The interior was nicely decorated and suitably arranged for the occasion, while the floor was in good shape. Jackson's orchestra attended and discoursed excellent music, which added greatly to the enjoyment of all present. The programme included 20 dances, besides extras, and those who took part in the light fantastic tripped along to their heart's content. Refreshments in the shape of cake and coffee were served to the guests during the evening, and choice Havanas were enjoyed by the gentlemen. Mr. and Mrs. Cairns, aided by their staff at the store, were untiring in their efforts on behalf of the large number of friends and patrons present.

The new annex is divided into two sections, one 42 feet by 75 feet, and the other 22 feet by 32 feet. The front portion is the grocery department, and the other is the boot and shoe section. The second floor will be occupied by the ladies' ready-to-wear and dressmaking departments.

The Heagle Cigar Co. have opened a factory here and have placed their goods on the market. They will manufacture three leaders, "The Hub," "The Onoto" and "The Saskatchewan Capital," amongst various other brands. They make a specialty of high-grade goods, and will control the local trade, besides doing an extensive outside business when their goods have become known. At present, with only a quarter of the staff they purpose putting on, they are turning out 2,000 cigars daily. This firm, which has a factory in Virginia, Minn., recently purchased the Regina cigar factory, also, and intend moving that part of their business here and making Saskatoon the distributing point.

Speers & Paul have a fall sale on just now, previous to moving into their new premises. The new building is almost ready for occupation, and they are reducing their stock of groceries, dry

goods, clothing, boots and shoes, etc., at bargain prices.

Jones Bros. have their store lit with lamps of the Pitner gasoline type, which throw a brilliant light into every nook and corner. The street outside is also benefited by the lamps in the windows, where a large assortment of fruit is displayed.

Good butter and eggs are scarce. Only a few bananas are on the market, but fall apples, crabs and grapes are abundant.

QUEBEC.

The general grocery trade continues active and it is likely that fall trade will show a very satisfactory total on the books of the wholesale houses. A number of advances are noted this week. Barley pot and barley pearl are 30 cents higher and sell now at \$2.75 and \$3.75 per bag. Crown Brand syrups have advanced 15 cents per ten-pound tin. Davies' pure lard is 10 cents higher and quoted at \$2.60. The same advance is remarked in prices of Ingersoll lard. Premier chocolate and breakfast cocoa have also advanced a few cents. A decrease is noted in Valencias, selected and layers. Cleaned currants are sold at 7 cents, showing a decline of one-fourth-cent. The retail trade is very good teas and sugars continue to be in good demand.

Despite the advance on canned goods, trade is more active than it has been for some weeks. Wholesale houses have registered good sales. Canned oysters are 5 cents higher and are quoted at \$1.45 per dozen of 1-pound tins. Tomatoes, which were sold at from \$1.17½ to \$1.20, are now worth from \$1.25 to \$1.27½. Pears have advanced from \$1.65 and \$1.67½ to \$1.90 and \$2.10. Apples are 35 cents higher and are now sold at \$3.25 for gallons. The only decline noted is for peaches which are now quoted at \$2.35 per two-pound boxes.

A new milling company has just been formed in Quebec with a total capital stock of \$10,000. The name of the company is "The Carrier Milling Company."

On account of the high prices and steady advance of flour, it is almost decided that bread will be two cents dearer next week in Quebec.

At a meeting of the Fire Committee the contract for fodder for the horses of the fire brigade was awarded to Colvin & Co., of Montreal. The other party tendering was C. A. Paradis, of Quebec.

There is an active demand for butter, cheese and eggs, but supplies are getting into very small compass. Prices are: Choice creamery butter, 28c to 29c per pound; second choice, 27½c to 28c;

fresh dairy butter, 25c to 26c. Colored cheese is sold at 13c and 18½c and white cheese from 12½c to 13c. Fresh eggs are paid from 25c to 26c.

The fruit and vegetable trade is good. Large arrivals of apples came to hand this week. They are the first of the season and command the following prices: Greening apples, No. 1, are quoted at \$3.75 per barrel; No. 2, \$3.25; Russet, No. 1, \$3.75; No. 2, \$3.25; Spy, No. 1, \$4.25; No. 2, \$3.75. Red globe onions have advanced 25 cents and are sold at \$3.50 per bag.

This week saw the first arrivals of eels, which are quoted at \$7 per barrel. Trout is worth \$13 per barrel and cod fish \$6 for No. 1 and \$5.50 for No. 2. Fresh fish is very scarce on the market and merchants are having a hard time getting supplies.

Lard is firmer and prices have advanced slightly. Business is reported brisk for the season of the year. Quotations are 14½c for small and from 13½c to 14c for large.

NEWFOUNDLAND NOTES.

J. J. St. John, the Duckworth Street merchant, St. Johns, is making some fine additions to his store. It will be, when finished, one of the best in the city.

Job Bros.' retail store is a busy place these days. The large amount of goods this firm handle is daily increasing. Under the guiding hand of J. Rendell, this business has rapidly forged ahead until it is now one of the biggest in the city.

J. D. Ryan has received a large shipment from Jacob & Co., the Dublin biscuit manufacturers. Mr. Ryan is one of the largest contributors to the exchequer of the country, his payments to the customs being larger than any other one house. He has the agency for some of the finest goods on the market and his stores are stocked with the very best. Mr. Ryan is a man whose word is worth one hundred cents to the dollar, and no man needs his note.

Baird, Gordon & Co., one of our progressive firms of fish exporters, are operating a large freezing plant for bait for their customers along the shore. They have over 50,000 squid in the freezer at present, and when bait is scarce, there is no telling the value these frozen squid will be to this firm's customers.

Cods' tongues, a very dainty morsel, are receiving a good deal of attention at Baird, Gordon & Co.'s freezer. If they can be shipped away in ice blocks the firm has a standing offer from New York to ship all they can get. One has to try a Newfoundland cod tongue well fried to realize what they are like.

The Reid Newfoundland Co. are advertising cheap excursions to all parts of Canada, good for thirty days.

The Royal Stores are doing an immense business. This is one of our most up-to-date firms. The grocery department, under Mr. Smith's management, is a model. The display side of it is very well looked after.

Frank McNamara, one of our young wholesale merchants, has worked up a wonderful business in a short time, showing conclusively that a young man with energy, perseverance and attention to the wants of his trade, can, even in the face of the severe competition there is in this country, work up a big paying business. Mr. McNamara is one of those who believe in keeping in stock the goods his customers call for. He is also a firm believer in the merchant knowing what he wants when he sends his order in. His agencies are among the best, both American and Canadian. Mr. McNamara takes a trip away every year and thus keeps up with the times.

E. J. Horwood has received a large shipment of new produce and vegetables from the New York and Philadelphia markets.

Thos. Smyth Co. are advertising a

special line of Canadian cheese, spare ribs and fowls, also of fruits and vegetables. Incidentally, this company do a large tea business.

Geo. Neal, the wholesale grocery man, has rented Martin Bros.' old premises and will do a produce business, principally in P.E.I. produce. Mr. Neal has worked up an excellent business.

N. Coady has been making some alterations in his premises, which gives him much more room to meet the growing demands of his increasing business.

J. Urquhart has accepted the agency for Lynch Bros. & Dolan's biscuits. No better man could have it.

Steer Bros.' premises are busy these days. This firm are doing a large business in all their departments. They make a specialty of first-class goods.

Mrs. M. Summers, of Military Road, is adding quite a lot more space to her store and making some valuable improvements. Mrs. Summers carries a fine line of fancy groceries, candies and fruit.

THE BEAN SITUATION IN KENT

(By The Grocer's special correspondent.)

There have been no very recent developments in the bean situation in Kent county. The one certain fact is that a high price has been reached, with rather small deliveries. The question is, will the price decline?

First, as to the extent of the crop. Last year's crop was, in round figures, 900,000 bushels. This includes the entire bean-growing area of the province, comprised, for the most part, within the counties of Essex, Kent, Lambton, Middlesex and Elgin. Early indications were that a larger acreage this year had been devoted to beans, and estimates of a crop from 100,000 to 600,000 bushels in excess of last year were freely hazarded. The big frost of July 2nd changed the entire aspect of affairs, however. Though the tales of universal and irredeemable disaster at first sent out were not justified, the bean crop was badly hit, and, after deducting the loss by frost, in some cases complete, in others partial, and after allowing for re-planted beans coming to maturity, the crop of 1907 will total approximately 80 per cent of the crop of 1906, or, a little over 700,000 bushels.

Local dealers have been buying one-pound pickers at \$1.60, with comparatively small deliveries.

In Detroit, cash beans, delivered this month, are \$2.15 for choice hand-picked. But it is pointed out as significant that for November beans of the same grade the price quoted in \$1.95, for December \$1.89, and for January \$1.88. Evidently the Michigan people think the price of beans will go down. The high price now is for immediate delivery. The Detroit prices are on beans that cost ten cents per bushel more to pick than Canadian picked beans, as they are picked so much

more closely. They have also to be put up in cotton grain bags, and delivered in Detroit. The expense in Detroit for inspection, commission, etc., is about 5c per bushel, which, of course, reduces the price very largely to the farmers of Michigan.

But, while there may be a drop in price, there is little prospect that beans will go very low this year. The price quoted here, \$1.60 for one-pound pickers, is a very fair one, and the dealers have no intention and apparently no desire to carry a very heavy stock at this figure. So far as can be judged, old beans have been pretty well picked up. A few are still held by the farmers, in hopes of the price going still higher, and there is little doubt that the same hope is actuating the farming community in holding the major portion of their 1907 crop. In fact, there is one man who has not only his 1906 crop, but likewise that of 1905, stored, together with his crop of this year, making a total of about 2,000 bushels, altogether. Dealers state, however, that they would hesitate very much to dabble in beans three years of age, in view of the prospect of a depreciation in quality, and consequently in value.

While it would be unwise to attempt to make a positive forecast at present, the general opinion is that, though beans may go a little higher yet, they will ultimately, and in the early future, fall below the present price. The fact that other crops, for which extra high prices were quoted, have already taken a slight downward trend, tends to confirm this expectation. Last spring there was, indeed, a prophecy that beans would jump to \$2 this fall. If they do so, however, it will be a case where the unexpected comes to pass.

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JOBBER VS. MANUFACTURER—WHICH IS RIGHT? SUBSTITUTION THE DESTRUCTION OF TRADE

The manufacturers of goods for the grocery trade more and more each year are going direct to the retailer with their wares, and more and more are ignoring the jobber. In the first place, there always have been jobbers who refused absolutely to have anything to do with goods which are not staple, or for which there is not a wide demand. Secondly, in recent years a great many jobbers have been going into manufacturing more or less extensively on their own account, or at least are having certain kinds of goods put up under their private labels.

The manufacturer points out that he was compelled to go direct to the retailer in the first place, because of the jobbers' refusal to handle his goods. He advertises and pushes his goods by various devices and in time builds up a direct business with the large retailers, on whom principally he concentrates his energies. By and by a demand for his goods begins to reach the small retailer.

Constant Fighting.

Partially, in retaliation, the jobbers a number of years ago, began to enter the manufacturing business on their own account. More and more they are coming to have brands of their own of many kinds of goods and with which they are seeking entirely to supplant other manufacturers' brands. Within the last few years, jobbers' associations have been formed all over the country, having for their principal purpose the destruction of the manufacturer who persists in selling direct to the retailer after his goods have acquired a foothold sufficient for the jobber to want to handle them. A few of them may be said to co-operate with the manufacturer, rather than antagonize him, giving their customers a free choice between their own brands and other manufacturers' goods.

Others will attempt persistently to have the retailer take the private brands instead of the goods he desires. Still others will substitute their own brands for goods which have been ordered, or, if they do not wish to go quite that length, will make the substitution of other goods than their own, which they have been carrying. This applies to orders received through their own salesmen. There are a few jobbers who do not give orders received from manufacturers' salesmen even this consideration. It is their practice to accept many of these orders which they have no intention of filling. They place the orders on file, beyond that utterly ignoring them, offering no explanation in any direction. The retailer, waiting patiently for his goods, feels that in some way the manufacturer is to blame.

Jobbers Losing Ground.

We believe the jobber who refuses to handle goods in any way until an unusual demand for them has been created,—perhaps not then—is losing ground. The retailer is practically forced to handle goods for which the manufacturer may have created a demand in his territory, and if he cannot get them through one jobber, he will go to another, no matter how close his own jobber may be to him. The minute a retailer does this, he begins to divide his trade

—he has "broken the ice" of trading exclusively with one jobber or set of jobbers, and no one can tell of whom he will be buying goods in another year. It has been demonstrated to us repeatedly that the jobber who will handle or ship any goods for which there is a demand, even though he may have private brands of his own, stands much closer to the retail trade than the house which constantly tries to substitute private brands and refuses to handle any manufacturers' goods until practically compelled to do so.

A factor in the situation which cannot be ignored is the influence of this specialty or manufacturer's salesman, hundreds of whom all over the country constantly are lending their efforts in behalf of these jobbers who will ship any goods desired and against those who attempt to substitute. What the outcome of the entire situation will be is difficult to predict, although the present tendencies are plain enough—the jobber so far as he is able, is becoming a manufacturer; the manufacturer, on the other hand, is forced by the attitude of the jobber to become more and more a jobber of his own goods.

The establishment of a retaliatory business is a retaliatory measure which the manufacturer has not attempted yet, but which presents itself as a somewhat remote possibility.

LESSONS FROM THE WEST.

The Experiences of 1907 Will Be Invaluable in Years to Come.

The manager of one of the largest manufacturing companies in Winnipeg, writing to a friend in the East recently, expressed the opinion that the valuable experience gained by the conditions prevailing this year more than offset the difficulties and reversions with which the West has had to contend. He said also:

"I might say, in connection with the West that, we Western people, feel somewhat chagrined at the unfavorable reports, which, from time to time, have gone East relative to the conditions of the West. When the events of the year 1907 are taken into consideration; namely, the snow blockade, causing untold loss in the delay of deliveries of merchandise, along with the cold and backward season, as well as the large undertakings that were in course of construction, and also the unusual stringency in financial circles, we feel that all branches of trade have shown great resource and persistency in tiding over these difficulties.

"Notwithstanding all these reports, and the fact that our cereals will grade very much lower this year than last, the prices that we will obtain for these lower grades will be greater than those which we obtained for the highest grades in the year 1906.

"While collections have been exceptionally slow, and unusual renewing of paper the result, I am pleased to say, that this condition is easing consider-

ably, and anticipate a general clearing up of all outstanding liabilities as soon as threshing is complete, and wheat movement becomes general.

"Our experience has not been without its lessons, in view of the fact that a halt has been called on a great many 'wildcat' speculative propositions. Merchants also have been taught the lesson that those engaged in mercantile pursuits have no licence to speculate in real estate on margins, and the greatest lesson is that the retail merchants through pressure being brought to bear upon them by the wholesale houses are insisting on payment of old accounts as well as recent indebtedness on the part of the farmer, so as to enable them to reduce to a minimum their liabilities with the jobber.

"While not wishing to be too optimistic, I feel that the results of 1907 will be looked back upon as a general stock-taking on the part of all the inhabitants of this Western country, and the experience gained will stand us in good stead for many years to come."

INSURANCE COMPANIES ORGANIZE.

The two insurance companies which have been organized to do business with the Canadian Manufacturers' Association, are now in a position to issue policies. These companies, which are mutual organizations, are called the Eastern Company and the Western Company, respectively.

The following appointments have been made:

Eastern Canada Company—Head office rooms, 10½ Board of Trade building, Montreal; Col. J. H. Burland, President; R. R. Samuel, Secretary.

Central Canada Company—Head office rooms, 628-632 Traders' Bank building, Toronto. Mr. P. H. Burton, President; B. L. Anderson, Secretary.

Mr. William Lauder, for some time secretary of the Sprinkler Department of the Canadian Fire Underwriters' Association, and presently engaged as chief inspector of the New York Underwriters' Agency, Toronto, has been engaged as automatic sprinkler expert and inspector, and will commence his new duties at the earliest possible moment.

Mr. E. P. Heaton, the manager of the Insurance Department of the Canadian Manufacturers' Association, has been elected to represent them on the Board of Directors of both companies. Mr. Heaton will continue to occupy the position he has filled during the past three years.

NEW WAREHOUSE AT MONCTON.

Grass & Dawson, Moncton, N.B., are erecting an up-to-date, commodious warehouse, of brick and concrete construction, at the rear of their present premises on Main Street. The warehouse is constructed on a siding of the I.C.R. and will, when completed, give ample room for the handling of the firm's growing trade.

CONDITIONS UNDER WHICH CANADA MAY CONTROL THE ENGLISH BACON MARKET

An Interview With W. H. Barnes, Head of the Canadian Packing Company in London, England.

W. H. Barnes, of London, England, head of the Canadian Packing Company, was in London, Ontario, this week. Mr. Barnes has for some weeks been looking into the conditions and possibilities of the provision trade in Canada, and has been in touch with large farmers, hog and cattle raisers, and the leading cheese-makers. In the course of an interview with *The Canadian Grocer*, he said:

"From a thorough study of conditions in Canada, I am persuaded that there will be a sharp rise before long in the prices of all cereals and foodstuffs. Beef will reach a figure never known before, and the cities will feel the pinch severely. My idea of it is that there has been too much of a rush to the cities and towns, and that the solution can only come through a return to the farm, the foundation of Canada's trade and prosperity."

Mr. Barnes has been looking into business possibilities in the interests of his company. His conclusion is that hog prices are too high, and that Canadian packers as a body could not possibly exist were it not for the home trade. To develop this home trade is therefore desirable, and Mr. Barnes states that the Canadian Packing Co. have under consideration the establishing of branch stores throughout the principal cities and towns of Ontario, where their products will be handled. The success which has attended their store in London, Ont. has been one influence in determining upon this step. The company also intend making some alterations to their factory, but will not enlarge their refrigerating plant until after the winter.

"It was due to the efforts of Sir John Carling that we were induced to settle here fifteen years ago," said Mr. Barnes. "We were offered various inducements to settle elsewhere, but declined all these and settled in London, where we have the advantages of both railways. We have lately extended our business to Port Huron, where we are doing a business of from 1,000 to 1,500 hogs weekly for purely local trade. This is our first American factory."

The Old Country Market.

"I am afraid that Canada will never control the English bacon market under present conditions," he continued. "Last week this country killed 29,000 hogs for export, Denmark killed 42,000, and Ireland 3,000. The Danish and Irish bacon will be on the London market fourteen days after the killing, the Canadian requires six weeks. The result is that we have to figure on a market six weeks away. If Canada wants to obtain the reins of the bacon market in England, the example of the cheese men will have to be followed, and the market studied. Breed the class of hogs demanded in the British market. The present system of buying is erratic. It doesn't give the farmer any idea of what the English merchants want, and the same price is paid alike for good and bad."

Mr. Barnes states that the weight of hog required is from 160 to 200 pounds,

and that it would mean much to the trade if the farmers would breed this class of hog. He, however, believes that the price of foodstuffs is in part responsible for the light weights, and advises the growing of more foodstuff on the farms. "When the farmers recognize the importance of growing hogs to the correct weight, they will have more money in their pocket," was his view of the situation.

Government Inspection.

Mr. Barnes is a thorough believer in government inspection of cattle as a safeguard against tuberculosis and allied diseases, but hopes the government will protect the packers against arbitrary inspectors.

While in Canada, Mr. Barnes has made arrangements to handle Canadian cheese in large quantities. Fifteen years ago, he says, the London representatives of his firm represented the famous Allengrove cheese combination, controlled by D. McPherson, of Lancaster, Ont., and handled 3,000 boxes weekly. Mr. Mc-

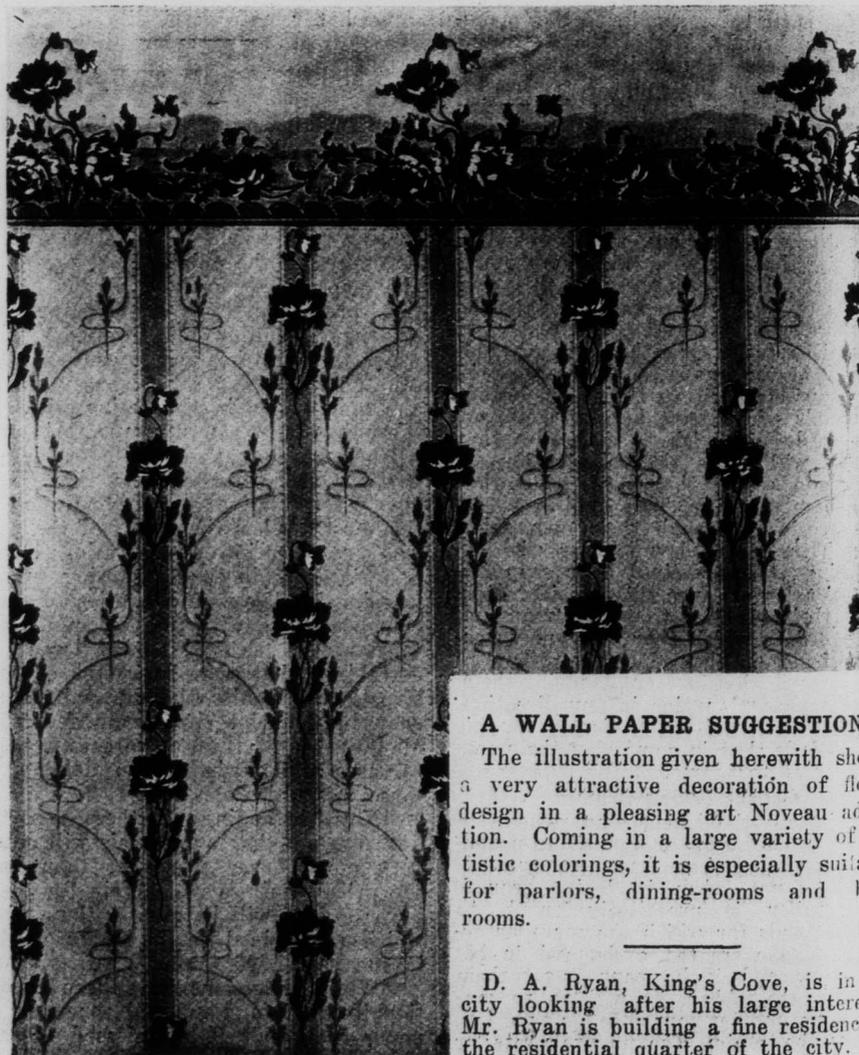
Pherson is now chief inspector of dairy products and has given Mr. Barnes introductions to various large cheese firms whose products the Canadian Packing Co. will handle.

GOLD MEDAL FOR SOAP CO.

The Standard Soap Co., Ltd., Calgary, Alberta, manufacturers of Golden West Soap, were successful in obtaining the gold medal at the New Westminster Fair, for the best display and quality of their various products. This is the second year in succession that they have obtained the highest award at British Columbia's annual fair, and is evidence of the rapid progress that this company has made in the west. Considering that their factory has been in operation less than two years, their success is remarkable. Apart from their laundry soaps they have now a very large toilet soap business, comprising over 30 different varieties.

The Standard Brokerage Co., Ltd., Vancouver, B.C., have the agency for this company in British Columbia.

W. S. Laflamme, of Rose & Laflamme, Montreal, is receiving the sympathy of his many friends in the trade on the loss of his father who died in Morrisburg. Mr. Laflamme returned from the funeral early this week.



A WALL PAPER SUGGESTION.

The illustration given herewith shows a very attractive decoration of floral design in a pleasing art Noveau adaptation. Coming in a large variety of artistic colorings, it is especially suitable for parlors, dining-rooms and bedrooms.

D. A. Ryan, King's Cove, is in the city looking after his large interests. Mr. Ryan is building a fine residence in the residential quarter of the city.

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MERIT OR POLITICAL PULL.

The postmastership of Toronto is still vacant, and there is a scramble among politicians for the place. It has hitherto been given as a reward for political service, and under Sir William Mulock and some of the present permanent officials, the post office has been used to a more or less extent as a political machine. The consequence is that the entire service is in a most inefficient state which will tax all the energies of the present Postmaster-General to put in a satisfactory condition.

Business men who have influence with the Government should urge that this appointment should go as a promotion to some of the permanent officials and not to a politician. The United States Postmaster-General has recently set an excellent example in this respect, and he had harder prejudices to overcome than the Postmaster-General of Canada will have. In the States nearly all public appointments are given as the reward for political service, and when a change of Government takes place, it is followed by a complete reorganization of the entire public service. The New York postmastership is one of the most important in the world, has large salary and perquisites, yet it has been given to one of the permanent officials, a man who began in the post office as a postman over thirty years ago.

The efficiency of the service demands that a similar policy should be followed in Toronto. There are, no doubt, many young men among even the postmen who could fill the position with greater success than any politician who can be appointed. The efficiency of the service demands some plan of steady promotion of deserving men, the men who do their work better than their fellows. If a country postmaster or postman show ability, they should be given the first vacancies in the higher ranks. In this way a young man may begin in a country store post office and rise step by step to be postmaster in one of the big cities and end as Deputy or even Postmaster-General. This is the right system, and when it comes we will have a much more efficient service.

CASH VS. CREDIT.

Our correspondent in Ingersoll recently wrote us as follows:

"The question of cash versus credit, which has already been touched upon by some Grocer correspondents, is one of long standing, and a difficult one to solve. Many an assignment has been traceable to the credit system, and, on the other hand, many a success is attributable to the same system. As to the practicability of the strictly cash system, this is undoubtedly governed by the local conditions and the line of business. Observation very often reveals a singular fact in this connection—that some merchants will make a success out of a strictly cash trade where others would fail on the credit basis. The judgment of the merchant, to my mind, must be regarded as being an important factor. He should study his customers closely and guard against large accounts.

"It is surely better business to refuse a customer and have the goods on the shelf, than to take chances when one is dubious and eventually be the loser. Merchants are in business for their living, not their health, and when they are satisfied that a customer belongs to the "no pay" ranks, they should have backbone enough to refuse him. But to take up the question of an entirely cash business. This is probably more applicable to the dry goods and other lines than it is to the grocery business. Groceries are everyday necessities, and, owing to the irregularity with which orders are sometimes given, it would be almost impossible to insist upon the cash every time. The telephone is also a great business-getter, for the grocer, which is another reason why the dealer

cannot insist on having the cash. It may be an entirely new customer at the 'phone, about whom the grocer knows nothing. The money, he is told will be sent in during the day, and not later than Saturday night. What can the grocer do but take a chance on getting his money, and, in the meantime, make enquiries. In the small towns, especially, I agree with the Pembroke correspondent that it is impossible to insist upon the cash system. Many dealers are paid every week or every two weeks; occasionally only once a month, and they regard this system in much the same light as cash. It is cash to them so long as they know they will not lose.

"Financing in the average home nowadays, is no easy problem. There are times with most people when funds are low, and to be refused an order simply because they could not pay at the time, would likely have a disastrous effect on the dealer. What the dealers need is plenty of judgment and the inclination and ability to ascertain the responsibility of the persons to whom credit is given. In many lines of business where the sales run into a large amount and the articles purchased are luxuries, there is no reason why the cash should not be forthcoming, as they should not be purchased unless the buyer is prepared to pay for them, but with groceries, which comprise the staples of life, it is vastly different."

NEEDLESS KNOCKING.

Western Canada has had to stand much needless and senseless knocking during the last six months, and the fact that it has survived this experience with so little hurt is the best proof of its stability. It is now possible to estimate the real situation, with a fair degree of accuracy, and everyone knows now that there is no reason for alarm. The crop is smaller than last year, but it is worth quite as much money, while the expense of handling it is much smaller than last year. Moreover, being a small crop, it can be handled promptly by the railways, and the farmer will get his money with very little delay. This has been an unfavorable year the world over, but in spite of adverse circumstances, the West has come through it remarkably well.

The knockers were wrong, but they did their utmost to make trouble. Surely the experience of this year will go a long way towards discounting their pessimism in years to come.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

- Fish—Revised.
- Beans—Advanced.
- Coffees—Firm.
- Dairy Produce—Higher.

Montreal, Oct. 24. 1907.

Fall trade is becoming quite brisk as the holiday season approaches, and from now on wholesalers expect to be kept pretty busy shipping orders of goods required for the Christmas trade and New Year trade. The jobbers are handicapped in their efforts to please retail customers to a great extent by the fact that many lines which are imported are late in arriving. They are doing the best they can, however. Sugar is unchanged at last week's prices, demand being good. Refiners do not anticipate any price changes at the time of writing. Teas are exceedingly firm, and holders feel that they have good value in any teas they possess, even though they be of the cheapest quality—and few cheap lines are obtainable to-day at good buying prices. Canned goods are moving from packer to wholesaler, and thence to the retail man. Corn, peas and tomatoes, first shipments, have been received. Syrups are selling freely. Molasses is quiet. Valencia raisins are firm, while Californias are somewhat easier, as packers on the Coast realize that they must lower quotations a little if they are to get any share in this year's trade. Valencia raisins are so much cheaper than the American that everybody is buying them in preference. New York has this year bought four times as many boxes of Valencias as in former seasons, just because California raisins are too high. Nuts are steady. Beans continue to advance and very high prices rule to-day. Coffees are firmer. Spices continue easy. Dairy produce is still advancing, with the exception, perhaps, of cheese, which is steady.

Payments are average to good.

SUGAR—There has been a steady consumptive demand for sugar at unchanged prices. It does not appear at the moment as though there would be any change one way or the other in prices.

Granulated, bbls	\$4 40
" " 1/2 bbls	4 55
" " bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 15
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " " 25-lb. boxes	5 20
Powdered, bbls	4 60
" " 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Corn syrups are in good demand, prices remaining steady. Molasses is unchanged.

Barbadoes, in puncheons	0 27	0 32
" " " fancy	0 32	0 33
" " " extra fancy	0 35	0 35
" " in barrels	0 31	0 33
" " in half-barrels	0 34	0 34

New Orleans	0 22	0 25
Antigua	0 30	0 30
Porto Rico	0 03	0 03
Corn syrups, bbls	0 33	0 33
" " 1/2 bbls	0 03	0 03
" " 3/4 lb pails	1 75	1 75
" " 25 lb pails	1 25	1 25
Cases, 2 lb tins, 2 doz per case	2 40	2 40
" " 5-lb. " 1 doz. "	2 75	2 75
" " 10-lb. " 1/2 doz. "	2 65	2 65
" " 20-lb. " 1/4 doz. "	2 60	2 60

TEA—Teas continue very strong and scarce. Japans are firmer than they have yet been, and lower grades are not obtainable in many instances, even at high prices. The market in London seems to be firm also, as teas on which bids were made from Montreal at certain prices, were advanced before actual sale. According to figures received in Montreal exports of tea from Japan up to Sept. 30 this year amount to 20,705,084 pounds, against 19,421,340 pounds for the same period last year. This increase does not necessarily mean that shipments from Japan this year will be more than last, because while a year ago considerable stocks were held. This season everything is being shipped out of the country.

Choicest	0 38	0 45
Choice	0 37	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 24
Good common	0 20	0 22
Common	0 19	0 20
Ceylon—Frok n Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20
India—Pekoe Souchongs	0 16	0 18
Ceylon green—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " " pea leaf	0 19	0 27
" " " pinhead	0 30	0 45

COFFEES—On the primary markets coffees are up from 3 to 5 cents a pound. Locally the markets are firm, but so far there has been no change in price.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio. No. 7	0 08	0 09
Santos	0 09	0 11
Maracibo	0 11	0 13
Roasted and ground 20 per cent. additional.		

FOREIGN DRIED FRUITS AND NUTS

The markets are firm as a whole. First shipments of this year's Valencia raisins continue to arrive and are of excellent quality. Some dealers are expecting to do a good trade in Malaga raisins. Currants are slightly easier this week. The Jacona, the second direct Mediterranean vessel, laden with 550 tons of currants, has left Cadiz, her last port of call, and is due here Nov. 10. The total shipments of currants to all points from Greece this year up to Oct. 1 amount to 47,984 tons, as against 49,465 tons for the same period last year. A decrease of 1,481 tons. Total shipments of currants direct to Canada up to Oct. 1st. amount to 1,710 tons, as against 1,476 tons for same period last year, an increase of 234 tons. A feature of this year's trade in dried fruits is the increase in the amount of Valencia raisins shipped to New York. Last year there were between 25,000 and 30,000 boxes shipped to that market, as against over 100,000 boxes so far this year. The cause of this is the big increase in

prices asked by the packers for California raisins, despite the reports of an abundant crop. There has been a slight drop in Californias, which are now quoted at 8c. for fancy, and 7 3/4c. for choice Coast prices.

Walnuts are very late, there will probably be none in New York for Thanksgiving, while locally they will be very late for holiday trade. Tarragona almonds are back to old prices, having fully recovered from their recent drop. Owing to their inability to raise money for buying purposes, some California houses are at a loss to fill orders for prunes, which were booked months ago.

Currants—		
Filiatras, uncleaned, barrels	0 07	0 08
Fine Filiatras, per lb., in cases	0 07	0 07
" " cleaned	0 07	0 07
" " in 1-lb cartons	0 08	0 08
Finest Vostizzas	0 08	0 08
Amalias	0 08	0 08
1 lb. packages	0 08	0 08
Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 13
1-lb cartons	0 15	0 15

Elem Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08	0 09
Four crown, fancy, 10-lb. boxes	0 06	0 07
Three crown	0 06	0 06
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30

Valencia Raisins—		
Fine off-stalk, per lb.	0 06	0 06
Selected, per lb.	0 07	0 07
Layers	0 07	0 07

Dates—		
Hallowees, per lb	0 04	0 04
Sairs, per lb.	0 03	0 03
Packages	0 05	0 06

California Evaporated Fruits—		
Apricots, per lb.	0 30	0 30
Peaches, "	0 18	0 18
Pears, "	0 16	0 16

Malaga Raisins—		
London layers	2 25	2 25
"Connoisseur Clusters"	3 00	3 00
" " 1/2 box	1 00	1 00
"Royal Buckingham Clusters," 1/2 boxes	1 37	1 37
" " boxes	4 50	4 50
"Excelsior Window Clusters" 1/2 boxes	5 50	5 50

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

Prunes—		
		per lb.
30-40s	0 07	0 07
40-50s	0 08	0 08
50-60s	0 08	0 08
60-70s	0 07	0 07
70-80s	0 07	0 07
80-90s	0 07	0 07
90-100s	0 06	0 06
Oregon prunes (Italian style), 40-50s	0 07	0 07
" " 50-60s	0 07	0 07
Oregon prunes (French style), 60-70s	0 07	0 07
" " 90-100s	0 06	0 06
" " 100-120s	0 05	0 04

SPICES—The spice market continues low in price generally. Nutmegs are unchanged. Peppers are easy. Gingers are firming up slightly. Manufacturers report trade fairly brisk and jobbers are doing about an average business.

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

EVAPORATED APPLES—The market continues firm at the old price.

Evaporated apples	0 10	0 10
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RICE AND TAPIOCA—Rice is selling in usual quantities, and no change in the situation is looked for in the near fu-

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ture. Tapioca stocks held locally are slight, and receipts are not at all heavy. Prices for futures are a little easier, but it would seem that the bottom figure has not been reached.

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

BEANS—The scarcity of beans is more marked than ever, and further advances have taken place, as will be seen in quotations. Some dealers report offers of stock, but high prices are asked in every case. One packing house has shut down on all orders for canned beans. Soup peas are very strong.

Choice prime beans	2 10	2 25
Soup peas, whole, bag 2 bushel	2 50	2 60

MAPLE PRODUCTS—The market is featureless, and prices are unchanged.

Pure maple syrup, bulk, per lb.	0 06 1/2	0 07
Compound maple syrup, per lb.	0 04 1/2	0 05
Pure Townships sugar, per lb.	0 08	0 08 1/2
Beauce County per lb.	0 08	0 09

CANNED GOODS

MONTREAL—First shipments of corn, peas, and tomatoes are being received by local wholesalers, who are in turn sending them to their customers. Canned goods lines, generally, are quiet, and after new goods have been entirely delivered, interest in this market will not be great.

TORONTO—Demand is strong for all lines, but the exact percentage of delivery on orders which will be made by the canners, cannot at present be determined. Prices on catsup are not yet announced.

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," and "White Rose," brands.

FRUITS.		Group No. 1	Group No. 2
Apples, standard, 3's	1 20	1 17 1/2	
" preserved, 3's	1 43 1/2	1 40	
" standard gal	3 27 1/2	3 25	
" preserved, gal	3 37 1/2	3 35	
Blueberries			
2's, standard	1 17 1/2	1 15	
2's, preserved	1 6 1/2	1 6 1/2	
Gals., standard	5 17 1/2	5 15	
Grapes			
2's Preserved	1 52 1/2	1 50	
Gals. Standard	3 77 1/2	3 75	
Cherries			
2's, red, pitted	2 27 1/2	2 25	
2's, " not pitted	1 77 1/2	1 75	
Gals., red pitted	8 90	8 90	
" " not pitted	7 40	7 40	
2's, black, pitted	2 27 1/2	2 25	
2's, " not pitted	1 77 1/2	1 75	
2's, white, pitted	2 42 1/2	2 40	
2's, " not pitted	1 92 1/2	1 90	
Currants			
Gals., red, solid pack	7 65	7 65	
Gals., red, standard	5 40	5 40	
2's, red preserved	2 12 1/2	2 10	
2's, red, H.S.	1 92 1/2	1 90	
2's, black, H.S.	2 02 1/2	2 00	
2's, black, preserved	2 25	2 22 1/2	
Gals., black, standard	5 90	5 90	
Gals., " solid pack	8 40	8 40	
Gooseberries			
2's, H.S.	2 27 1/2	2 25	
2's, preserved	2 50	2 47 1/2	
Gals., standard	6 75	6 75	
Gals., solid pack	8 75	8 75	
Lawtonberries			
2's, H.S.	2 27 1/2	2 25	
2's, preserved	2 52 1/2	2 50	
Gals., standard	7 77 1/2	7 75	
Peaches			
1 1/2's, yellow (flats)	2 17 1/2	2 15	
2's, yellow	2 37 1/2	2 35	
2 1/2's, yellow	3 27 1/2	3 25	
3's, yellow	3 62 1/2	3 60	
3's, yellow (whole)	3 02 1/2	3 00	

2's, white	2 32 1/2	2 30
2 1/2's, white	3 22 1/2	3 20
3's, white	3 57 1/2	3 55
3's, pie peeled	2 24	2 00
3's, not peeled	1 77 1/2	1 75
Gals., pie, peeled	7 52 1/2	7 52
Gals., pie, not peeled	5 52 1/2	5 50
Peas		
2's, Flemish Beauty	1 52 1/2	1 90
2 1/2's, Flemish Beauty	2 27 1/2	2 25
3's, Flemish Beauty	2 42 1/2	2 40
2's, Bartlett	2 12 1/2	2 10
2 1/2's, Bartlett	2 47 1/2	2 45
3's, Bartlett	2 52 1/2	2 50
3's, pie	1 77 1/2	1 45
Gals., pie, peeled	4 52 1/2	4 50
Gals., pie, not peeled	3 77 1/2	3 75
2's, light syrups	1 45	1 45
3's, "	1 95	1 95

Pineapple		
2's, sliced	2 02 1/2	2 00
2's, grated	2 12 1/2	2 10

Pure maple syrup, bulk, per lb.	0 06 1/2	0 07
Compound maple syrup, per lb.	0 04 1/2	0 05 1/2
Pure Townships sugar, per lb.	0 08	0 08 1/2
2 1/2's, whole	2 82 1/2	2 80
Florida 2's, sliced or grated	2 60	2 60
Singapore, 1 1/2's, sliced	1 50	1 50
" 2 1/2's, whole	2 30	2 30

Plums, Damson		
2's, light syrup	1 20	1 17 1/2
3's, light syrup	1 72 1/2	1 70
2's, heavy syrup	1 35	1 32 1/2
2 1/2's, heavy syrup	1 67 1/2	1 65
3's, heavy syrup	1 97 1/2	1 95
Gals., standard	3 37 1/2	3 35
Plums, Lombard		
2's, light syrup	1 25	1 22 1/2
3's, light syrup	1 75	1 72 1/2
2's, heavy syrup	1 40	1 37 1/2
2 1/2's, heavy syrup	1 72 1/2	1 55
3's, heavy syrup	1 97 1/2	1 50
Gals., standard	3 57 1/2	3 73

Plums, greengage		
2's, light syrup	1 30	1 27 1/2
2's, heavy syrup	1 45	1 42 1/2
2 1/2's, heavy syrup	1 72 1/2	1 70
3's, heavy syrup	2 00	1 97 1/2
Gals., standard	3 87 1/2	3 85

Plums, egg		
2's, heavy syrup	1 72 1/2	1 70
2 1/2's, heavy syrup	2 00	1 97 1/2
3's, heavy syrup	2 32 1/2	2 30

Rhubarb		
2's, preserved	1 77 1/2	1 75
3's	2 52 1/2	2 50
Gals., standard	3 52 1/2	3 50

Raspberries, Red		
2's, L. S. (Shafferberries)	2 12 1/2	2 10
2's, H. S.	2 22 1/2	2 25
2's, preserved	2 52 1/2	2 50
Gals., standard	7 77 1/2	7 75
" solid pack	10 52 1/2	10 50

Raspberries, Black		
2's, black, H. S.	2 27 1/2	2 25
2's, preserved	2 52 1/2	2 50
Gals., standard	7 77 1/2	7 75
" solid pack	10 52 1/2	10 50

Strawberries		
2's, heavy syrup	2 27 1/2	2 25
2's, " preserved	2 52 1/2	2 50
Gals., " standard	7 77 1/2	7 75
Gals., " solid pack	10 52 1/2	10 50

VEGETABLE			
Asparagus			
2 1/2's, tips, California	3 77 1/2	3 75	
2's, Canadian	2 80	2 77 1/2	
Beets			
2's, sliced, sugar and blood red		1 10	
2's, whole, "		1 00	
3's, sliced, "		1 35	
3's, whole, "		1 25	

Beans		
Fancy brands	1 32 1/2	1 30
2's, golden wax	0 92 1/2	0 90
3's, "	1 37 1/2	1 35
Gals., "	4 02 1/2	4 00
2's, refugee or valentine (green)	0 92 1/2	0 90
2's, crystal wax	1 02 1/2	1 00
Red kidney, 2's	1 07 1/2	1 05
Lima 2's	1 32 1/2	1 30

Corn		
2's	0 97 1/2	0 95
Gals., on cob		4 90

Carrots		
2's	0 97 1/2	0 95
3's	1 07 1/2	1 05

Turnips		
3's	1 07 1/2	1 05

Cabbage		
3's	0 92 1/2	0 90

Cauliflower		
2's, standard	1 47 1/2	1 45
3's	1 87 1/2	1 85

Succotash		
2's	1 27 1/2	1 25

Parsnips		
2's	0 97 1/2	0 95
3's	1 07 1/2	1 05

Peas		
1's, extra fine sifted	1 07 1/2	1 05
2's, standard	0 92 1/2	0 90
2's, early June	1 02 1/2	1 00
2's, sweet wrinkled	1 07 1/2	1 05
2's extra fine sifted	1 37 1/2	1 35
Gals., No. 4	3 72 1/2	3 70

Pumpkins, 3's	0 95	0 92 1/2
Gals.	3 02 1/2	3 00
Spinach		
2's	1 52 1/2	1 50
3's	2 02 1/2	2 00
Gals.	5 17 1/2	5 15
Squash		
3's	1 20	1 17 1/2
Gals.	3 52 1/2	3 50
Tomatoes		
2's	1 07 1/2	1 05
3's, all kinds	2 02 1/2	1 25
Gals., all kinds	3 77 1/2	3 75

ONTARIO MARKETS.

POINTERS—

All prices firm and high. Canadian Fruit—About exhausted. Grapes—Frost damaged. Teas—Very low stocks. Sugar—Steady.

Toronto, Oct. 25, 1907.

The wholesale grocery markets are less active this week, due partly to the fact that the present time is a between-seasons period for many lines, and partly because not only these lines, but most others, are harder to find than the Lost Chord. Retailers are finding it difficult to get any article that they can offer to their customers without apologizing for the price that goes with it. Some of them have fairly heavy stocks, that have been bought at comparatively low prices, but these are the fortunate ones, and are not disposed to do much price-cutting under the circumstances.

"It is daily becoming more and more evident," said a well-posted merchant the other day, "that retailers, in their transactions, have been of two classes—speculators, who bought in excess of their needs, or conservatives, who did not buy at all and are now wishing they had. The jobber is naturally with the under dog and is straining every nerve to help out the unfortunate who failed to get under cover. It is an almost impossible task in most lines, and when the efforts buck up against prohibitive prices, the jobbers are generally reaching a decision that it may pay to wait a few weeks and see how the consumer will stand the prevailing quotations. If consumption ceases, holders of goods are likely to weaken."

All teas are in very small compass, and it is safe to say that no large stocks of any kind are held on this market. Coffee is quiet, the fluctuations in New York during the past week not having affected the situation here. Sugar is unchanged in price under a quiet demand. Syrups are moving out fairly well, the inquiry for molasses being about nominal. Currant shipments from Greece to all points up to Oct. 1st of this year show a decrease of nearly 1,500 tons from the similar period of 1906, though the exports to Canada alone show an increase of 234 tons for the same period. Walnut prices in New York are higher than they have been in years, the situation in that market being almost without a parallel, both by reason of the high prices, and because the outlook for early November shipments of new crop walnuts has never before been so unfavorable. Spices are dull and unchanged. The bean crop is coming in slowly, but a considerable proportion yet remains to be pulled. It is thought that the farmers are holding onto stocks with the view of keeping up the high prices and perhaps securing a further advance.

TEA—Nothing of particular moment has transpired during the week. A

plausible explanation of the recent advance on all grades of India and Ceylon teas from 8d per pound down, which has been puzzling the local market is embodied in a report from the controlling centre received early in the week, which says: "The gradually improving tone of the past few auctions has culminated in a sharp advance in prices for all descriptions up to 8d per pound, the activity being especially marked in medium teas, which have for so long been selling at a low figure. With the total deliveries continuing to show a falling off compared with last year, this movement at first sight does not appear easy to explain, but an examination of the statistical portion reveals the fact that for the nine months ending 30th September, the imports, in spite of the comparatively high market for common tea prevailing throughout, were some two and a half millions less than in 1906, while clearances were about one and a half million pounds smaller, thus indicating that supply has been hardly level with demand. As regards medium teas, the better enquiry has every justification for the average of Assams to date this season is nearly 1/2d per pound below last year. The future tendency of the market is, of course, largely dependent on the total Indian crop available for the United Kingdom, and if this proves to be about the same as last season, the present general basis of values seems justified." The same report goes on to say: "Board of Trade returns continue to record a satisfactory rate of deliveries for home consumption, although re-exports were some 1,500,000 pounds less than last year, the falling off being again chiefly on Russian account. It may be noted that, in spite of advices of a shortage of only two millions in Indian shipments to this country to 31st August, the actual deficiency landed here to the end of last month was over 6,000,000 pounds."

COFFEE—Coffee has fluctuated considerably on the New York market during the past week. On Wednesday of last week it dropped 5 points. The total sales on this day were 14,500 bags, the market closing easy. The day following options opened higher, May, June and July being up 10 points, and the other months gaining 5 points over the previous day's close. The market closed quiet with a business for the day of 15,250 bags. On Friday trading was slow, March and December showing most activity. The closing prices were unchanged on January, August and September, and down 5 points on all the other months. On Saturday the market broke badly, options opening with prices down 10 to 15 points, closing prices showing a decline of 5 points on March, April, October and November, and a drop of 10 points on the other months. The day's business was 23,000 bags.

The election to the Presidency of the State of Sao Paulo, Brazil, of Dr. Albuquerque Luis, the present Secretary of Finances, has met with general approval from the supporters of the coffee valorization scheme. Dr. Luis having been the prime mover and principal supporter of that movement in the state, of which he has been elected president. In selecting him for this high office, the people of Brazil have at the same time given a very clear indication of their own feelings in regard to the valorization. The other candidate was Dr. Campos Salles, a former president of Brazil, and a prom-

inent man in the affairs of the country, and in electing Dr. Luis over the head of so formidable a competitor, the country has declared itself to be practically unanimously in favor of the valorization.

Willett & Gray, reviewing the situation say:

"The position of mild coffee is exceedingly strong. The price of Bogotas has advanced to 14 cents, and interior Javas to 20 cents. It is claimed by parties well informed that the present crops of mild coffees will yield much less than any of the previous crops of the past 20 years. This is certainly remarkable and fully confirms that apart from the Santos coffee districts, there has been a distinct decline in coffee production, instead of an increase, and without the occasional large Santos crops, like 1901-02 and 1906-07, the price of coffee would be on as high levels as during the 10 years from 1886 to 1896. The only place in the world where coffee culture keeps pace with consumption is in San Paulo, and it is in the interests of the coffee trade the world over that it is kept up, otherwise there would be nothing to stand in the way of coffee prices going up from double to treble of present figures.

"The trade continues buying cautiously from hand to mouth and assures a sound position thereby. Even with this careful buying the deliveries from the seaports to the interior for the first four months of the season will be considerably in excess of the same period last season."

SUGAR—Prices are still unchanged, with Acadia 10c below the average basis. There is a quiet and even demand for refined, but not such as to cause any immediate likelihood of a change. A fair demand is reported throughout the States, but business is on a purely hand-to-mouth basis, actual consumption being largely met by withdrawals under old contracts. The same report states that important revisions of the selling methods have been made in the Western States.

"Up to the present," it says, "the selling value of beet granulated refined has been considered as from 10c per 100 lbs. to 30c per 100 lbs. below the selling value of cane granulated, although such a large difference as 20c to 30c has been known not to exist in intrinsic merits. The present crop of beet granulated will, therefore, be sold at Kansas City and eastward at a difference of 10c per 100 lbs. below the basis of the American Sugar Refining Co.'s selling basis at New York. For Denver and westward, where prices are governed by San Francisco quotations, the difference is now 20c per 100 lbs. for beet granulated below cane granulated, and subject to variations."

Willett & Gray, reviewing the situation in raws, said of the week ending Oct. 14:

"Local markets and conditions are ignored for the moment and all attention is directed to the European sugar markets as influenced by the maturing beet crops.

"The week opened with beet sugar at 9s. 8 1/2d., declining to 9s. 4 1/2d. at the

close with contracts quoted at 9s. 3 1/2d. for November, 9s. 4d. for October-December, 9s. 6 1/2d. for January-March, and 9s. 8d. for May. The latter are at or near the low point at which purchases would seem advisable. The decline noted is the direct result of the very favorable weather for maturing the crops and in anticipation of a quite full crop estimate by Mr. F. O. Licht now due."

This estimate is now to hand, but does not come up to the expectations of the report just given. It places the outturn at 6,580,000 tons, which is 130,000 tons less than the actual outturn of last year. The principal decrease is said to be in Russia.

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

SYRUPS AND MOLASSES—A moderate demand is reported for syrups, prices being unchanged and apparently steady. Molasses is quiet, under light demand.

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

DRIED FRUITS—The Jacoma is expected in Montreal about Nov. 10 with a full cargo of Mediterranean fruits, of which over 500 tons are reported to be currants. A report on the New Persian date crop is just to hand. It says: "The critical period of the crop is always just at the time when it is ripening, which is the later part of August, and early in September. This year the weather was exceedingly hot, which is very favorable, and the dates, therefore, are fully matured and of excellent quality. The crop of Halowis, however, is acknowledged to be 50 per cent. smaller than last season; our agent advising in one of his recent letters that in some groves there were practically no Halowis obtainable. The crop of Khadrawis is also smaller than last year. Sayers are about the same. The heavy demand for the better grades of dates, and the shortness of the crop, have forced prices this year considerably above those of last season, and naturally people must be prepared for a higher range of prices on dates, especially Halowis, this season. This, however, will be more than offset by the great improvement in the quality. Our agents state that the fards will be of excellent quality, and the crop conditions have all been favorable."

Opening prices on new crop Persian dates to arrive in New York some time this week, have been fixed at 5 1/2c on Standard Halowiss, 4 1/2c for Khadrawees, and 4 1/2c for Sairs. The comparative figures for last year on the same brands were considerably lower, quotations being 4 1/2c to 4 1/2c on Halowees,

and 4½c to 4¼c on Khadrawees, and 1½c on Sairs.

2 lb. Tins, 2 doz. in case	Per rose	2 40
5 " " " " " "		2 75
10 " " " " " "		2 65
25 " " " " " "		2 60
Barrels		0 03½
H. if Barrils		0 03½
Quarter "		0 03½
Pails, 3½ lbs. each		1 75
" 25 "		1 25
Maple syrup—		
Gallons, 6 to case		4 80
" 2 "		5 17
Quarts, 24 "		5 40
Pints, 24 "		2 90
Prunes, Santa Clara—		
Per lb	Per lb.	
100-120s	0 06	
90-100s, 50-lb boxes	0 36½	70-80s " 0 07
80-90s	0 06½	60-70s, 50-lb boxes 0 08½
Note—25 lb. boxes ½c. higher than 50 lb.		
Candied and Drained Peels—		
Lemon	0 11	Citron 0 21 0 22
Orange	0 11	0 12
Peaches		0 18 0 20
Figs—		
Elemes, per lb		0 08 0 15
Tapnets		0 03½ 0 03½
Bag Figs		0 04½ 0 05
Currants—		
Fine Filiatras	0 07	Vostizzas 0 09 0 09½
Patras	0 08	0 08½
Uncleaned, ½c less.		
Raisins—		
Sultans		0 12½ 0 13
" Fancy		
" Extra fancy		
Valencias, selected old		0 05
Valencias, new		0 07½ 0 08
Australian		0 08½
Seeded, 1-lb packets, fancy		0 11½
" 16 oz. packets, choice		0 11
" 12 oz.		0 09
Dates—		
Halloween	0 05	Fards choicest 0 09
Sairs	0 04	" choice 0 08½
Domestic evaporated apples		0 09 0 09½

NUTS—The walnut situation is rapidly assuming an acute stage. Importers are agreed in saying that it is unprecedented. Walnuts in the shell are higher than they have been in years, and the prospects for new crop walnuts for early November shipments from abroad have not been so unfavorable in the last ten years. Some idea of the extraordinary strength of the market may be gathered from the fact that one lot of 500 bags of Cornes walnuts changed hands on the New York market recently four times in ten days, each seller netting a profit of from ¼c to ½c. The last sale brought 11½c.

"In cables from France," says a report, "walnuts there withdrew offerings for first half of November shipment on Marbots, Grenobles and Cornes walnuts. One advice stated that shippers in some instances have sold short, and others are finding it difficult to secure stock from growers at some advance over the early opening basis. The local interest in new crop nuts is centered in the first shipments of Naples, and some goods now in transit and due are meeting sale at 14c laid down in New York."

Importers in New York have not as yet made any prices on Grenoble walnuts to arrive.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencia	0 33 0 35
Walnuts, Grenoble	0 12½ 0 13½
" Bordenaux	0 10½ 0 11
" shelled	0 27 0 28
Filiberts, per lb	0 11

SPICES—The market is featureless and unchanged. Prices remain as last week, but there is only a nominal business passing.

Peppers, blk	Per lb.	0 16	0 20
white		0 25	0 30
Ginger		0 18	0 35
Cinnamon		0 30	0 35
Nutmeg		0 30	0 75
Cloves, whole		0 30	0 50
Cream of tartar		0 19	0 25
Allspice		0 20	0 22
whole		0 17	0 20
Mace		0 17	0 20
Mixed pickling spices, whole		15	20
Cassia, whole		0 20	0 60
ground		0 25	0 50

RICE AND TAPIOCA—The Seward Milling Company writes the following review of the rice situation from New Orleans:

"With a continuance of good weather, threshing will shortly resume and become general. The crop has been greatly damaged in quality; how much in quantity we hope soon to ascertain, as we are making a close personal investigation of the entire belt. That there will be an immense amount of low grade and damaged rice offering shortly is a foregone conclusion, and with the restrictive demand and the tendency of the trade to use a better quality we anticipate lower prices in this direction. We are imbued with the fact, however, that choice rices will command the attention and prove attractive to buyers at an advance over

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Oct. 24.
BUTTER—Market firm and higher prices expected.
CHEESE—Situation has not changed.
EGGS — Demand continues strong and market is steady.
PROVISIONS—Firm.

current quotations as soon as they verify and familiarize themselves with existing conditions. Japan rices are in scant supply, and the small amount of this grade planted will soon surprise the trade in general."

The local situation remains about as last week, with prices steady and unchanged.

Rice, stand. B.	Per lb.	0 03½	0 03½
Rangoon		0 03½	0 03½
Patna		0 35	0 36
Java		0 02½	0 06½
Java		0 06	0 07
Rago		0 05	0 06
Seed tapioca		0 08	0 08½
Carolina rice		0 10	
Tapioca, medium pearl		0 08	

EVAPORATED APPLES — Stocks appear to be on the increase, and the tone of the market is slightly easier. Sales have been made recently at 9c, while 9½c has been quoted frequently during the past week. It looks as though 10c is to be the top-notch after all.

Evaporated apples	0 09½	0 10
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BEANS—The bean situation and prospects are outlined elsewhere in this issue, and may be taken as a fair and unprejudiced estimate of the probable outcome of the present crop. Prices, locally, are very firm, with an advancing tendency.

Beans, hand picked, per bush	2 00
" prime No. 1	1 95 2 60
" Lima, per lb	0 07

HIDES AND WOOL—No. 1 country calf skins are slightly easier. In other respects the situation and prices are unchanged.

Hides, inspected, cows and steers, No. 1	0 67½
No. 2	0 06
Country hides, flat, per lb., cured	0 06 0 07
Calf skins, No. 1, city	0 10 0 12
No. 1, country	0 10 0 11
Lamb skins	0 65 0 75
Horse hides, No. 1	2 75 3 00
Rendered tallow, per lb.	0 06½ 0 06½
Pulled wools, super, per lb.	0 23
extra	0 25
Horse hair, per lb.	0 30
Wool, u washed	0 12 0 13
washed	0 22 0 23
rejections	0 16

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday Oct. 24, 1907.)

An active demand is reported for practically all lines of general groceries, excepting canned goods. The price of these latter is so high that orders are being cut in half and it is probable that although the jobbing houses have been unable to get the supplies they ordered, they will have enough of most lines to take care of their trade.

The wheat crop is now beginning to move in considerable volume and the effect on collections is already being felt. High prices are saving the situation.

CANNED GOODS — Practically all lines of canned goods are now in stock, with the exception of gooseberries and gallon and 2-lb. apples. The high range of prices is killing the canned goods business and there is much dissatisfaction among all branches of the trade. We quote:

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz.	1 29½	1 27
gallons, per doz.	3 47½	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 79	2 04
2's black	2 19	2 14
Gooseberries New—		
2's, heavy syrup	2 31½	2 29
Lawtonberries New—		
2's heavy syrup	2 41½	2 39
Peaches—		
2's yellow flats	2 30	2 27½
3's	3 12	3 09½
Pears—		
2's, F.B.,	1 81½	1 79
3's,	2 39½	2 37
2's Bartlett's	1 96½	1 94
3's	2 59½	2 57
2's Globe, light syrup	1 51½	1 49
Plums—		
2's Damson, l.s.	2 93	2 88
2's Lombard, l.s.	3 03	2 98
2's Greengage, l.s.	3 13	3 08
Raspberries—		
2's red, light syrup	2 26½	2 24
2's black, heavy syrurph	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz	1 65	
1-lb.	2 20	
4½-oz.	4 75	
5-lb. tins, each	0 59	
7-lb.	0 80	

VEGETABLES.		
Beans (new) per dozen—		
golden wax,	1 06½	1 04
refugee,	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
Lima	1 46½	1 44
Corn		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (n w) per dozen—		
(No. 4) 2's	1 06½	1 04
(No. 3) 2's	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's	2 63	2 58

THE CANADIAN GROCER

Beets—		
whole, " "	2 08	
sliced, " "	2 28	
whole, 3-lb., " "	2 64	
sliced, " "	2 84	
Spinach—		
2's, per doz.	3 13	3 08
3's " "	4 09	4 04
gallon, per doz.		11 10
Asparagus, per doz.		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax.	1 98	1 93
" refugée.	1 98	1 63

MEATS.

Pork and beans 1's, per doz.	1 25
" 2's, " "	1 90
" 3's, " "	2 60
Clark's 1 lb. plain, per case.	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili " "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz.	1 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey	3 25
" chicken, per doz.	3 30
" turkey	3 30
" duck	3 30
Corned beef " 1's per doz.	2 65
" 1's	1 50
Roast beef	
" 1's, per doz.	1 50
" 2's, " "	2 65
Potted meats, 1's, per doz.	0 55
Veal loaf 1/2 lb., per doz.	1 25
" 1 lb. " "	2 50
Ham loaf 1/2 lb. " "	1 25
" 1 lb. " "	2 50
Chicken loaf 1/2 lb. " "	1 85
" 1 lb. " "	3 50
Lunchoncue 1's, " "	3 65
Sliced smoked beef 1-lb. tins, per doz.	1 80
" 1-lb. tins, " "	3 10
" 1-lb. tins, " "	3 35
Chipped " 1-lb. tins, " "	1 45
" " 1-lb. tins, " "	2 50
" " 1-lb. tins, " "	3 05
Sliced bacon, 1-lb. tins, " "	3 10
" 1-lb. tins, " "	3 25
Lobsters (new) 1's, per doz.	2 31
" 2's, " "	2 91
" 1's, " "	4 00
Salmon—	
Sockeyes, No. 1, per case.	7 65
Cohoos, " "	5 75

SUGAR—Quoted as follows:

Montreal granulated, in bbls.	5 00
" " in sacks.	4 95
" yellow, in bbls.	4 60
" " in sacks.	4 45
Wallaceburg, in bbls.	4 90
" " in sacks.	4 85
Berlin, granulated in bbls.	4 80
" " in sacks.	4 55
Loing sugar in bbls.	5 60
" " in boxes.	5 80
" " in small quantities.	6 20
Powdered sugar, in bbls.	5 40
" " in boxes.	5 60
" " in small quantities.	6 65
Lump, hard, in bbls.	5 95
" " in 100-lb. cases.	5 95

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. tins, per 1 " "	3 00
" " 10-lb. tins, per 1 " "	2 80
" " 20-lb. tins, per 1 " "	2 85
" " barrel, per lb.	0 031
" Sugar syrup, per lb.	0 031
Beaver Brand, 2 lb. tins, per 2 doz. case.	3 10
" " 5 " " "	3 60
" " 10 " " "	3 30
" " 20 " " "	3 20
Barbadoes molasses in 1/2-bbls, per gal.	0 40
New Orleans molasses in 1/2-bbls, per lb.	0 034
Porto Rico molasses in 1/2-bbls., per lb.	0 044
Blackstrap, in bbls., per gal.	0 31
" " " "	0 33
" 5 gal. bats., each	2 25

COFFEE—Whole green Rio is now quoted at 9c, an advance of 1/4c per lb. Roasted (whole) is quoted at 11 1/2c, and ground roasted at 12 1/2c.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 094
" " 28 " " "	0 084
" " 12 oz pkgs., per doz.	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal. pail.	70
3 " " "	1 81
5 " " "	2 75
Crock.	2 75
Bottles, 18 oz., per doz.	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail.	75
3 " " "	1 95
5 " " "	3 00
Crocks.	70
Bottles, 18 oz., per doz.	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails.	80
3 " " "	2 15

5 " "	3 25
Crocks.	75
Bottles, 18 oz., per doz.	2 25
" 20 " " "	2 50

Onion—	
1 gal. pails.	90
5 " " "	2 40
3 " " "	3 75
Crocks.	85
Bottles, 18 oz., per doz.	2 50
" 20 " " "	2 75

SALT—Prices are now quoted as follows, f.o.b., Port Arthur and Fort William:

Salt, 3's per bbl.	2 50
" 5's " "	2 40
" 7's " "	2 35
" 1's " "	2 30
" 2's " "	2 20
" 50's cotton bags each.	0 32
" 5's jute	0 25
Ordinary fine in bbls., per bbl.	1 10
coarse	1 10
Rock Salt, per ton.	11 00

FOREIGN DRIED FRUITS—Trenor's Valencia raisins are now being received in stock and this season's prices will be noted below. They are cheaper than last year, but owing to floods in Spain some advances are now occurring in primary markets. We quote:

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown	0 0
Sultana raisins, bulk, per lb.	0 12 1/2
" cleaned, " "	0 11
" 1 lb pkgs. " "	0 16
Table raisins, Connoisseur clusters per case.	2 60
extra dessert, " "	3 40
" Royal Buckingham, " "	4 00
" Imperial Russian, " "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs.)	3 35
" Connoisseur clusters, boxes (5 1/2 lbs.)	80
Trenor's Valencia raisins, f.o.b., per case.	2 15
" " selecte	2 25
" " layers " "	2 40
California raisins, muscatels, 2 crown, per lb.	0 10 1/2
" " " "	0 10 1/2
" " " "	0 10 1/2
" " choice seeded in 1-lb. packages per package	0 10 1/2
" " fancy seeded in 1-lb. packages per package	0 10 1/2
" " choice seeded in 1-lb. packages per package	0 12 1/2
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb.	0 06 1/2
" 80-90 " "	0 07
" 70-80 " "	0 07 1/2
" 60-70 " "	0 08
" 50-60 " "	0 08 1/2
" 40-50 " "	0 09 1/2
Silver prunes.	0 11 1/2
Currants, uncleaned, loose pack, per lb.	0 07 1/2
" dry cleaned, Filiatras, per lb.	0 07 1/2
" wet cleaned, per lb.	0 08
" Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 08 1/2
Vostizias, uncleaned.	0 08 1/2
Hallowee dates, new per lb.	0 05 1/2
Figs, cooking, in tagnets, per lb.	0 05 1/2
" " in sacks	0 06
" table, 1 crown " "	0 10
" " 3 " " "	0 11
" " 5 " " "	0 13
" " glove boxes, per box	0 02 1/2
" " square boxes (12 oz) per box.	0 02 1/2
" 1 lb baskets, per basket.	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 22 1/2
Apricots, standard in 25-lb. boxes, per lb.	0 22
Peaches, choice, per lb.	0 15
Peaches, per lb.	0 15 1/2
Pears, choice (halves), per lb.	0 13 1/2
" standard " "	0 13
Plums, choice (dark pitted) per lb.	0 14 1/2
Nectarines, choice.	0 16

PEELS—Quoted as follows:	
Lemon	0 10 1/2
Orange	0 11 1/2
Citron	0 18 1/2

EVAPORATED APPLES—The market is in an uncertain state. Old apples are selling at 10 1/2c and a line of California apples is on the market at 9 1/2c. At the prices which the evaporators in Ontario are asking the wholesale trade, the price for new fruit will have to be about 11 1/2c to 12c per lb.

HONEY—Quoted as follows:

2 1/2-lb. tins (pure) in cases of 24.	9 50
5-lb. " " "	9 25
10-lb. " " "	9 25

BEANS—The price is advancing and wholesale houses are now quoting \$2.15 to \$2.25 for hand picked beans.

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., 1 wt. lots.	0 04 1/2
" " 50-lb. lots.	0 04 1/2
Bangoon rice, per lb.	0 04
Palma " "	0 04 1/2
Tapioca, per cwt.	8 00
Sago, per lb.	0 04 1/2

BUTTER—Produce houses are paying 22c to 23c, Winnipeg, for No. 1 dairy, and 20c for No. 2. There is a good demand and prices will yet be higher. Creamery is selling to the retail trade at 28c to 30c per lb.

EGGS—Produce houses are paying 24c to 25c per doz., delivered in Winnipeg.

LOSSES IN GROCERIES.

Fire Underwriters Declare Wholesale Grocery Risks Unprofitable.

It is a moot question whether wholesale groceries make good risks. Many still contend that they do, even in the face of the heavy losses that have occurred in this class during the past four years. Many prominent fire underwriters have pointed out that the premiums from this class of risk are not in proportion with recent losses, and in proof of this assertion submit the following startling list of the more expensive wholesale grocery fires from March, 1904 to September, 1907, compiled from the fire record of the Journal of Commerce:

Date,	Assured and Location.	Est'd. Loss.
Mch. 19—	Meyers & Freyer, of Gulfport, Miss.	\$ 30,000
May 8—	Burlbut Grocery Co., Denver, Col.	60,000
May 17—	Lamont, Corliss & Co., 78 Hudson St., New York city	20,000
May 17—	Love, Johnson & Co., Tacoma, Wash.	20,000
May 25—	Hanley Bros. Co., Racine, Wis.	6,000
July 29—	Eby-Blain Co., Toronto	48,000
Oct. 24—	Durand & Casper Co., Chicago	244,000
Nov. 5—	Shinkle, Wilson & Kosis Co., Cincinnati, Ohio	26,000
1905.		
Jan. 17—	Welch & Eason, Charleston, S.C.	12,000
Feb. 15—	John Maniscalco, 49 President St., Brooklyn	28,000
Mch. 3—	Hargreaves Bros., Lincoln, Neb.	130,000
Mch. 23—	Hazard & McConville, Sherman, Texas	6,000
Apr. 11—	Masshall Wholesale Grocery Co., Jefferson, Texas.	7,500
May 5—	Roberts, Parker Mercantile Co., St. Joseph, Mo.	163,500
June 9—	Helles, Perrin & Co., Pittsburg	5,000
July 4—	Parsons & Scoville, of Evansville, Ind.	85,000
July 26—	Hutchinson Wholesale Grocery Co., Hutchinson, Kansas	30,000
Aug. 8—	Muskogee Wholesale Grocery Co., Muskogee, I.T.	61,000
Aug. 3—	Cooper Grocery Co., Waco, Texas	90,000
Oct. 8—	Perry N. Curl, N. Albany, Ind.	90,000
Oct. 13—	B. F. Hershey, Lancaster, Pa.	4,000
Nov. 14—	Wm. Butler Co., Philadelphia	56,000
Dec. 17—	Thomasen Grocery Co., Anniston, Ala.	30,500
Dec. 18—	Wm. Boardman & Sons Hartford	29,000
Dec. 29—	Hargrove Bros., Sulphur Springs, Texas	35,000
1906.		
Jan. 8—	Francis Martin & Co., New Orleans	74,000

THE CANADIAN GROCER

Feb. 6—Curry, Tunis & Norwood, Lexington, Ky.	150,000
Feb. 22—T. J. Feibleiman & Co., New Orleans	130,000
Apr. _____, Pamsboro, W. Va.	40,000
June _____, New Haven	75,000
June 11—Klein Wasen Grocery Co., Mt. Vernon, Ind.	13,000
July 6—C. J. Fletcher Grocery Co., Kansas City	20,000
July 31—N. Ressler, New York city	Slight
Aug. 20—James Hargen, Madison, Ind.	50,000
Aug. 22—Wells Grocery Co., Wilson, N.C.	9,000
Sept. 9—Borches & Co., Knoxville, Tenn.	80,000
Oct. 16—A. S. Hines & Co., Bowling Green, Ky.	25,000
Dec. 22—West Moreland Grocery Co., Grensburg, Pa.	50,000
1907.	
Jan. 9—Austin, Nichols & Co., N. Y. city	5,000
Apr. 20—N. Quintal Fils, Ltd., Montreal	100,000
May 1—M. J. Bender & Co., of Sandusky, O.	15,000
Sept. 27—Wofford Wholesale Grocery Co., Dallas, Texas	20,000

near a lake, if possible, and within easy reach of good trout fishing, not nearer to a post office and telegraph station than twelve miles, nor farther than forty, nor too far north to prevent raising vegetables for their own use. If they could find trout, partridge, or pheasants and deer, elk or moorse, each in its own season, so much the better. They desire to build a comfortable log house and would need one for the man and his wife whom they would have there the year round.

The family is well known and highly respected in the public and social life in the United States and in Great Britain, where they at one time had a temporary residence. Being also wealthy, they would become valuable customers for the retail trade in any locality where they may decide to settle. If any of our readers or Boards of Trade have a place that fills the requirements described above, will they kindly send particulars to the editor for transmission?

Whale oil is quite a little higher in price, and as the stocks in Europe are low, it looks as though the whaling factories may pay expenses this year and have something over.

H. Bourque et Fils

Manufacturers

of **Ketchup** of first quality. Only **Whole, Ripe, Tomatoes** used. We guarantee every bottle. Also makers of **Pickled Onions, Chow Chow** and **Mixed Pickles**. Order from your wholesaler, or write us direct at

97 MANUFACTURERS STREET,
MONTREAL

DO YOU WANT A NEW CUSTOMER?

A resident of the United States is looking for some place to locate a summer home, and has asked The McLean newspapers for advice. They want, they say, one in which they can live from May to November, preferably in Canada,

J.V. DE YBARRONDO & CO.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS	WALNUTS IN SHELL & SHELLED
R. ROSE CHOICE	GREEN PEAS OLIVE OIL
SUPERIOR EXTRA	MUSHROOMS SARDINES &c
EXCELSIOR	
EXCELSIOR FLOR	

BORDEAUX FRANCE

Shippers Also of

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

Notice to Canadian Importers and Merchants

The Harbor Commissioners of Montreal take pleasure in announcing that the upper stories of the first group of seven of the permanent sheds in the Harbor of Montreal are far enough advanced to place them at the disposal of Canadian Merchants and Importers of large consignments of salt, cement and other cargo suitable for storage.

This adds at once 350,000 square feet of space to the already enlarged handling facilities in the central part of the Harbor and ought to go far towards relieving the fall congestion.

FREE STORAGE

By arrangement, therefore, with shipping companies, and subject to permit of the Harbor Commissioners this splendid additional space becomes available and storage can be arranged for this autumn for consignments, which will be allowed to remain until the end of the year free of charge.

MALTA - VITA

The Perfect Food

Increase your profits by selling

Malta-Vita

Until November 1, 1907, we will allow the retail grocer

FREE

One-half case with Five cases of Malta-Vita

One case with Ten cases of Malta-Vita

Send your order to us or to your wholesaler.

Malta-Vita Pure Food Co.

TORONTO, CANADA

Biscuits Pernot

(Dijon, France)

Every grocer desirous of offering to his customers something good, something new and great of its kind, for the Christmas trade, should secure a stock of

Pernot's Biscuits

We have them in $\frac{1}{4}$, $\frac{1}{2}$, 1, 2, 4 and 9 lb. air-tight tins.

FANCY BISCUITS

IN
FANCY BOXES

Just what you want for holiday requirements. Our success is based upon the quality of our goods. That is why our lines will win and hold new customers for you.

Leon Fontanel & Co.

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

There is More

Gold Standard

BAKING POWDER

sold in Western Canada than any other one brand. And there are reasons for this—good ones. The first is GUARANTEED quality; the second, our advertising; and lastly, the large percentage of profit you (the dealer) make by selling it. Let us tell you about our plan, and how we help you sell GOLD Standard Products.

THE CODVILLE COMPANY, Limited
WINNIPEG, MAN.

It pays to have proper connections in The West

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

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

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

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

In Everything We Manufacture
Our Aim is Quality.

That is Why We Make

"Young Tom" Washing Powder

which is

"For Purifying and Gleansing Unexcelled."

We Make the Best
High Grade Toilet and Tar Soaps

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

The Young-Thomas Soap Co., Ltd.

REGINA, - CANADA



Don't Grope Around in the Dark

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer

One Cent Per Word

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

Fresh Pork Sausage

Colder weather creates a good demand for nicely seasoned, tasty Pork Sausage, it also carries better in cold weather and will prove a tempting tit-bit on your counter.

Order now to go by express every day or as often as required.

F. W. FEARMAN CO.

Limited

HAMILTON, ONT.

A Word With You

Mr. Grocer, about the



The Corona Brand sells itself by sheer force of merit. It keeps on selling itself, because the quality never deteriorates. Moreover, it only sells itself through the retail trade, as we have no retail stores to compete with you.

The Montreal Packing Co.

LIMITED

MONTREAL, P.Q.

Money In Provisions

Yes, there's money in provisions all right—if you handle the right brand. The right brand is

"Ryan Brand"

The brand which attracts the high-class trade by force of real quality. We have some interesting points about provision trade profits, which we'll give to any grocer who asks for them.

Write to us now!

The WM. RYAN CO., Limited

70-72 Front Street East
TORONTO, - ONT.

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

The feeling in cheese lately has been somewhat easier, and prices have been fairly steady, with a weaker tendency noticeable at times. The make has been very good, considering the season, while export trade has been quite satisfactory. It will be noticed that the shipments last week were nearly 25,000 boxes in excess of what they were for the same period in 1906. Gradually the total shipments for the season are creeping up to the level of last year's exports, and it now begins to look as though there might be some chance of an equal quantity being shipped.

Dealers would not be surprised to see lower prices, but they are firm at present quotations. For finest western cheese they are asking between 13½c and 13¾c, which figures may be reduced within the next few days, as, while holders are not anxious to let go, they are sometimes induced to sell the best they have under the ¾ mark. Townships are bringing 13½c to 13¾c, but the latter figure is considered a good price to pay to-day. Quebec cheese is offering around 12¾c. For October make an extra ¼c can be obtained in most instances.

Not a great deal of attention is being paid to local trade by large dealers, as they are having their hands full looking after their export interests. Retail grocers find the present figures high, and they are not buying except for immediate requirements, that is, with the exception of those who must have a certain amount of cheese and who will buy, no matter what the price.

During the week ending Saturday last 69,668 boxes of cheese were received in Montreal, against 73,891 boxes for the same period last year. Total receipts for the season amount to 1,839,397 boxes, against 2,033,168 boxes for the same period in 1906.

Exports during the week amounted to 84,326 boxes, against 60,532 boxes shipped same week last year. Total shipments for the season so far amount to 1,726,424 boxes, against 1,930,331 boxes for the same period in 1906.

Whether or not there will be a scarcity of butter this winter is what dealers are cogitating at present. From indications, butter will not be sufficiently plentiful to supply the demands of the trade. Stocks held are not large, estimated in the neighborhood of 60,000 packages, and receipts are not satisfactory. Meanwhile prices are firm and advancing almost every few days. To-day there is a fairly good range offered, from 28c, in some instances, to 29½c. It is around 29c that sales are made. Export business last week was nil, not a package leaving Montreal for the other side. Same week a year ago 7,066 packages were shipped. Our prices are too high to interest Old Country buyers. There is little worry, however, about the trade with Great Britain, as it is almost impossible to supply the demand in Canada.

Some small lots of foreign butter have already found their way into this market. Some Irish factory butter has been sold, but it is not up to the quality de-

sired here, being pale in color, and poor in quality. It is understood that several fair-sized lots of Irish, Siberian and New Zealand butter are on the water now, bound for Canada. The receipt of these parcels will help to relieve the situation somewhat.

Everybody wants Canadian butter and grocers would rather pay a higher price for it, and secure a stock, than take the imported article at better figures. The increase in demand in Canada this year has been wonderful. The export trade since the opening of navigation has been very small, only 66,761 packages having been shipped, against 353,459 packages

for the same period in 1906. Dealers have devoted their whole attention to the wants of home customers, and beyond following the English market, have barely taken notice of England this season.

Dairy butter continues exceedingly scarce, and another advance is to be recorded this week. To-day it is impossible to obtain good dairy under 25c or 26c, the figures at which first-class creamery was selling but a short few weeks ago.

Receipts last week were 8,188 packages, against 10,014 packages same week last year. Total receipts since May 1 were 353,087 packages, against 544,662 packages same period in 1906.

THE PROVISION SITUATION

With conditions that at last enable him to get his product across the water, and break level on the transaction—perhaps even make a little money—and with prospects looking brighter every day, it is no wonder that the packer is feeling convalescent this week and is beginning to sit up and take notice. For the first time in almost two months Canadian hogs are bringing as bacon in the Old Country a price commensurate with profitable handling. Best is quoted around 60s., and though the present cost is not far below this, there is sufficient margin to prevent actual loss, which, comparatively speaking at any rate, must be regarded as satisfactory. The advance and present strong market in the Old Country is attributable to the light receipts of American bacon, which for the week under review, have been 9,500 boxes—or about 5,500 below normal. Prices offering for American bacon were evidently lower than the cost of the hogs, and the packers refused to export their product at a loss. Domestic consumption in Canada has unfortunately not yet attained that strength per capita which will place our packers in the same enviable position.

Danish deliveries on the English market were the same last week as the week before, 36,000, and the energetic Danes promise 40,000 for the first two weeks of November. It is doubtful whether the consumptive capacity of English men, mighty bacon-eaters as they are, is keeping pace with the consistently increasing quantity of the Danish product that is every week marketed in their country. If it is not, it means just so much more American or Canadian or Irish bacon crowded out to make room for it.

The packers are paying this week the somewhat stiff price of \$6.10 to \$6.15 f.o.b. depending on localities and \$6.35 fed and watered. The domestic situation is very strong, Canadian cuts moving

out freely under a heavy consumptive demand.

The hog markets on the other side have been unsettled, following the grain markets and other speculative interests. The New York Journal of Commerce, in their weekly review of the American situation, say:

"The past week has witnessed a reversion in the speculative feeling that was gaining ground the previous week on the bull side of the market. The opening prices, however, were firmer with grain, but lasted only a day or two, with more activity in the options, only to be turned down with the grain markets after middle week and dragged down by Wall Street conditions and fear of a tighter money market. This was in face of continued good export demand for lard, which had cleaned up the light production in the East and Middle West and left exporters to draw on Chicago for their supply, home consumption having cleaned up the outside markets, as more pure lard is used under the new Government inspection. Exporters also came in midweek for bacon at the West for the first time in weeks, but towards the close the trouble in Wall Street scared both exporters and speculators out of the market, leaving it to decline under packers' selling and liquidation by outside longs, both in October and January, in which there was a moderate speculative interest. The local market was also cleaned out of bellies, and nothing could be had except jobbing lots, as no stocks were held here and current production is light. Hams have dragged both in demand and prices, though an attempt was made at the West to force them up in sympathy with the speculative list early in the week, but did not succeed."

Total arrivals of butter in Great Britain for 1907 are expected to be smaller than they have been for many years.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Pork is firmer, but other lines have not changed materially. Lard is in good demand at old prices, while smoked meats are moving out a little better than usual.

Lard, pure, tierces	0 11 1/2	0 12 1/2
" " 56-lb. tubs	0 12	0 12 1/2
" " 20-lb. pails, wood	0 12 1/2	0 14 1/2
" " cases, 10-lb. tins, 60 lbs. in case	0 12 1/2	0 12 1/2
" " 5-lb.	0 12 1/2	0 12 1/2
" " 3-lb.	0 12 1/2	0 13

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

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

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

ORDER NOW
Butter
Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Lard, compound, tierces, per lb.	0 09 1/2	0 11 1/2
" " tubs	0 10 1/2	0 11 1/2
" " 20-lb. pails, wood	0 12 1/2	0 12 1/2
" " cases, 10-lb. tins, 60 lbs. in case	0 09 1/2	0 10 1/2
" " 5-lb.	0 10 1/2	0 11 1/2
" " 3-lb.	0 10 1/2	0 12 1/2
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
American short cut clear	22 00	21 00
American fat back	23 00	23 50
Breakfast bacon, per lb.	0 13 1/2	0 16 1/2
Hams	0 12	0 15 1/2
Extra plate beef, per bbl.	14 00	15 00

BUTTER—Demand for butter is excellent, though prices are very high with an advancing tendency. In the country as high as 28 1/2c has been paid for first-class goods. Dairy is scarce and high, few lots being available locally. Export trade last week was nil.

Creamery, choice, boxes	0 19
pound prints	0 30
Dairy, tubs	0 25

EGGS—Eggs continue to advance and are this week higher than they have been for months. They are exceedingly scarce in the country, where stiff prices are asked. Demand is good. Fresh eggs are at a premium.

Selects	0 27
No. 1	0 24
Seconds	0 21 1/2

CHEESE—Old cheese is higher again this week. The quality of the cheese now arriving is not very good, but despite this fact, receipts, which are average, are not hard to dispose of. Many factories have shut down on cheese and are devoting their entire attention to butter. Export demand is good.

Cheese, old	0 16	0 16 1/2
" new, large	0 13 1/2	0 14 1/2
" twins	0 13 1/2	0 14

HONEY—Honey is scarce and firm. Demand is fair.

White clover comb honey	0 15	0 16
Buckwheat, extracted	0 10	0 11
Clover, strained, bulk	0 12	0 13

TORONTO.

PROVISIONS—The pork market, though firm, is featureless this week. Fresh meat prices continue unchanged, with fair demand.

Long clear bacon, per lb.	0 10 1/2	0 11
Smoked breakfast bacon, per lb.	0 15	0 15 1/2
Roll bacon, per lb.	0 10 1/2	0 11
Small hams, per lb.	0 15	0 15 1/2
Medium hams, per lb.	0 14 1/2	0 15 1/2
Large hams, per lb.	0 13 1/2	0 14
Shoulder hams, per lb.	0 10 1/2	0 11
Backs, plain, per lb.	0 17 1/2	0 18
" pea meal	0 18	
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 12	0 12 1/2
" tubs	0 12 1/2	0 12 1/2
" pails	0 12 1/2	0 13
" compounds, per lb.	0 10	
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	0 08 1/2	10 00
" front quarters	5 00	6 00
" choice carcasses	7 50	8 00
" common	4 50	5 50
Mutton	0 08	0 09 1/2
Lamb	0 09	0 10 1/2
Hogs, street lots	8 25	8 75
Veal	0 09	0 10 1/2

BUTTER—The butter market continues to climb, a cent advance all round being noted this week. The fact that consumers at the head of the lakes are laying in a supply before the close of navigation is, perhaps, as much responsible for the advance as any other factor, though scarcity is, of course, the primary cause.

Creamery prints	0 28	0 31
Creamery solids	0 27	0 29
Dairy prints, choice	0 25	0 27
" ordinary	0 22	0 24
" tubs choice	0 23	0 25
" tubs, ordinary	0 21	0 23
Baker's butter	0 21	0 22

EGGS—Not much change is felt in the egg situation. Arrivals of new laids are becoming infrequent, and dealers will soon have to rely almost entirely on the storage variety.

Eggs, candied	0 24
" selects	0 27
" limed	0 24

CHEESE—Another advance is noted in cheese on a very firm market.

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

HONEY—Prices are unchanged, and business passing is merely nominal.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12 1/2	0 13 1/2
" " 5 lb tins	0 13	0 13
" " in the comb, per doz.	2 50	3 00
Buckwheat honey, per lb.	0 18	0 10
in comb, per doz	1 25	1 50

POULTRY—Good quality fowl is scarce, and poor quality abundant this week. Prices rule accordingly. Turkeys are coming in more freely and the supply will likely be abundant for Thanksgiving. Farmers seem to feel that feed is so scarce they cannot afford to hold their fowls till Christmas, and are quite ready to dispose of them now.

Live Weight.		
Spring chickens, per lb.	0 09	0 10
Old fowl	0 05	0 05
Ducks	0 08	0 10

Dressed weight.	
Spring chickens, per lb.	0 13
Old fowl	0 09
Ducks	0 12
Turkeys	0 18

MILK SUPPLY.

The scarcity of milk at the present time provides the grocery man with opportunities for introducing condensed milk and evaporated cream to many consumers, whose attitude is sometimes one of indifference to preserved milks, while the fresh article is freely obtainable. The proprietors of the "Butterfly" brand of "Condensed Milk," "Evaporated Cream," "Unsweetened Milk," and "Thick, Rich Cream," are drawing the attention of the Canadian trade to their products, and their agents in Hamilton and Winnipeg report increasing sales of these lines, showing that the use of condensed milk is on the increase. Fussell & Co., proprietors of these brands, have several factories in the highlands of Norway and Austria, and their export trade has assumed large proportions. They have been shipping to Newfoundland for some years, their goods having been recently introduced to the Canadian trade. Their products are all first-class and have been put through several tests in proof of quality. The British Government contracts for large quantities of this milk, yearly, and the German and Norwegian Governments have also made contracts for supplies. John W. Bickle & Greening, of Hamilton, are agents in Ontario, and Carman, Escott & Co., of Winnipeg, look after the trade in the West.

LARGEST TEA SHIPMENT.

Chas. H. McDonald, one of St. John's N.B., tea importers, has just received a shipment of 945 half-chests of Formosa, China teas. This is possibly the largest shipment of teas of this kind brought into St. John this year.

Clark's Canned Meats

One reason why my canned meats enjoy such a reputation for quality lies in the fact that I do nothing in my factory but cook and pack meats.

All animals are slaughtered at public slaughter houses; are then inspected by city inspectors and have then to pass my own Inspector.

I am therefore doubly certain that the meats I pack are the best offered on the Canadian market.

Quality Assured.

WM. CLARK - MONTREAL
Manufacturer

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

O'MARA'S

Hams and Bacon

Under Government Inspection

JOSEPH O'MARA
Pork Packer, PALMERSTON

The Luck of a Horseshoe

is a disputed question. But there is no doubt whatever about the profit-building powers of the

HORSESHOE

BRAND

of
Ham

and
Bacon



Only the meat of perfectly sound animals is used, and it is cured perfectly.

JOHN DUFF & SON
HAMILTON, CANADA

By
Royal Warrant
Purveyors



To
H. M. King
Edward VII

There is only one

BOVRIL

Do not be persuaded to load your shelves with inferior Fluid Beef preparations which can only be sold as "substitutes" with much trouble and loss of time.

Bovril is a standard line which never varies in quality. It will always please your customers and do you credit.

BOVRIL Limited, 27 St. Peter St.
Montreal

HOW THE RISING WHEAT MARKET AFFECTS FLOUR PRICES IN MONTREAL

A Montreal flour dealer, in speaking to one of the Montreal papers recently, gave some interesting facts and figures to show how the high price of wheat has affected flour in that city. Said he:

"Not since the Leiter deal some years ago," he said, "have we experienced such a decided advance in the wheat market as has taken place during the last three months. On Oct. 6, 1906, No. 1 northern, Fort William, was 74½ per bushel; on Oct. 7, 1907, No. 1 northern, Fort William, was 111½ per bushel, an advance of 37½c per bushel.

"Although the wheat market has advanced rapidly, flour has not appreciated in value as rapidly as the raw material, viz., wheat. The large milling companies, compelled as they are to carry a large stock of wheat, and holding considerable stocks, were able to place their flour on the market on a lower basis than the market price of wheat warranted at the time. This gives the large companies a decided advantage over the small millers, who do not carry large stocks, and, at the same time, the consumer benefited thereby.

"We must give the large milling companies credit for not being avaricious and taking advantage of the advantage in the price of wheat, although we know of no law, either human or divine, that would prevent their taking the legitimate advance warranted by the state of the wheat market.

"We find, on Oct. 6, 1906, that the price of the two leading grades of flour sold in this market was as follows, viz., highest grade, \$4.60, and the second grade, \$4.10. On Oct. 7, 1907, the price of the highest grade was \$5.90, and of the second \$5.30, or an advance of \$1.30 on the first, and of \$1.20 on the second grade. We find that the advance in wheat is equal to 36½c per bushel, or \$1.62½ per barrel.

"It is also well known that the keen competition—in fact, what some might term the suicidal competition—existing between the large milling companies, i.e., they have adopted a policy of booking orders for the different flour dealers throughout the country from the Atlantic to the Pacific for months ahead, and guarantee the price; that is, if the market price advances, the flour is delivered as per contract; if it recedes, well, the consumer gets the benefit of the lower market. Without doubt, the large milling companies are now delivering flour all through the Dominion, which was sold on the basis of \$1.00 per barrel under the present market value.

"Quite a number of the dealers and makers bought largely when the ruling price was \$5.10 and \$4.50. It was a safe deal for the purchaser; if the price advanced, the flour is delivered; if it receded, he got the full benefit of the reduction.

"Under present conditions, however, this policy works decidedly against the

interests of the small miller, who carries only a very limited stock of wheat, if any.

"But the farmer, whose crops have turned out satisfactorily, is very fortunate, indeed. On the whole, although the wheat crop in our Canadian Northwest is possibly 50 per cent. less than last season's, the financial results of the entire crop of wheat will be fully equal to last year's. Still, it bears hard on some farmers, who have almost lost their entire crop.

"Apparently, this is a very hard year for the consumer. If present market values of wheat are maintained, undoubtedly we will see higher values for flour. The world's crop, apparently, is short, and chances are for a higher market price, and a yet considerably higher price for flour as soon as the large milling companies begin to grind wheat which costs them present market value. Some of the large millers, no doubt, are milling wheat that they purchased equal to 75 cents, Fort William, a year ago; yet the higher price they have paid since brings their average cost possibly to 10 or 12 cents under present ruling price.

"We should, however, give the large milling companies credit for not taking from the consumer the last cent warranted by the market. We can hardly give them all the credit, however, for it is, thanks to the keen competition between the large milling companies, or to what we might baptize by the name of cut-throat business, that the consumer derives the benefit. It should be the consumer's wish that the large milling companies always continue to work in directions diametrically opposite."

THE LATEST IN BOOKLETS.

A biscuit booklet, which resembles a de luxe edition rather than a catalogue, has just been issued by Christie, Brown & Co., of Toronto. The booklet, which is covered in a fawn stock and tied with red silk cord, includes photographs in colors of the factory and stables, and delightful reproductions, in natural colors, of the various lines of boxes and tins, and the biscuits and cakes manufactured by the firm. The catalogue contains no reading matter except the names of the goods displayed, which tell their own story in a particularly valuable way. The reproductions are done by three-color process and are so natural that some of the lines displayed actually make one's mouth water. The booklet bears the imprint "Produced by the Toronto Engraving Co."

A copy of this unique catalogue may be procured by the trade by request from Christie, Brown & Co., and mention of The Canadian Grocer.

Royal Household Flour is being very extensively advertised. Harvey & Co. are agents.

MOONEY METHODS

Make PERFECTION

The difference between

MOONEY'S Perfection



Cream Sodas.

and the other kind is in the method of manufacture.

Our recipe is the best to begin with. Then our bakers are specially trained, and are helped out by every mechanical appliance which science can suggest. As we use only the purest materials, it naturally follows that Mooney's Perfection Cream Sodas have a freshness and crispness which our improved packing methods perfectly preserve. Hence their popularity.

How's your stock Mr. Grocer?

The Mooney Biscuit & Candy Company,

LIMITED
STRATFORD, - CANADA



COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

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

**Grocers' Sundries
Bakers' and Confectioners' Supplies**



**"WHITE MOSS"
COCOANUT**

Fourteen long years has proved its merits.
We get larger orders, and more of them each year.

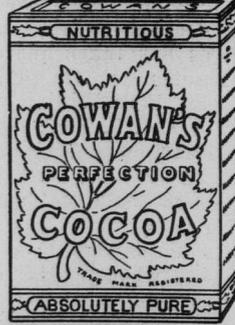
Canadian Cocoanut Co.
613-619 LaGauchetiere St. W., Montreal
J. ALBERT McLEAN, Proprietor

Dealers are requested to write for special free deal.



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

**COWAN'S
Cocoa and Chocolate**



has never been equalled in flavor, and no other brand on earth is purer. We make this statement knowing full well that it cannot be successfully denied. The flavor of

COWAN'S

is obtained by a secret process which does not in the least injure the purity of the Cocoa or Chocolate.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

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

PURITY

CANADA: No better Country



MOTT'S: No better Chocolate

**Mott's
"Diamond" and "Elite"
brands of
Chocolate**

have been made right from the start—they have been kept right and will be the same in quality right along.

No change in the goods.

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

SELLING AGENTS:
J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver

DRESSED CARCASSES WILL BE ADMITTED UNDER CERTAIN SPECIFIED CONDITIONS

A Further Provision of the New Meats and Canned Foods Act.

The custom prevailing among farmers throughout Canada of slaughtering animals, particularly swine, upon their own premises, and selling the dressed carcasses on the local market, is one which entails more or less loss to the producer. Before the advent of packing establishments, the domestic trade was supplied by the local butchers, who were, of necessity, compelled to provide for future supplies, and, as a result, the local markets were created. Conditions have changed, however, the local dealers no longer supplying the domestic trade, which has passed into the hands of the packing houses, which are now the distributing centres for meats. Packers can afford to and actually do pay higher prices and sell at lower values than the local butchers, for reasons which are obvious when one considers that profits are represented by the by-products. The packers are adverse to buying dressed carcasses, as they represent smaller profits in by-products; again, dressed carcasses are imperfectly handled by the farmer, the meat in many cases being bruised and unsightly, this, as well as improper chilling, being deterrent to good prices. Animals, especially hogs, require scientific chilling, otherwise those parts which enter into the process of curing become sour and unfit for market. Packers prefer to buy their meats on the hoof, and for the reasons set forth above, are able to pay higher prices for them.

In view, however, of the large trade carried on in some parts of Canada, more particularly during the fall and winter, in dressed pork, as well as in other dressed meats, attention may be directed to one of the requirements of the regulations made under the new Meat Inspection Act, which is likely to have a considerable effect on the business above referred to. The Department of Agriculture at Ottawa having assumed the responsibility of inspecting and practically guaranteeing the healthfulness of all meats and meat products sent out by the packing houses, must, of necessity, protect itself by making sure that no diseased carcasses are permitted to enter these establishments. The most effective way of preventing the entry of such diseased meat is, of course, the careful ante-mortem inspection provided for by the regulations, but in view of the large trade carried on in dressed carcasses and of the fact that both farmers and packers have been in the habit of handling meats in this way, the officials in

charge of the enforcement of the Act have decided to admit to the establishments under inspection dressed carcasses under such conditions as will enable them to judge with reasonable certainty, as to whether the animal, prior to slaughter, was free from disease. Provision has, therefore, been made for the admission on inspection, of dressed carcasses with the head, heart, lungs and liver held by their natural attachments, such carcasses to be inspected before entering the establishment, and, if found fit for food to be so marked and admitted for packing purposes, while if found to be diseased, to be condemned and tanked.

This being the case, it is incumbent upon every farmer bringing dressed hogs or other animals to market to remember that unless the carcasses are dressed in accordance with the regulation mentioned above, namely, with these organs left in their proper positions, it will not be possible for the representatives of the packing houses to buy such carcasses for use in any of the establishments coming under the operation of the Meat and Canned Foods Act.

The presence of the buyers or agents of these establishments on our local markets has always been, at least, to some extent, a safeguard against possible attempts by local combinations of butchers and others to depress the price of dressed meats, and it will be well for producers to bear in mind the new conditions, and when, for any reason, they are unable to market their stock on the hoof as they should undoubtedly do whenever possible, to dress their hogs, as well as other animals, in such a way as to meet the requirements of the new Act.

TRADE NOTES.

The Canada Spice and Grocery Co. have closed the branch of their business in Regina.

The firm of Fisher & Stait, grocers, of Port Arthur, is succeeded by Fisher, Stait & Vigars.

The assets of Paul Bertrand, general storekeeper, of Monetville, Ont., are advertised for sale.

The assets of P. Charland, grocer, of St. Cyrille de Wendoves, Que., have been sold during the week.

Dixon & Co., who have been running a general store at Bannerman, Sask., have sold out to H. Davis.

Forde Brothers have opened a bright new grocery and provision store at 285 Bank St., Ottawa.

A. & C. LeVasseur, general storekeepers, of Fannystelle, Sask., have assigned to C. H. Newton.

The Southey Supply Co., general storekeepers, of Southey, Alta., have assigned to H. B. Chandler.

Daniel Burgess, who has been conducting a general store in Maple, has sold the business to H. C. Bailey.

Cheyne & Son, of Melita, Man., are taking over the grocery business formerly conducted by T. H. Evans.

Finkelstein & Muscovitch, who have been conducting a general store business at Ethelbert, Man., have sold out.

C. E. Gutteridge, who conducts a general store at Neudorf, Sask., suffered serious loss by fire during the week.

G. P. Magnusson, who has been conducting a general store business at Gimli, Man., has assigned to C. H. Newton.

George Paquin, who has been carrying on a general store business at St. Marjorique, Que., has assigned to V. E. Paradis.

Marshall & Company, fruit dealers and grocers, of Brampton, assigned on Tuesday to R. E. Heggie. The firm has been in business in Brampton only about a year.

Morton Phillips & Co., Montreal, are presenting their customers and friends with a neat copy of the Canadian customs tariff in force during 1907. It is a very handy book of reference.

A. Irving, who for some time conducted an up-to-date grocery at 964 Bathurst St., has bought out the business which has been run by A. J. Greenway at the corner of Brunswick and Sussex Sts. He should do a thriving business.

Armand Chaput, of L. Chaput, Fils & Cie., and Col. A. E. Labelle, of the Ogilvie Flour Mills Company, have returned to Montreal from a hunting and fishing trip spent in the north country. Both are members of the Club Chapleau, and put up there during their trip.

J. Duggan, grocer, on Yonge St., Toronto, is sporting, among other up-to-date equipment, a brand new delivery wagon, which was especially built for him by Cruickshank & Son, of Weston. The wagon is fitted with special equipment to facilitate rapid delivery, with rubber tires and with a special axle, which needs oiling only twice a year. Duggan's driver is wearing a smile these days in consequence.

**THE BUSINESS OUTLOOK IN THE WEST
AN OPTIMISTIC VIEW OF THE SITUATION**

**Milk is
Scarce**

FUSSELL'S

BUTTERFLY BRAND

Condensed Milk

Red Butterfly

Evaporated Cream

Silver Butterfly Brand

Unsweetened Milk

White Butterfly Brand

Thick, Rich Cream

Golden Butterfly Brand

Can Be Shipped

Prompt from

Europe

**Prepared in the Highlands of Nor-
way and Austria**

TEN GOLD MEDALS AWARDED

**Contractors to the British, German and
Norwegian Governments**

FUSSELL & CO.

LIMITED

LONDON, ENG.

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

Or Particulars and Prices of the Agents,

**JOHN W. BICKLE & GREENING
HAMILTON**

**CARMAN, ESCOTT & CO.
WINNIPEG**

R. J. Gay has just returned to Toronto, after a four months' tour through out western Canada, in the interests of The Canadian Grocer. Mr. Gay has been in close touch with the biggest and smallest of the business men of the West and has seen through their eyes the business outlook of the country.

He first touched upon the attitude of the west toward the eastern financial institutions. "While a great many," he said, "were unable to see why the banks loaned so much money out of Canada when it was needed so much at home, yet, with the exception of the real estate and land speculators, all were agreed that the tight squeeze the west is now getting is the best thing that ever happened the country."

The credit system in vogue among the western merchants has been the curse of the country. It has had an extremely unhealthy effect. The people were land crazy. Instead of laying by, after a good year, sufficient surplus in the bank to meet current expenses till the succeeding harvest was marketed, they would prefer to buy another quarter-section or another town lot, and the merchants might wait for their money. The merchants were forced to be bankers and to imperil their own standing to carry the accounts of speculators. And the worst of it was the land was being bought at prices which represented not its real value. But any appreciation in value had been discounted for ten years or more. Had the banks or loan companies been extending the credit they could have regulated matters to protect themselves, but the merchant, not being a credit institution was forced to take his chances with the rest.

Since the banks shut off further credits many have found themselves in a tight corner. The clerks in the towns are getting advances of two or three weeks' salary at a time to make payments on the lots they have bought on the crest of a boom. The merchants are trying hard to collect their book debts and to get along with as little new goods as possible. One small grocery business, conducted in a room about forty feet by ten feet, had book debts over \$18,000. Last year the merchant paid little attention to the collection of small accounts. To-day nothing is too small to be overlooked.

And then, too, they are cancelling orders all along the line. "A traveler," said Mr. Gay, "whom I met in the west told me when I got home that he had done a good business with the western merchants, but since he had come back to Toronto a host of his orders had been cancelled. Of course," said he, "it is better so, for if we make them take the goods we may get only 25c on the dollar for them, but if we let them off, next year we will get double orders."

The merchants have determined to clean up their stock on hand before they buy more goods and orders after orders have been cancelled. They are going to force the people to be less bound by the dictates of fashion and more by the principles of economy. Many are also determined to do nothing but a cash business or limit the time of credit to 30 days. They say they are not supposed to be bankers. If a man wants

credit, let him get it from a bank or a loan company. If he is entitled to it he can usually get it. At any rate, the merchants are not going to take all the chances. Dozens of stores are doing only a cash business now and are doing a land-office business. It is common to see a large sign in front of a store, reading, "We do business for cash, and for cash only." One merchant said: "The squeeze hasn't hurt me much. I've always done a cash business. When I came here first they gave me only six months to stay, but I'm here yet and my business is as healthy as that of any of them."

If the wholesalers don't push the merchants too hard most of them are going to pull through all right. An early spring will lift a cloud of depression from the west, as the sun lifts a fog on a clear day.

Mr. Gay says that if this year can be weathered the recuperative powers of the west will do wonders. Next year double orders will come east to the factories. The factories will have great quantities of goods on hand and instead of paying out for production, they will be paid for marketing them. The farmers have learned their lesson. They are likely this year to have as large a return as formerly for their grain, and instead of speculating in land, they will deposit a balance for current expenses and henceforth pay cash. They will be more careful to weigh matters before enlarging their business. They now know that if they don't look out for themselves they cannot expect help from either merchant or banker. They will be more provident as a result and less inclined to leave their machinery in the snow all winter as many have done in the past or to be otherwise wasteful or extravagant. These things should make the scales of supply and demand of money balance more satisfactorily and it should be found that the squeeze is the best thing that ever happened the west."

DOUBTFUL ECONOMY.

The country grocer was issuing instructions to his new assistant, a lad of nine years.

"It's only by looking closely after the trifles," said the proprietor, "that a profit can be made in these days of close competition."

"Yes, sir," came from the boy.

"For example," continued the grocer, "when you pick the flies out of the sugar, don't throw them away. Put 'em among the currants."—Modern Grocer.

Leonard Fontanel, Montreal, spent a few days in Quebec this week.

F. D. Cockburn, Montreal, manager Comfort Soap, is in Quebec on a business trip.

Leonard Bros., Montreal, are offering in their advertisement in this issue some particularly fine new Labrador herring, in barrels, and half barrels, which they are now receiving by the carload.

"the only original and genuine."

Mr. Grocer: When you've got an especially good reputation for some particular specialty of your own you hate to have a competitor rob you of the fruits of your brain and labor, don't you? Well, the same idea should provoke you to refuse substitutes of

LEA & PERRINS'

Worcestershire Sauce

This is **the Sauce**—after Lea & Perrins' comes no other.

J. M. DOUGLAS & CO., MONTREAL

Established 1857

Canadian Agents.



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

FRUITS, VEGETABLES AND FISH

Canadian Fruit Practically Out of the Market—Business Brisk in Foreign Lines
—Fall Fish Trade Under Way.

APPLE EXPORTERS

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

CANADIAN APPLES



25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

FRUITS and VEGETABLES!

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

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

"Canadian fruit is dead," said a prominent man on the street this week. "Peaches are done, only a few late varieties of pears are left, the frosts have frozen the grapes on the vines and will prevent further shipment and apples are not much of a feature." Notwithstanding this, the market is pretty active under good demand and foreign fruit is coming in freely. Almeria grapes for the winter trade are a feature just now. The quality of the early shipments has been excellent, but recent advices say that superabundant rains in Spain will seriously affect the quality of later arrivals. Cranberries seem to be scarcer than usual this year, and prices have gone up steadily for a couple of weeks as the demand opened. Florida fruit is arriving in small shipments and Bahama oranges and grape fruit are in fair supply.

The vegetable market continues firm with no particular feature. Several lines have been cut off by frost.

The opening of the fall fish trade has provided for brisk business, which is likely to continue all winter. Large shipments of British Columbia salmon are being received and this, with a more plentiful supply from the east, has made the situation considerably easier. Reports from various sources report the outlook for a good winter's business very encouraging.

MONTREAL

GREEN FRUITS—A fair business is being transacted in green fruits, but there are not the lines offering to warrant a brisk trade. Jamaica oranges are in fair demand at lower figures. The receipts are not large yet, and the quality of the fruit is not first grade. A few late Valencias are being disposed of at fair prices. Lemons have not changed. Old stock is being cleaned up gradually, while new Messina lemons will begin to arrive shortly. The supply of bananas is slightly better, but prices have not changed materially. Considerable interest is displayed in apples, which are moving more freely. Some dealers are having trouble in moving their apples owing to the scarcity of cars, and are beginning to grow fearful lest they lose on their transactions this fall as the frost is setting in in earnest.

Dates, per lb	0 06	0 07
Bananas, fine stalk	1 75
" jumbos	1 85	2 00
Cocoanuts, per bag	4 00

Lemons	3 75	4 00
Jamaica oranges, bbl	5 30	5 70
Figs, per lb	0 08	0 12
Nassau grape fruit, box	4 50	5 00
Florida grape fruit, box	7 00
Limes, crates	1 00
California grapes, crate	2 25
Almeria Grapes, keg	4 50	6 00
Cape Cod cranberries, bbl	9 00	12 00
Apples iametuse,	3 50	4 25
" other fall varieties, bbl	2 50	3 00
Canadian grapes, bs k t	1 40	0 75

VEGETABLES—There are few price changes to record this week, as the market is dull and uninteresting. This is the between season period. Canadian lines are becoming scarce, and Southern stuff has not yet begun to arrive. Meanwhile, interest flags, and business is scant. Canadian onions are quoted this week. Though it is a trifle early to give the price. Potatoes are firmer. The poor stock, which appeared on the local market a few weeks ago, is about used up, and conditions are better. This year's potato crop is considered an average one by most dealers.

Parley, per doz. bunones	0 10
Sage, per doz	0 60
Savory, per doz	0 60
Cabbage	0 20
Turnips, bag	0 35
Celery, doz	0 25
Water cress, large bunches, per doz	0 40
Lettuce, per doz	0 30
Radishes, doz	0 10
Spinach, per box	0 50
Green peppers, bag	1 00
Cucumbers, per bag	0 75
Potatoes, per bag	0 75
Sweet Potatoes bbl	3 50
Sweet Potatoes, basket	1 75
Beets bag	0 75
Carrots, bag	0 75
Tomatoes, box, 30 lbs.	0 15
Corn, doz	0 65
Spanish onions, small crates	0 65
" large crates	2 00
Canadian onions, lb	0 011

FISH—An easier feeling prevails in the fish market this week, due to the free arrival of several lines which have been scarce of late. Cod and haddock are cheaper, as a result of increased supplies, while lake fish are quoted at better buying prices in some instances. Dressed bullheads are being actively pushed by some houses, while others are featuring newly received frozen salmon, and new smelts. Demand for boneless and prepared varieties is healthy. Kipper herring are scarce, but haddies are coming in more freely. Some fine Labrador herring is now being offered at firm prices. Supplies of green cod and salt salmon are fair. Despite high prices oysters seem to be selling as well as usual. It is difficult to obtain regular supplies of malpeques. Many are buying caraquets, which are selling at a fair price.

Fresh and Frozen Fish

Haddock, express, per lb	0 05	0 06
Halibut, express, per lb	0 10	0 10
Mackerel	0 10	0 10
Dore	0 10	0 10
Pike, lb	0 10	0 10
Weakfish, lb	0 10	0 10
Market cod lb	0 04	0 05
Steak cod, lb	0 07	0 07
Lake trout, lb	0 09	0 10
Whitefish lb	0 12	0 12
B. C. salmon, lb	0 12	0 12
Flounders, lb	0 08	0 10
No. 1 Smelt, lb	0 08	0 10
Dressed Bullheads, lb	0 10	0 10
Smoked and Salted—		
New haddies box-a, per lb	0 08	0 09
Smoked herring, per small box	0 14	0 14
Yarmouth blosters, box	1 25	1 25
Prepared and dried—		
Skinless cod, 100 lb. cases	5 50	5 50
Boneless cod, 30 lb. boxes	0 07	0 07

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Boneless fish, 25-lb. boxes, brics	0 08
Boneless fish, 25-lb. boxes, per lb.	0 05
Shredded cod, 2 doz., per case	1 80
Yarmouth bloaters, box	1 75
Smoked herring, small boxes	0 14
Haddies, new, 15 lb. boxes	0 68
No. 1 N.S. herring, bbls.	5 50
Oysters—	
Standards, bulk, per imp. gal	1 50
Standards, imp. qt. tins, sealed	0 40
Selects, bulk, gal.	1 70
Malpeques, bbl.	10 00
Canquets, bbl.	6 00
Paper pails, 100, pint size	1 10
100, quart size	1 50
Pickled fish—	
No. 1 Labrador herring, per bbl.	6 00
" " " " per half bbl.	3 00
No. 1 N.S. herring, half bbls.	2 75
" " " " bbls.	5 50
No. 1 Mackerel, pails	2 00
No. 1 sea trout, 10 lb. kegs	5 75
No. 1 sea trout, 20 lb. bbls.	10 50
No. 1 Green cod, per 200 lbs.	7 50
Small " " " "	6 00
Large " " " "	8 00
No. 1 Green haddock, per 200 lbs.	6 00
Labrador Salmon, bbls.	14 00
" " " " bbls.	7 50
Salt sardines, bbl	5 00

TORONTO.

FRUITS—The market is active under good opening demand for the Thanksgiving and Hallow'een trade. Canadian fruit is practically dead, but shipments of California and foreign fruits are brisk and demand for these is exceedingly good.

Oranges, Jamaicas, per bbl.	5 00	5 50
Lemons, California, 240, 300, 360, 420	4 00	6 50
" Verdellis (new crop), 300's, 3% 's.	4 00	4 50
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, per basket	0 40	0 50
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Cantaloupes, per crate	0 19	0 25
Grapes Canadian	0 10	0 15
Pears, Canadian, per basket	0 40	0 75
Quinces, per basket	0 00	0 50
Cranberries, per bbl.	11 00	
Almeria grapes, per keg	5 50	7 10

VEGETABLES—The market is firm with a dropping off of several lines. Potato shipments are arriving in good condition. Sweet potatoes are plentiful and prices have dropped slightly in consequence.

New Brunswick Delawares, per bag	0 90
New potatoes, Canadian, per bbl.	0 85
Sweet Potatoes (Jersey), per bbl.	3 25
Onions, green, per doz.	0 15
Onions, Spanish, per case	2 50
Cabbage, Canadian, per bbl.	1 50
Beets, new, per doz. bunches	0 25
Carrots, Canadian, per doz. bunches	0 25
Lettuce, Canadian leaf, per doz. bunches	0 25
Radishes, Roseland, per doz.	0 25
Qucumbers, Canadian, per bask.	0 30
Cauliflower, per doz.	1 50
Farsley, per doz.	0 25
Egg plant, per basket	0 30
Corn, new, per doz (green)	0 15
Celery, Canadian, per doz	0 35
Celery, import d. per doz.	0 50
Red Peppers, per basket	0 80

FISH—Things are booming in the fish market in consequence of the opening of regular fall trade. Supply is much more plentiful but a healthy demand keeps prices up about at last week's level.

Perch, large, per lb.	0 08	0 09
Blue pickerel, per lb.	0 08	0 09
White fish, Georgian Bay, per lb.	0 12	
Whitedish, winter caught, per lb.	0 10	
Haddock, fresh caught, per lb.	0 07	0 08
Herring, medium, per lb.	0 07	0 08
" " " " jumbo, per lb.	0 10	
British Columbia salmon, per lb.	0 12	
Qualla, per lb.	0 10	
Trout, fresh, per lb.	0 11	
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl.	4 75	
Halibut, fresh caught	0 10	
Shredded cod per lb.	0 08	
Shredded cod per doz.	0 85	
Halifax fish cakes, case	2 40	
Acadia tablets, per case	4 30	
Live lobsters	0 30	0 35
Bluefish, small white, per lb.	0 07	
Mackerel mediums, each	0 12	
" " " " large	0 22	
Finnan Haddock, per lb.	0 08	0 09
Oysters, per gal.	1 85	
Shell oysters, blue p. ints. per 100	1 50	
Blo'ers box	1 50	
Kipperd Herring	1 75	

The fruit market at Toronto has closed for the season.

**ALMERIA GRAPES
NEW FIGS
NEW RAISINS**

SHIPMENTS ARRIVING

Our Grapes this year are particularly fine, sweet and of long keeping variety. Selections carefully made for out of town purchasers.

WHITE & CO., Limited
Wholesale Fruit, Produce and Fish
TORONTO and HAMILTON

FATAL FANCIES

You look at the quotation card and you fancy some other mentioned brand is cheaper than "St. Nicholas"—it's purely a "Quotation Card" illusion. You'll say so when you see the stock. If you judge by the quotation card, "The Poor (Lemons) you'll have always with you."

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

The Dawson Commission Co.

handlers of all kinds of Fruit and Farm Produce. Apples and Poultry are specialties of ours. Get in touch with us. We have the selling of about 20,000 barrels of apples. Consignments solicited.

THE DAWSON COMMISSION CO., TORONTO

Fancy Jersey Sweet Potatoes

FINE QUALITY

Fancy Valencia Onions Cases and Half Cases

PRIME CONDITION. PRICES LOW

Just arrived—

Fancy New Elome Figs "Camel" Brand
10-lb. Boxes

Car Fancy Cape Cod Cranberries due in a few days

OUR PRICES ALWAYS RIGHT

HUGH WALKER & SON

Established 1861

Guelph, Ont.

New Labrador Herrings

Fall Pack

The Real Thing

We have just received a few carloads of large, bright Herrings in barrels and half-barrels. These fish have been selected and packed specially for our high-class trade. If you want the Genuine article give us a trial order. We guarantee every package.

A complete assortment of all kinds, Fresh, Smoked, Prepared and Pickled Fish

PRICE LISTS MAILED ON REQUEST

LEONARD BROS.

LONG DISTANCE
TELEPHONES.

P.O. BOX 639

20 to 26 Youville Square,
MONTREAL

ST. JOHN, N.B.
GRAND IVER
GASPE

Getting Together Again



The Opening of the
Fish Season



IT IS at this season that we renew old acquaintances. Customers whom we have not heard from since the end of last Fish season are now sending in orders. We are not only anxious to retain the business of our old patrons, but are after new trade.

TELEPHONE, TELEGRAPH OR MAIL YOUR ORDERS.

State whether to Ship Freight or Express.

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors

76 Colborne St. TORONTO

F. T. JAMES.

Manager

LARGEST PACKERS OF SEA FOODS
ON NORTH ATLANTIC COAST



ATLANTIC FISH COMPANIES, LIMITED

Head Offices: LUNENBURG, NOVA SCOTIA.

SALES OFFICES AT

HALIFAX, MONTREAL, WINNIPEG,
ST. JOHN, VANCOUVER.

PACKERS OF THE CELEBRATED

"Halifax," "Acadia," and "Bluenose,"
Brands of Prepared Boneless Codfish.

SEA FOODS of every description.

Write our nearest office for quotations and price lists.

ATTENTION!

New Pack of $\frac{3}{4}$ Mustard Sardines



BRUNSWICK BRAND

Sanitary Can

We guarantee the goods

Write for sample and be convinced

Connors Bros., Limited

Black's Harbour, N. B.

There's as much difference between

"King Oscar" brand Sardines

and other brands as there is between
Electric and Candle Light

It's easy to talk, but "the proof
of the pudding is in the eating."

Your customers, once they try a
tin of "King Oscar" Sardines, will
insist upon that brand always.

"Those who know" buy

"King Oscar"

For sale by leading jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON.

It is No Mere Pipe Dream

we are having when we tell you that T. & B. is the most popular pipe tobacco in Canada. Ask any discerning smoker what his favorite brand is and he'll nearly always say, "Why,

"T. & B."

Of course! No wonder! It has that fragrant flavor which the smoker likes, and it will not "bite the tongue."

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

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The next n November 7.

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"A broker Winnipeg wh

MONTREAL RETAIL GROCERS.

Important Subjects to Be Discussed at Next Meeting.

A. Laniel, president of the Montreal Retail Grocers' Association, in an interview with a representative of The Canadian Grocer, intimated that the next meeting of the association would be one of unusual importance. He stated that the members were to be notified by letter, to insure a full attendance.

The first subject which will be considered is the relations between the Retail Grocers' Association and the Retail Merchants' Association. Mr. Laniel did not state what he considered the probable outcome. There are three possible arrangements: To remain united, to separate entirely, or to separate financially while still retaining the fraternal relationships.

Also, to be considered is a mutual arrangement for more uniform prices among the grocers. Mr. Laniel stated that, owing to the almost unprecedented advance in the prices of general grocery lines some understanding must be reached among the grocers in order to save many of the smaller dealers from being driven to the wall. Butter, for example, which a short time ago could be purchased for 24½ cents, now costs 28 and 29 cents. Consequently, a grocer who was fortunate enough to have a large supply of butter laid in, could sell under the purchasing price of his less fortunate neighbor and still make a profit.

"Another question which will probably come under discussion at this meeting," said Mr. Laniel, "is the one of arranging some definite line of demarcation between the retail grocers and the retail butchers of the city."

Questioned as to what arrangement could be made, he replied, that the grocers belonging to the association would probably agree not to handle smoked and other meats, and the butchers not to handle canned goods and grocery lines.

There has been some friction of late between the two classes of tradesmen, each laboring under the more or less mutually justified impression that the other was exceeding the limits of his legitimate business and encroaching upon the bounds of a territory that was, or should be, outside his commercial sphere.

The next meeting will take place on November 7.

WANTED—FULL PARTICULARS.

And Details as to Price and Date of Delivery.

A Winnipeg broker in conversation with The Canadian Grocer, one day last week made a few observations on the practices of eastern shippers who write western brokers asking them to sell their goods to the western wholesale trade.

"A broker can't sell goods to the Winnipeg wholesale houses unless he

knows the price and is in possession of a few other necessary particulars," said he. "The buyers in the Winnipeg wholesale houses refuse to be both buyers and sellers, but I find it hard to convince eastern shippers of the truth of this statement.

"Here is a case in point: I had a letter this morning from an Ontario canner wanting me to sell for him a car of gallon apples but giving me no particulars as to the price or date when delivery can be made. I went to the buyer in one of the wholesale houses.

"Do you want any gallon apples?" "I enquired

"I do. What's the price and when can you deliver?"

"What will you pay for them?"

"It's not my business to set the price. It's yours. Write or wire your shipper for a price and then come and see me."

Vexatious delays are frequently caused by the practice of which this Winnipeg broker complained, and eastern shippers lose many sales by their neglect to furnish Winnipeg brokers with full particulars.

NEW GROCERY.

A new grocery store called The Maple Leaf Cash Grocery, has just opened at 2012 Queen St. east, Toronto. The proprietor is J. Shelton, who is well known in the grocery business throughout Ontario. The Grocer wishes Mr. Shelton every success in his new enterprise.

H. H. Manders, of the staff of J. Stetson, one of the up-to-date Point grocers, of Montreal, will be married on Wednesday next to Miss McLaren, of Lanark, Ont.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale Trade.

MCDUGALL

Insist upon having them.
D. MCDUGALL & SON, Glasgow, Scotland.

CLAY PIPES

JOS. COTE

Importer and Wholesale Tobacconist
Established in 1887

Staple and Fancy Smokers' Sundries. Imported Cigars.
Egyptian Cigarettes. Briar and Meerschaum Pipes
with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street.
Office and Sample Room: 188 St. Paul St., Phone 1272
Branch: "EL SERGEANT GIGAR STORE," 179 St. Joseph St.
Phone 2097 - QUEBEC

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

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

NEW BRUNSWICK CONTINUES FIGHT AGAINST SHORT WEIGHT BUTTER

Flour Firm and Steady—Crusade Against Short-weight Butter in Full Swing—
Some Claim Shrinkage is responsible.

(Special Correspondence of Canadian Grocer.)

St. John, N.B., Oct. 22, 1907.

There was no change in the price of flour during the past week, although in the present state of the market dealers say they would not be surprised how soon prices may again take a jump. Oatmeal is at present considerably higher than flour. Indeed, local men say it has now reached the highest point for many years. Roller oatmeal is now worth from \$7 to \$7.10 a barrel, and standard oatmeal is quoted at \$7.25 and \$7.35 a barrel.

* * *

American pork advanced 25 to 30 cents a barrel and lard jumped a half-cent a pound. Canned goods of all kinds are very high, the latest list of prices showing large increases.

Butter and eggs are holding very firm and the creameries have advanced their prices to 29c a pound for 2-lb. prints.

In the produce market last week, beef again eased off in price a little, though pork, owing to the demands of the packing establishments, is half a cent dearer. Potatoes are coming in rather more freely and have dropped 25 and 30 cents a barrel.

Western beef is now quoted at 9 and 9½ cents a pound wholesale, and country beef at 4 to 7 cents. Potatoes are held at \$1.25 to \$1.60 a barrel; carrots and beets are selling at \$1 to \$1.25 a barrel, and turnips from 70 to 80 cents a barrel.

* * *

A Hartland correspondent writes: "So far the week has been favorable to potato digging and the yield is fair. W. P. McMullin and H. H. Smalley, whose farms are close to the village, planted 27 and 19 acres, respectively, and as each are getting good potatoes enough to pay their heavy fertilizer bill, their hired help, and to have enough for their own use and seed, with a trifle of cash to spare, they say it is getting out of a decidedly "off year" easily. Another farmer sold \$200 worth from four acres, and has enough for his own use beside. The stock is now reaching the market in prime condition and in consequence of the increased demand the price is boosted to \$1."

* * *

The annual fair at Loch Lomond, which was held on October 16, was very successful. The exhibits of live stock and vegetables were exceptionally good.

At a meeting held in Sussex Monday evening it was decided that an exhibition should be held next year by the Sussex and Studholm associations. The dates decided on were from September 28 to October 3. A committee consisting of E. O. McIntyre, S. J. Goodliffe and S. C. McCully was appointed to interview the Government regarding a grant.

* * *

Preparations for the approaching winter port season of 1907-08 are going forward now and the indications are that all will be in readiness when the first

steamer arrives here some time about the latter part of November.

It is probable that grain shipments will not be as heavy this year as was thought a while ago, as the storage in the west and the high prices asked, will probably result in smaller shipments.

According to the railway companies, there will be plenty of cars available this winter for the large import and export business that is looked for.

* * *

At a meeting of the civic treasury board last week it was decided to employ an accountant and engineer to obtain facts and figures as to the condition of the harbor properties, for the benefit of the harbor committee appointed some time ago, at the suggestion of the Minister of Railways. This action was taken as a step toward valuing the city's harbor property, with the view of having the Government take over the control of the harbor, as the burden of building new wharves and of dredging is becoming greater than the city can bear.

* * *

The Evening Times is continuing its crusade against the packers of short-weight butter. Following the article quoted in last week's issue of the Grocer, a St. John daily published another dealing with the question, and also used a letter contributed by R. H. Cother, butter-maker, for the St. John creamery, in which Mr. Cother claims that shrinkage is responsible for the short weight in butter. This statement is confirmed by several other persons.

On the other hand it is contended that mere shrinkage would not account for as much shortage as is shown in a considerable portion of the product of the New Brunswick creameries. It is suggested that it would be better for the consumer if the creameries abandoned the flat two-pound print and sold the butter in larger bulk by actual weight.

The article recently quoted on this subject in The Grocer was the subject of universal discussion, and the view was freely expressed that the duties of the inspector of creamery products should be performed without fear or favor.

Another matter of considerable importance is the practice of several of the out-of-town creameries that ship considerable butter here, of buying up old butter whenever they can get it and doctoring it up and mixing it in with their own product. This merchant said that he had been offered a good figure not long ago for a lot of "cooking" butter, by one of these creameries. He had noticed very often that the prints sent out by the creameries were very "streaky," two or three different colors of butter being worked into one print. Very often shipments of this class had been returned to him and he had lost good customers on account of it.

Upon weighing some of the one-pound prints of butter that are sent here by farmers and small dairies, some were found to be of the correct weight, while

others were shown to be from one to two ounces short in weight. It is known that in many cases these so-called pound prints are never weighed by the producers, but are put up mainly by guesswork, and strange to say the guesses are nearly always in favor of the producer. In some instances prints have been sold for a pound that weighed no more than three-quarters of a pound.

* * *

James Barry, inspector of weights and measures, has been giving his attention to the question since the subject was brought to public notice.

Interviewed by a representative of The Grocer, Inspector Barry stated that both in Fredericton and St. John he had been told by dealers that butter put up in farmers' dairies was frequently short in weight. He found some in this city that was notably short.

With regard to creamery prints he found that some were from one hundred to two hundred and fifty grains short. There are seven thousand grains in a pound. He also found some that were overweight. From this he was led to believe that carelessness in packing rather than a desire to cheat was the cause of any shortage in weight. Unless the prints were carefully molded they might easily be under or over-weight. He confirmed the statement in Mr. Cother's letter that the butter shrinks somewhat in weight when it has had time to dry out. In his opinion there is more likelihood of short weight in dairy prints, because the ordinary household scales used by the farmer are very often incorrect.

It has been suggested that dealers should buy this country butter by actual weight, and sell it the same way. It may further be suggested that the same plan should be followed with regard to creamery butter, giving the seller the benefit if there is overweight, and protecting the customer if there is underweight. If the customer would always insist on having the butter weighed the remedy would very soon be effective.

The inspector found that sometimes dealers, when a customer asks for a pound of butter, cut a two-pound print in two, and sell each half without weighing it. He warns them that they should not trust to their knife, but to the scales, to tell whether the print was exactly divided.

BUSINESS NOTES.

A. G. Watson, grocer, of Toronto, has assigned to N. L. Martin.

R. A. Bartlett, wholesale grocer, of Sherbrooke, Que., has assigned.

J. W. Truscott, grocer, of Toronto, has sold his business to T. J. Allen.

J. A. Holgate's evaporator plant at Foxboro, was damaged by fire last week.

The business of Alexander Cattenach, grocer, of London, is advertised for sale.

The stock of Arthur Sarrazin, grocer, of Montreal, was damaged by fire last week.

Eurele Choquette, general store-keeper at Pognenuille, Que., has assigned to V. E. Paradis.

R. B. McEachren, of Chatham, has taken over the grocery business recently conducted by the J. J. Brennan Estate.

\$3,000,00

Flour Adv
App

The flour steady, and during the an increase high grade here have v as much of the prices good profit

Prices or than last su been incr American higher, bu advance ha

FISH—J very active and large on the ma week, vess one day a of cod and herring. A active, and mand. Fr but the cat small. Th high, due t fish. On t are quoted

VEGETAatoes are They are q bag. Nova from 50 to large shipn the Havan ing last we are quoted \$1 per bag bag. Tom: there is so market.

FRUIT—booming.

shipped w The stock and it is a No. 1 Grav being sent steins are (barrel, and

A co-ope has been i composed growers in pack their to place or fully grad guaranteed The office Clute; see W. Chute

It is rep King's Coi

**\$3,000,000 WORTH OF APPLES FROM
THREE COUNTIES OF NOVA SCOTIA**

**Flour Advancing—Fish Markets Active—P.E.I. Potatoes Arriving—Heavy
Apple Shipments to the Old Country—A Record Crop Probable.**

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Oct. 22.

The flour markets continue very steady, and prices are still advancing. During the week just closed there was an increase of 25 cents per barrel on all high grade flours. Some of the dealers here have very large stocks on hand, and as much of the flour was ordered before the prices advanced they stand to make good profits.

Prices on all canned goods are higher than last season, and condensed milk has been increased 25 cents per case. American beef is about one dollar higher, but pork is steady, no recent advance having been made.

FISH—The fish markets are as usual very active at this season of the year, and large catches are now being placed on the market. During one day last week, vessels arriving here landed in one day alone seven thousand quintals of cod and about 2,500 barrels of pickled herring. All the fish markets are very active, and there is a good buying demand. Fresh fish are fairly plentiful, but the catches of fall mackerel are very small. The price of mackerel is very high, due to the demand for this kind of fish. On the American market No. 1's are quoted at \$30 per barrel.

VEGETABLES—Prince Edward potatoes are now coming on the market. They are quoted at \$1.25 per three-bushel bag. Nova Scotia potatoes are worth from 50 to 60 cents per bushel. Some large shipments are now being made to the Havana markets, one steamer sailing last week with a full cargo. Parsnips are quoted at \$1.50 per bag, carrots at \$1 per bag, and turnips at 80 cents per bag. Tomatoes are about done, though there is some green stock still on the market.

FRUIT—The apple export business is booming. Large quantities are being shipped weekly to the British market. The stock here is of very poor quality and it is almost impossible to get good No. 1 Gravensteins. All the best fruit is being sent out of the country. Gravensteins are quoted here at \$3 to \$3.50 per barrel, and \$2 to \$2.50 for second grades.

A co-operative fruit packing company has been incorporated in Kings County, composed of a number of the largest growers in the Valley. They intend to pick their fruit under one brand and to place on the market apples so carefully graded that every barrel can be guaranteed to be up to the standard. The officers are: President, Henry Clute; secretary, S. C. Parker, John W. Chute is the manager.

It is reported that Fred S. Fisher, of King's County has refused an offer of

\$4,000 for the fruit in his orchard. During the past week over 50,000 barrels of apples were shipped from this port to the British market.

* * *

The orchardists of the Annapolis Valley are happy in the feeling that this year's apple crop will be the greatest for nearly a century, if it does not, in fact, eclipse any previous yield. At the present time only an approximate estimate can be made, and there is a difference of opinion necessarily regarding this, but the lowest estimate puts the yield at 600,000 barrels, and those also in a position to know fairly expertly, go higher, and one gentleman, whose knowledge is thoroughly practical, gives it as his opinion that the yield this year will exceed all predictions. He places it at 750,000 barrels.

This will mean \$2.50 a barrel at least to the grower, who will thus obtain this sum individually per barrel, and collectively, will get this year the very large amount of \$1,875,000, or perhaps two million dollars.

This, it must be remembered, represents the price paid to the orchardist, while on the market the price will be over a dollar more for No. 1 apples, so it is moderately safe to say that the amount taken out of apples from the three counties of Kings, Hants and Annapolis, will this year be considerably over \$3,000,000.

EGGS—A REVIEW.

Some Features of the New-laid Season Now Closing.

The egg situation, under the season's prevailing conditions of scarcity and high prices in all lines of foodstuffs, is somewhat precarious. Dealers receipts, by this time, have become very small, and will shortly be cut off almost entirely.

Firms which have been receiving from three to five hundred cases weekly during the summer, say that their supply has dwindled very considerably and that from now on their receipts will not be larger than five to ten cases weekly. With this fact in view it will be seen that the new-laid egg will shortly be a non-entity on the wholesale market. People with fat pocket-books can, of course, secure the article right from the hen during the whole winter, but for the ordinary householder the strictly fresh egg season is practically over. The closing of the season will be felt even more seriously this year than usual, for with the high meat prices prevailing people have been eating eggs instead of meat. This is one good reason for the high prices which have continued in the

egg market all summer in spite of the fact that the supply has been fairly good.

A peculiar feature about this year's egg is the fact that the shell has been noticeably thinner than usual. Many eggs are covered with a shell not thicker than a sheet of fairly heavy paper and the shells in general seem considerably thinner than in former years. The cause of this peculiarity is almost impossible to discover. Some dealers attribute the cause of this peculiarity to the poor quality of the feed supplied the hens under the summer's prevailing high prices. During the summer, however, hens have to depend to a great extent on what feed they can scratch up for themselves, and this reason seems inadequate.

Egg Preservation.

The various methods of egg preservation, some of which are of very ancient usage, and others of recent years, are being almost altogether superseded by the cold storage system. This method has proved itself exceedingly valuable by reason of its simplicity, its utility and its low cost. The cases of eggs are simply run into the cold storage warehouses and left to the attention of the low temperature, which does the work well. Eggs will keep satisfactorily under these conditions for from three to six months and even at the expiration of the latter time may be used for almost any purpose to which the fresh egg of commerce is usually put.

June is the great egg month. After the winter's rest, the fowls have by this time gotten well to work and seek the nest frequently. Receipts during this month are probably larger than at any other time during the year. The June egg is the dealers' standby. It is the June egg, also, which is being taken from storage at present to take the place of the newly-laid variety.

This year's pack of eggs has been only fairly good in common with small supplies of all kinds of produce. Whether the supply will equal the demand at the end of the winter months is rather a problematical question at present, but with the high prices which are certain to prevail it looks as if matters will even up in some way.

ALMERIA GRAPES.

W. H. Despard, of White & Co., Toronto, has returned from New York, where he has made heavy purchases of Almeria grapes. He says the quality this season is the finest seen in years, and that the grapes in consequence will be excellent keepers.

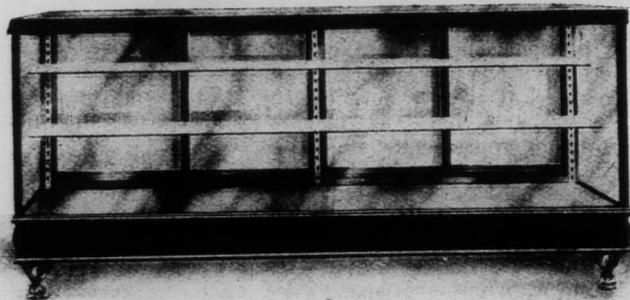
White & Co. are very busy these days in their new corner. They are making a specialty of handling deer, venison and all sorts of game.

E. J. Slocombe, who has been for some years associated with Rickett & Son Co., black lead manufacturers, at Bristol, Eng., has recently located in Toronto as a manufacturers' agent.

**Are
Your
Goods
on
The
Market?**

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale? Advertise in the condensed publicity columns of The Grocer and **Tell Us If You Don't Get What You Want.**

The "Sovereign"



Finished in Quartered Oak, Plate Glass throughout.
Height, 42 inches; Width, 24 inches;
Length, 6, 8 and 10 feet.
Special Sizes to Order—Shipped Set-Up or K.D.

No More Attractive or More Serviceable Case on the Market

The Walker Bin & Store Fixture Co.
BERLIN - - ONTARIO LIMITED

TRADE WITH ENGLND

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.

WANTED.

WANTED—Few more good selling lines of grocery specialties; Toronto and Ontario district. Apply Box 165. CANADIAN GROCER, Toronto. [43]

"MIGHTY GOOD STUFF"

That's what grocers and others say about our lines of

TWINE, PAPER, BAGS, JUTE GOODS and STATIONERY

We aim to satisfy, both in quality and prices. Write us about 'em.

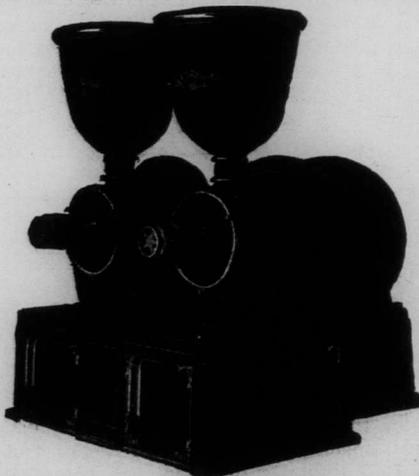
A. M. THORNE & CO., Toronto
Phone M. 5548. 77 Front St. East

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

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



**Our
Grinders
Wear
Longest**

**Grinding
Capacity**

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

**Keystone
Brooms**



**Brand
Brushes**

Do you know, Mr. Grocer, that you can

MAKE MONEY

by handling the right kind of brushes? We have a line of Scrub, Stove and Shoe Brushes which are

EASY TO SELL

on account of sheer merit. Solid backed, steel fastened, elegantly finished and made in a variety of the choicest materials. The prices are popular and there is a

GOOD MARGIN OF PROFIT

Write now for Samples.

Stevens-Hepner Company

Port Elgin, Ontario

Limited

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

"Duplex" Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
Toronto

General Stores

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

Hardware and Metal

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

SUBSCRIPTION, \$2.00 PER YEAR

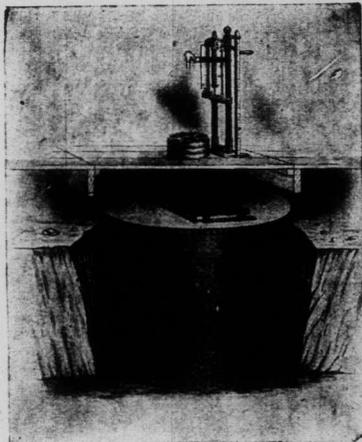
The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG

Bowser's Bring Business



Cut 6

UNDER THE FLOOR TANK
Perfectly Simple—Simply Perfect

People buy goods where the service pleases them most. If a woman buys oil in your store and the can gets her hands and dress dirty, or if the gallon is short measure, or the oil dirty, or you keep her waiting too long, she is very apt to buy somewhere else next time. If she buys her oil across the street from you because they have a Bowser she also buys her other supplies there and your tin oil tank has lost a good customer.

Put in a Bowser Self-Measuring Oil Tank and your customers will be pleased with the service. So will you. It will add to your trade by adding satisfied customers.

Then, consider the saving in oil, time and labor, the neatness and the convenience. The Bowser is the best investment a grocer can make. It pays the biggest interest.

SEND FOR CATALOG B.

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto, Ont.

"If you have an old Bowser and want a new one, write us for our liberal exchange offer."

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

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

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

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

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " " 1 year.....	10 00

BUSINESS CHANCES.

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

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

\$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

\$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

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

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

DELAY IS COSTING MONEY



When a Fixture Saves its Cost the First 90 days,
CAN YOU AFFORD TO WAIT?

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Send all orders to

Shipped f.o.b. Hamilton, Ont.
THE AMERICAN COMPUTING CO., Indianapolis, Indiana

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL
JOBBERS

3/4-lb. tins—8 doz. in case.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Oct. 25, 1907.

Baking Powder.

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.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	8 40
1-doz.	2-lb.	10 50
1-doz.	5-lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 85
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	16 " "	1 65
4 " "	16 " "	1 70
4 " "	2-lb.	4 10
1 " "	5 " "	7 30
1 " "	6-oz.	Per case
1 " "	12 " "	\$4 55

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime	\$0 95
1 lb.	1 40
6 oz.	1 85
1 lb.	2 55
12 oz.	3 35
1 lb.	4 20
3 lb.	13 60
5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's-Dime	\$0 93
1 lb.	1 33
6 oz.	1 90
1 lb.	3 70
12 oz.	4 55
1 lb.	13 20
3 lb.	21 65
5 lb.	31 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	\$1 20
1 lb. " 2 " "	0 80
1 lb. " 4 " "	0 45



ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	\$0 90
4-z.	1 35
6-oz.	1 81
8-oz.	2 31
12-oz.	3 55
16-oz.	4 55
32-oz.	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 1/2 gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
5a size	\$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 06
" 7-lb. cotton bags, per bag.	
WEY BLAIN CO. LTD.	
Meat of Wheat per case	4 20
Wheat OS 16-lb. bags	0 19
" Pickaninney" Buck Wheat Flour	doz. 1 00
" Pancake Flour	1 00
" Pastry Flour	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	\$4 50
Perfection, 1-lb., per doz.	2 50
" 1 lb.	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb.	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
London Pearl per lb.	0 25
Special quotations for Cocoas in bbls., kegs, etc.	



Chocolate—

Queen's Dessert, 1-lb. cake, 12-lb. boxes per lb.	38
Vanilla, 1-lb. cakes, 12-lb. boxes per lb.	35
Parisian 8s per lb.	0 30
The following sweetened for household purposes:	
Royal Navy, 1/2 12 lb. boxes per lb.	\$0 30
Diamond, " "	0 25
Special Diamond, " "	0 22
" 6s, " "	0 22
" 8s, " "	0 30

The following unsweetened:

Perfection, 2 c. size, 2 doz. in case per doz.	\$1 81
Perfection, 10c. size, 4 doz. in case per doz.	0 90

Ice-cream—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confectionery—

Cream bars, 60 in box, per box.	1 80
" 6 in box per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
Crystallized " 1/2 lbs. per doz.	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box.	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb.	0 35

FRY'S.

Chocolate—	per lb.
Caracas, 1/2, 6-lb. boxes	\$0 42
Vanilla, " "	0 42
"Gold Medal," sweet, 1/2, 6-lb. boxes	0 29
Pure, unsweetened, 1/2, 6-lb. boxes	0 24
Fry's "Diamond," 1/2, 14-lb. boxes	0 24
Fry's "Monogram," 1/2, 14-lb. boxes	0 24

Cocoa—

Concentrated, 1/2, 1 doz. in box	2 40
" 1-lb., " "	4 50
" 1-lb., " "	8 25
Homeopathic, 1/2, 14-lb. boxes	2 40
" 1/2, 14-lb. boxes	2 40

AGENTS, C. E. COLSON & SON, MONTREAL.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSOP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
10c. tins, 4 doz. to case, per doz.	\$ 90
" " " " " " " "	2 40
" " " " " " " "	4 75
" " " " " " " "	9 00

JOHN P. MOTT & CO.'S

R. S. McInnes, Agent, Toronto	
J. A. Taylor, Montreal	
Joe E. Huxley, Winnipeg	
Standard Brokerage Co., Vancouver, B.C.	



Per

Elite, 1/2 (for cooking)	\$0 32
Prepared cocoa, 1/2	0 30
Prepared 1/2	0 28
Mott's breakfast cocoa, 1/2	0 40
" " " " " "	0 38
" No. 1 chocolate, 1/2	0 32
" Navy, 1/2	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2	0 24
" Confectioner's chocolate, 2lb. to 3lb.	0 31
" Sweet Chocolate, 2lb. to 3lb.	0 35

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cases	\$0 43
Breakfast cocoa, 1-lb., 1/2, 1 & 5-lb. tins	0 47
German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. box s	0 30
Caracas Sweet chocolate, 1-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-lb. cakes, 5 and 6-lb. boxes	0 35
Vanilla Sweet chocolate, 1-lb. cakes 6-lb. tins	0 47

Soluble cocoa (hot or cold soda)

1-lb. tins	0 45
Cracked cocoa, 1-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 6s, per box	3 00

The above quotations are f.o.b. Montreal
WALTER M. LOWMEYER CO.

Canadian Branch, 165-171 William St. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw cap cans, 10 cans in case, 4°c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	43c.
12-lb. boxes, 6 boxes in case	45c.

Sweet cocoa powder—

12-lb. boxes, 6 boxes in case, 1-lb. tins	35c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	35c.
6-lb. boxes, 12 boxes in case, 1-lb. tins	36c.

Premium chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	38c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	38c.

Milk chocolate—

50-cent pieces to box, per box	\$1.75
Vanilla sweet chocolate	
50-5 cent. pkgs., in box	\$1.75
6-lb. case, 12 oz. in case, 1-lb. tins	30c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs.	26c.
6-lb. " 12 " " " " "	26c.

COCOANUT.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	
50, 100 & 200 packages packed in 15 lb. and 3 lb. cases	Per lb.
1 lb. packages	0 26
1/2 lb. " "	0 27
1 lb. " "	0 28
1 and 1/2 lb. packages assorted	0 27
1 and 1/2 lb. " " in 5 lb. boxes	0 28
1 lb. " " in 5, 10, 15 lb. cases	0 29

Bulk—

In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails. Tns. Bbls.
White Moss, fine strip	0 19 0 21 0 17
Best Shredded	0 18 0 16
Special Shred	0 17 0 15
Ribbon	0 19 0 17
Maaron	0 17 0 15
Dehydrated	0 16 0 14
White Moss in 5 and 10 lb. square tins	21c.

CONDENSED MILK.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	Cases. Doz.
"Gold Seal" brand (4 doz.)	\$3 00 \$1 50
"Challenge" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 30 1 10

Evaporated cream—

"Peerless" brand evap. cream	4 75 1 20
hotel size	4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 65
"Reindeer" brand per case (4 doz.)	5 60



Groceries.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.	
Club House	\$3 32
Ne-tar	0 30
Empress	0 28
Duches	0 26
Ambrosia	0 22
Platation	0 20
Fancy Bourbon	0 18
Bourbon	0 17
Crushed Java and Mocha, whole	0 17
" " " " " " round	0 17
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. LIPTON retail wholesale

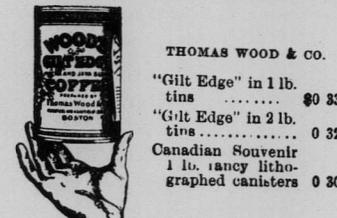
Lipton's "Special" blend coffee 1 lb. tins, ground or whole	0 40 0 30
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JAMES TURNER & CO. Per lb.

Mecca	\$0 33
Damasous	0 28
Cairo	0 30
Sirdar	0 17
Old Dutch Rio	0 12

E. D. MARCEAU, MONTREAL Per lb.

"Old Crow" Java	\$0 40
Mocha	0 27
"Condor" Java	0 26
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee tins per case	\$0 48
Madam Huot's coffee, 1-lb. tins	0 53
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laframboise, Montreal and Toronto

5 oz. bottles, 4 doz. per doz.	1 75
10 " " " " " "	3 00
Rep. quarts, 1 " " " "	6 50
Imp. " 1 " " " "	9 00



MacLaren's Imperial Cheese

Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	17 00
Small size	12 00
Roquefort—Large size	1 40
Small size	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	
Un- num Coupons bered. number ed	
In lots of less than 100 books, 1 kind assorted.	4c.
100 to 500 books	2 1/2c.
100 to 1,000 books	1c.

Allison's Coupon Pass Book.

00 to \$3 00 books	3 cents each
00 books	4 " "
10 00 " "	5 " "
15 00 " "	6 " "
20 00 " "	7 " "
25 00 " "	8 " "
30 00 " "	9 " "
50 00 " "	12 " "

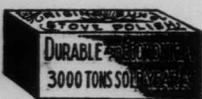


Wholesale Agent, Limited, Toronto

Per doz.	
4-oz. cans	\$0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart. " "	3 75
Gallon " "	10 00

A Guarantee that is Worth Something

RISING SUN
SUN & PASTE
STOVE POLISH **STOVE POLISH**
IN CAKES **IN TINS**



is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Cannery

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transshipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transshipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED
 12-38 Grey Nun Street, MONTREAL



Borden's Brands

Two leading and profitable lines for every grocery store

"EAGLE BRAND" CONDENSED MILK

and

"PEERLESS BRAND" EVAPORATED CREAM

stand at the summit of everything in milk that is pure, clean and healthy.

Every jobber sells them



27 Front St. East, TORONTO

WM. H. DUNN, Agent

394-396 St. Paul St., MONTREAL

(Unsweetened)

1. Whole Fruit
2. Delicious Flavor
3. Attractive Glass Jar

"Batger's"

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Kingery Mfg. Co., Cincinnati.
Money Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

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Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
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Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
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American Computing Co., Indianapolis,
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Ingersoll Packing Co., Ingersoll, Ont.
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Park Blackwell Co., Toronto.
Power, B. F., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
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Abbott H. G., & Co., London, Ont.

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McWilliam & Everist, Toronto.
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MacDonald, Gordon & Co., London, Eng.
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Tooth's Extract of Meat Co., London,
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Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
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Lucas, Steele & Bristol, Hamilton.
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McWilliam & Everist, Toronto.
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Smith, E. D., Winona, Ont.
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Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

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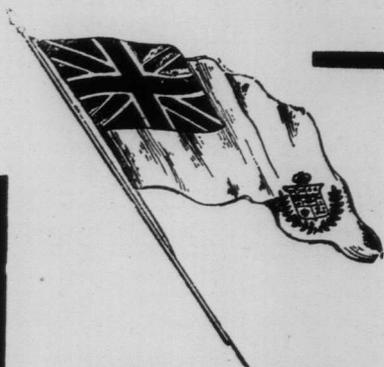
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