

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

MONTREAL, QUE.  
ESTABLISHED 1858

55 Front St. East,  
TORONTO, ONT.

# EDWARDSBURG STARCH CO., Limited

Put up in 8-lb., 5-lb., 10-lb. and 20-lb. tins; also in 5-lb., 10-lb., 15-lb., 20-lb., 25-lb., 30-lb., 40-lb., 50-lb., 60-lb., 75-lb., 100-lb. kegs and Pails.  
Freight paid on 5 cases, or 250 lbs. bulk, to all railway stations east of North Bay.  
We carry stock in TORONTO, MONTREAL and CARDINAL, Ontario, and can ship orders on the day they are received, from nearest distributing centre. We make it a point at this season of the year to ship all orders with especial care and despatch.

**Note**

## "Crown" Brand TABLE SYRUP



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

## KEN'S OXFORD BLUE!!

The Best Laundry Blue?

Are you selling

# Oxford Blue

in Canada

Everywhere

Should SELL



# Keen's

NO. 44.

MONTREAL, TORONTO, WINNIPEG, NOVEMBER 3, 1908

VOL. XIX.

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

# THE CANADIAN GROCER

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

CIRCULATES EVERYWHERE IN CANADA

2.  
The



**Everybody Eats MARMALADE**

Everybody would eat more if they bought

**LIPTON'S**

Wouldn't it pay you to try LIPTON'S?

The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

**J. S. CREED, CANADIAN SALES AGENT**  
53 Upper Water Street Board of Trade Building  
**HALIFAX, N.S. MONTREAL**

**Coughs Have Made**

Mathieu's Syrup of Tar and Cod Liver Oil famous throughout the Dominion as the best and most permanent cure for all throat and lung affections.

It is in constant and ever-increasing demand.

You can increase the number of your customers and the size of your banking account by stocking

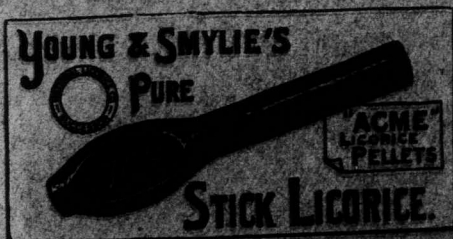
**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

*Mathieu's Nervine Powders are too well known as a cure for all nerve pains to need any comment. It is to your advantage to supply the demand.*

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

**National Licorice Co.**



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

100 John Street, BROOKLYN, N.Y.  
Illustrated Catalogue on request

**Molasses**

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

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

**Dominion Molasses Co., LIMITED**

Halifax, - Nova Scotia

Agents

REG. HUNSON & CO.  
JOHN W. BIDDLE & BUSHING,  
Wm. H. BILLOREY,  
JOSEPH GARDNER,

TORONTO  
HAMILTON  
LONDON  
WINDSOR

# Protect Your Capital!

"A small leak will sink a big ship."—  
Look out for the quality of the goods you sell. Protect your invested capital by choosing standard goods. The "just as good" kind are dangerous rocks—obstacles to business success—menaces to your invested capital.

## *Griffin & Skelley's Dried Fruits*

Picked and packed in the largest vineyards and orchards on the Pacific Coast—"The pick of the pack," always.

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins.

Look for the "Griffin's" name and you see the highest grade there is or can be. Buy it and you're absolutely safe.

## *"Shell" Brand Castile Soap*

the leading brand because containing 7 per cent. more pure oil than others. **Highest quality at a fair price.**

In bars and pressed cakes.

Buy it and your invested money will bring sure returns.

"Protect your Capital."



"SHELL BRAND"  
(LA COQUILLE)

SOLD BY LEADING WHOLESALERS

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

**8 Place Royale, Montreal.**

20½ Front St. East, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

**GROCERIES FOR THE WEST**  
We will have a car leaving Toronto and Montreal about once a month.  
**Have you** got something you wish to ship in these cars?  
**We will** reship, sell or store for you. Write us.  
**Wilson Commission Co., Limited**  
Brandon, Man.

CALGARY.

**The Best Salesman**

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

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

OWEN SOUND.

**J. K. McLAUHLAN**  
COMMISSION MERCHANT  
Warehouseman, Shipper and Steamship Agent  
**Owen Sound, - Canada**

HALIFAX, N.S.

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

MONTREAL

**A. J. HUGHES**  
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,  
**1483 Notre Dame Street**  
**MONTREAL.**  
Open for few more foreign and domestic agencies.  
Correspondence Solicited. Highest References.

**H. J. STEVENS**  
126 BOARD OF TRADE, - MONTREAL  
Wholesale Brokerage  
**Beans, Boiling Peas, Flour, Oats**

**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen  
27 St. Sacrament Street, Montreal  
Tel. Main 778. Bond 28.

TORONTO.

**W. G. A. LAMBE & CO.**  
TORONTO.  
Grocery Brokers and Agents.

Established 1885

**C. E. KYLE**  
WHOLESALE GROCERY BROKER  
and MANUFACTURERS' AGENT  
27 FRONT ST. E., - TORONTO  
Highest references. Commissions solicited.

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

25,000 cases  
canned goods to offer

**TOMATOES PEAS**  
**CORN CATSUP**  
Finest Goods Packed

**W. H. MILLMAN & SONS**  
GROCERY BROKERS  
TORONTO

ST. JOHN'S, N.F.

**THOMAS B. CLIFT**  
Broker, Commission Agent, Auctioneer and Notary Public  
Commercial Chambers, Water St.  
**ST. JOHN'S, N.F.**  
A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

CHARLOTTETOWN, P.E.I.

**HORACE HASZARD**  
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.  
EXPORTER of Cheese, Butter and Canned Goods.  
AGENT in Canada and the United States for the famous BRAHMIN TEA.  
Charlottetown, Prince Edward Island.

VICTORIA, B.C.

**Radiger & Janion**  
VICTORIA AND VANCOUVER  
MANUFACTURERS' AGENTS and  
COMMISSION BROKERS

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

VANCOUVER.

**J. McA. CAMERON**  
Manufacturers and Wholesale  
Commission Agent  
Correspondence Solicited  
Vancouver, B.C. P.O. Box 912  
Reference—Bank of Hamilton

WINNIPEG.

**CALGARY STORAGE**  
In a new brick block centrally located.  
**Dingle & Stewart**  
Winnipeg, Man. Calgary, Alb.  
COMMISSION BROKERS.

**REGINALD LAWSON**  
MANUFACTURERS' AGENT and  
WHOLESALE COMMISSION BROKER  
UNION BANK BUILDING  
Correspondence Solicited  
**WINNIPEG, MAN.**

**JOSEPH CARMAN**  
Wholesale Grocery Broker and Manufacturers' Agent  
Member Western Wholesale Brokers' Association  
Union Bank Block, Rooms 722 and 723  
Winnipeg, Man.  
Open for good Canned Goods Agency  
Correspondence Solicited

**Stuart Watson**  
Manufacturers' Agent and Wholesale Commission Broker.  
**WINNIPEG, MAN.**  
Highest References. Correspondence Solicited.

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

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

**CANNED SALMON**  
1905 PACK

Wire or write us for prices:

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

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

**NICHOLSON & BAIN, WINNIPEG,**  
Wholesale Commission Merchants and Brokers,  
BRANCH HOUSE:  
**NICHOLSON, BAIN & JOHNSTON**  
CALGARY N.W.T.

# WALKER BINS

WALKER BIN FIXTURES are rapidly becoming the indispensable equipment of the modern grocery store. Perfect in every detail of their construction, they possess that symmetry of proportion which indicates taste and refinement.

Every Counter, Wall Case and Special Section facilitates, by its perfect convenience, the work of the clerk, enabling him to handle his goods quickly and effectively, while clean and attractive displays offer the customer an irresistible temptation to buy.

*Neatness and cleanliness in interior displays are magnets which often attract and hold the customer quite as effectively as good goods and low prices*

WALKER BIN FIXTURES are made up into Counters, Wall Cases and Special Sections designed for special purposes. They are constructed on the "elastic" unit system, in section lengths of from six to twelve feet, and shipped ready for installation. Everything fits. No nails, no carpenter, no worry.

The bin itself is so constructed that it is equally counter-balanced, the weight of the goods keeping it closed and air-tight and, when swung open, it remains in a stationary position, making the goods easy of access. The display in front is kept in place by two metal slides which hold the goods displayed in a permanent position and give the bin the appearance of being full no matter how little it may contain.

WALKER BIN FIXTURES are manufactured only by THE WALKER PIVOTED BIN AND STORE FIXTURE COMPANY, OF BERLIN, ONT., who will be pleased to estimate on your requirements.

Write for descriptive literature.

British Columbia Representatives:

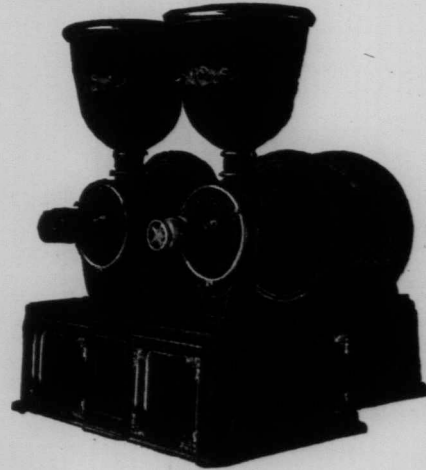
W. J. BANNISTER & Co., VICTORIA, B.C.

# WALKER BINS

## COLES Electrically Driven Coffee Mills.

Single and Double Grinders  
Pulverizing and Granulating

GRANULATOR. PULVERIZER.



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

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

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

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

AGENTS: Todhunter, Mitchell & Co., Toronto. Dearborn & Co., St. John, N.B. Forbes Bros., Montreal. Gorman, Eckert & Co., London, Ont.

## MINCE MEAT

A SEASONABLE LINE FOR

## GROGERS

But choose quality. No mistake is made when you offer your customers the Mince Meat of this factory.

- A better Mince
- Meat than has
- been.

The T. A. LYTLE CO., Limited

TORONTO, Can.

The sentiment of the intelligent consumer is to eat and drink only what is **Pure, Good, Healthful** and **Nourishing.**

Strong, thick, astringent, nerve-racking Teas are being neglected for the

**mild, sweet** and **refreshing** teas of **JAPAN.**

If you want what is absolutely and always safe to sell to your best trade, sell

# JAPAN TEAS



**NOW OWN UP**

Don't you really like to handle

**PATERSON'S CAMP  
COFFEE ESSENCE?**

Doesn't it sell well, doesn't it allow you a good, fair profit?

ROSE & LAFLAMME,  
Agents, Montreal.

## Canada's Best

### Flavor

Put up in glass, a few hours after being picked and nothing but the finest

### Fully Ripened Fruits

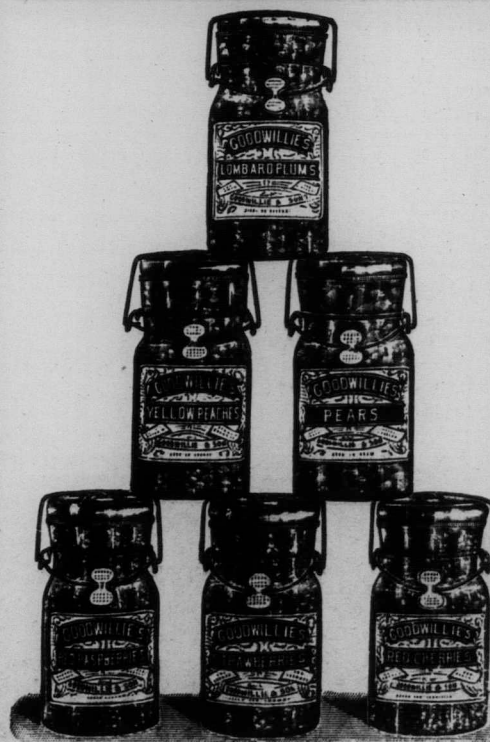
being used they are delicious.

### Appearance

They look tempting and taste as good as they look.

### One Glance

and your customer will buy the first jar. Then you have only to fill the orders.



Agents: ROSE & LAFLAMME Montreal.

# DO YOU REALIZE?

That Your customers require the **HIGHEST** quality at a reasonable price.

## Holbrook's

WORCESTERSHIRE

### Sauce

PAYS 40% AND

is the Premier of the World Acknowledged Sauce



25c. Per Bottle

25c. Per Bottle.

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


## THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

## KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.



**Sixty Years of Popularity**

**COX'S GELATINE**

should be used in every Canadian household, because:

- (1). It is **STRONG.**
- (2). It is **CLEAR.**
- (3). It is **PURE.**

Canadian Agents: **J. & G. COX, Ltd.**  
 Gorgie Mills, EDINBURGH

C. E. Colson & Son, Montreal  
 D. Masson & Co., "  
 A. P. Tippet & Co., "

## W. P. KAUFMANN

19 Caer Howell Street, TORONTO  
**Analyst & Consulting Chemist**

Advice regarding processes of manufacture and technical applications of chemistry.

### A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



### IF A MAN WANTS CREDIT

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

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

...ESTABLISHED 1849...

## BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

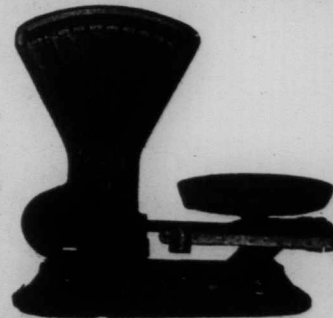
### OFFICES IN CANADA

ALBANY, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.  
 A. ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.  
 UVER, B.O. WINNIPEG, MAN.

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

## TOLEDO COMPUTING SCALES

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



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

●

Good  
Teas, hard  
to get. Of  
course they are. Do  
not grow at random, but  
require special cultivation, care.  
There's one place admirably suited  
for them. Ceylon is the place for the  
Best Teas. Everyone knows that who knows  
anything about 'Teas.

# CEYLON TEAS

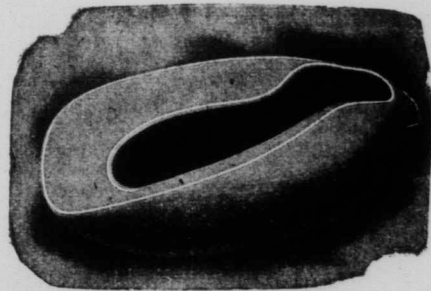
Combine all the qualities of true Tea Excellence,  
Flavor, Fragrance, Fulness, Body, Stability,  
Price. No other teas offer such a tea indi-  
viduality, nor give such satisfaction to  
the user. No reason to ask the  
reason. It's as clear as  
daylight.

**Nothing to Equal  
Ceylon Teas**

●



## The Comfort



### Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

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

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

**R. Campbell's Sons**

HAMILTON Pottery

HAMILTON, ONT.

# Redpath

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

Manufactured by

THE

**CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

## The Only Spice of Life for Horses, Cattle and Poultry



# is Myers'

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only \$5.00 per 100 pounds. A saving of \$4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

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

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

## **ONCE MORE WE WOULD TELL YOU**

---

---

Why the OLD HOMESTEAD BRAND CANNED fruits and vegetables are better than those packed by other factories.

FIRST : We are in the heart of what is without doubt the choicest fruit and vegetable district in all Canada.

SECOND : We have beyond all question the cleanest, most modern and best equipped canning factory in America.

THIRD : Our head processman is an expert in his line and bears the name in the United States of being the best in the business.

FOURTH : Our principals are practical men, who were thoroughly acquainted with the conditions of the canned goods trade in Canada before organizing the OLD HOMESTEAD CANNING COMPANY. They saw an opening for an independent factory that would put up nothing but strictly first-class goods—and that's what they are doing now.

Such in brief are the reasons why

**THE OLD HOMESTEAD BRAND  
CANNED FRUITS AND VEGETABLES**

have all others beaten.

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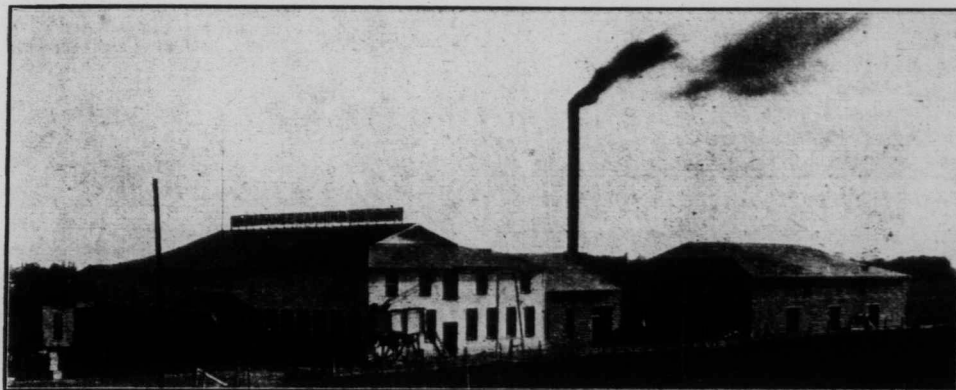
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**The Old Homestead Canning Co.**  
**Picton, Ontario.**

# Corn and Tomatoes

The brand that leads is

## Canada's Pride



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

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

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

**NAPANEE CANNING CO., LIMITED, NAPANEE, ONT.**

W. A. CARSON, MANAGER.

## *Valencia Raisins*

## *Tarragona Almonds*

## *Sicily Filberts*

## *Cleaned Currants*

Consignments on spot and to arrive. Lowest Prices.

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# **D. RATTRAY & SONS**

IMPORT AND EXPORT AGENTS

QUEBEC

Montreal

OTTAWA

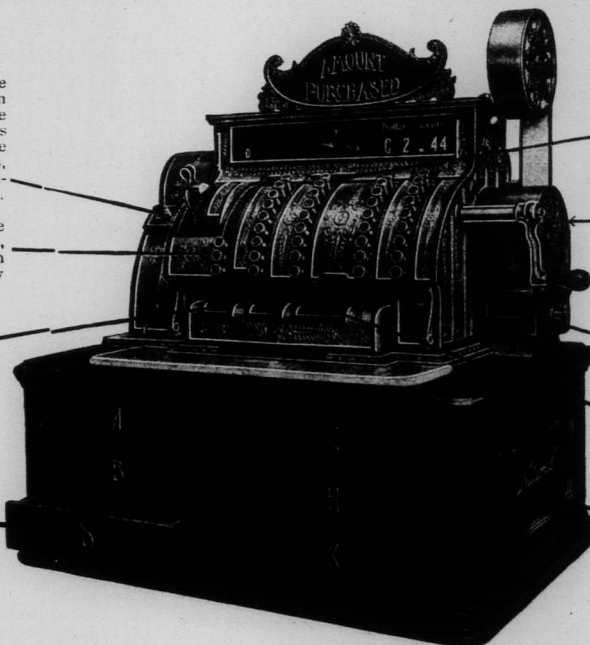
# WE MAKE CLERKS ACCURATE

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

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

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

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



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

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

A receipt printed automatically goes to every customer.

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

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

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

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

*Cut off here and mail to us today.*

**NATIONAL CASH REGISTER COMPANY DAYTON OHIO**

I own a \_\_\_\_\_ store. Please explain to me what kind of a register is best suited for my business.  
This does not obligate me to buy.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
No. Clerks \_\_\_\_\_



## "The Brand of Quality"

### Canned Vegetables, Fruits, Etc.,

We are now busily engaged canning  
**PUMPKINS and APPLES**

Our output of Peas, Beans, and Tomatoes (in No. 3 tins) are all sold, but we still have For Sale about  $\frac{1}{3}$  of our pack of Choice Tomatoes (put up in No. 2 cans) which we are offering at a very low figure.

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

**THE ESSEX CANNING & PRESERVING CO'Y.**

8 WELLINGTON ST. EAST, TORONTO - CANADA  
Factories at Essex, Ont.

LIMITED

**- Agents -**

Toronto:  
Anderson, Powis & Co.  
Hamilton and Winnipeg:  
Alfred Powis.  
Vancouver:  
C. E. Jarvis & Co.  
Edmonton:  
Bedlington & Fisher  
St. John, N.S.:  
J. T. Logan.

# Autumn Leaf Brand Canned Goods

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

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

Independent Packers

**FRANKFORD, ONT.**

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

# PARADISE AND HAYCASTLE CURRANTS

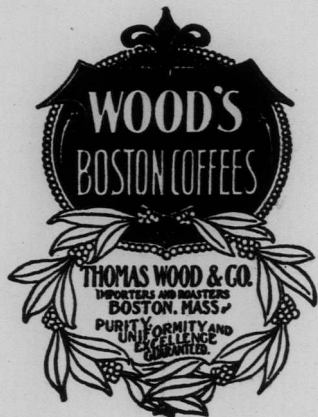
Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

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

SOLE AND ONLY AGENTS FOR CANADA

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

Wholesale Grocers, Tea and Coffee Importers.



### Alert Watchfulness

What we mean is the watchfulness you should have for each customer, and that we exercise for you all.

Our system guarantees the latter. Do you help us in the details?

There are thousands of names on our books representing those who have made a success with

## WOOD'S COFFEES

"Watchfulness" is one of our best mottoes.

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

We are looking for active up-to-date grocery brokers to represent

## Japanese Starch

in Halifax, St. John, Toronto, Winnipeg, Vancouver, and other large business centres. We will pay satisfactory commission and follow up the goods with advertising.

Write for particulars.

**American Pure Food Co.**  
Montreal

## Maple Syrup

It will pay you to handle only the **BEST LINES**. Insist, therefore, on getting the famous

### "Red Shield" Brand

**Finest Quality    Lowest Prices**  
**Always Gives Satisfaction**

~~~~~  
*We carry a full assortment of best selling lines Maple Sugar Specialties*  
~~~~~

**Warren Bros. & Co.**  
35-37 Front St. East  
Toronto

## BUSINESS METHODS AND SUGGESTIONS

### A CREDIT REVIEW.

THE extension of credit in a retail establishment is obviously wholly dissimilar from the methods employed in a wholesale house, although the definite objects are practically the same. The class of goods is different, the amount purchased varies, and the class of customers who purchase are not as a rule acquainted with business methods, whereas the customer of a wholesale house is constantly brought in touch with ideas and systems employed by such houses.

#### Cash vs. Credit.

A large number of retail stores are running business to-day on a strictly cash basis, and, although this is a much safer and more satisfactory way, where a store has the monopoly, and can afford to be independent, still a certain amount of trade will undoubtedly turn to the store which carries the monthly account. It should be the aim of such a store to secure as large a number of credit accounts as possible, provided only first-class accounts are opened.

When an account has been opened with a customer it is only natural to expect to hold the trade of that customer. He will more easily make purchases at a store which carries his account, whereas if he were obliged to pay prompt cash it would be immaterial to him where his supplies were obtained, provided quality and price were satisfactory, the result being that he would go from store to store to purchase his requirements, as no one store would have any hold upon him.

The percentage of loss on account of bad debts must be kept down and collections watched even more carefully than in a wholesale business.

#### The Customer.

The customer looks at the price and quality of the goods purchased, he also expects courteous treatment, promptness and accuracy on the part of the clerks employed—a good account may be, and is no doubt very often lost simply through lack of interest displayed on the part of the salesmen, especially in some of our large stores.

Extending credit in a retail business is more of a personal matter than in a wholesale house; the person in charge should be in close touch with every department of a retail business.

The credit man should be tactful, diplomatic and be able to read human nature and recognize the fact that he is not dealing with business men.

A retail merchant who desires to have his bad debts reduced to a minimum should be familiar with the conditions which exist in the community in which

he is extending credit, such as strikes, removal of factories employing a large number of men, etc. He should also take into consideration a customer's position, source of income, prospects, etc.

The merchant may often find it a very difficult and delicate task to obtain the necessary information about a customer which he desires, but by a personal conversation, certain facts may be drawn out skillfully and tactfully, so as not to offend a prospective customer. Perhaps the buyer is well known in the community in either a professional or a business way, but if information cannot be obtained in any other way, the commercial agencies will furnish it.

The clerk who sells a buyer about to open an account or who is unaware that such a buyer has an account already, should use a great deal of tact and common sense so as not to offend a customer with inquiries as to his account, as a good account may be turned away at once.

#### Collection.

A limit should be placed upon the purchases of doubtful customers, so as to have the account brought before the notice of the person in charge just as soon as that limit is reached.

It is not only necessary to use judgment in regard to opening a new account, but the account must be watched carefully afterwards.

Collecting of overdue accounts is a delicate business, as if a customer feels that the retailer is dunning him for an account, he will, although perfectly good for it in most instances, feel inclined to buy elsewhere until he has paid off the account.

Accounts should be rendered exactly in accordance with instruction, i.e., using the title Mr. or Mrs. as the case may be.

#### Overdue Accounts.

Overdue accounts should be collected promptly for three reasons:

First—The loss through "bad debts" will be reduced to a minimum.

Second—The customer will feel more inclined to buy if his account is paid, but the request for settlement must be made judiciously.

Third—It requires capital to carry overdue accounts, which often means a considerable loss, through bank interest.

#### THE UTILITY OF SYSTEM.

JUST the difference in the way the two men use their heads makes the difference in the way they conduct their business. Misdirected, systemless work will make any business management ineffective, while careful planning, simple, effective system, will aid even moderate ability to accomplish vast results.

How few business men make a study of the economy of time and energy of employes! They handle their goods over and over again. People are working at cross purposes everywhere, duplicating work, confusing orders. A little planning, a little more shrewd head-work, would save many a house from dry rot and paralysis.

\* \* \*

These systemless men never stop long enough to think deeply into their business to plan comprehensively. They hurry to their offices, open their mail with a rush, look around the establishment a little, without ever acquiring that penetrating eye and sharp observation which characterizes the great merchant who uses his head. They do not penetrate beneath the surface of things, and get down to the core of principle.

\* \* \*

In most of the smaller concerns which have never been able to rise above mediocrity, you will find high priced employes opening mail, sorting letters, sending out circulars, doing work which could just as well be done by low-salaried help. You will find people working at a disadvantage all around the establishment, doing the wrong thing, the uneconomical, unbusinesslike thing, just for the lack of a little thought projected into the system. Everywhere people are using their hands and their feet instead of their heads, trying to substitute muscle for brain.

\* \* \*

All this hurry and flurry, rush and drive about nothing. It is the calm, cool, calculating head that gets things done. A level-headed, keen business man would go through such an establishment in his own line, and in a single day make comments, suggest changes, and give ideas which would revolutionize the whole business, and lift this mediocre concern into excellence.

\* \* \*

Yet the proprietors of these small houses go through life complaining of their hard luck and the fates which kept them down. They lay their non-success to a bad location or change of business, or too many competitors, when competent men all about them know that it is the lack of the proper use of their heads.

#### A FRIENDLY CHAT.

ONE thing every storekeeper ought to do occasionally is to call his clerks together and say to them something like this:

"You and I want to make more money in this store. But in order to do that we must do more business. Now I want suggestions from all of you, about anything you think we can do to increase trade and gain new customers. Or, if you see any waste going on that we might save, I want you to tell me. I want each one of you to keep your eyes open, use your brains, and think of something that will improve this busi-

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

IN **CAKES** WELL KNOWN AND RELIABLE.   IN **TINS** GUARANTEED TO THE TRADE

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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

ness for your sake and my sake. If there is any one of you who does not care to try to improve this business, we don't want him here. I would rather get rid of him and divide his salary among those who do care. Now as soon as a suggestion comes to your mind, let us have it, and we will see if we cannot all of us make more money."

#### NOTES WORTH NOTING.

The exports of pottery from Japan increased from 1,282,000 yen in first five months of 1904, against 1,804,000 yen in same period this year.

Joseph Creamer, Glenvale, has left for Acton, Ont., to meet the local board of trade and the farmers of the district, with a view to a contract for erecting a cheese factory. The institutions are few in that quarter.

A scarcity of potatoes seems likely in British Columbia, and, from reports, the price is likely to be higher this season than ever before in the history of the Province. Although the crops were large enough they have been very badly affected by rot, and a great quantity is quite worthless for food purposes.

A report from Winnipeg states that the Hon. S. Fisher has decided to have three smaller farms instead of one large farm for Alberta. One will be established in the south, one in the north, and one near the centre. The central one will be chiefly engaged in solving dairy problems, and will in all probability be situated at Innisfail.

For some time past there has been considerable spearing and other illicit fishing going on at Wilcox Lake, three miles from Aurora, which was stocked with bass by the late Government. The Minister of Public Works has therefore decided to appoint a fishery inspector of that lake, and the selection has fallen on Mr. William Hastings of Aurora to fill the post.

The estimated total of cow's milk produced in the world is 26,400,000 cwt., distributed as follows: Canada, 1,300,000; United States, 6,100,000; Russia, 3,500,000; Germany, 3,000,000; France, 2,000,000; England, 2,000,000; Austria, 1,700,000; Italy, 1,450,000; Holland, 1,200,000; Spain, 500,000; Sweden

and Norway, 800,000; Switzerland, 700,000; Denmark, 600,000; Belgium, 600,000; Australia, 550,000; and Portugal 500,000.

The war between the wholesale grocers of St. John, N.B., still continues, though there is but little excitement over it. Those who cut prices have not advanced, and those who refused to do so still remain obdurate. Peas and corn are being sold by a few firms at an actual loss of from six to eighteen cents per dozen tins. The majority of the grocers, however, are not cutting, and as a consequence are not selling very large orders in New Brunswick. The trade with Nova Scotia continues as usual. The present state of affairs is not benefiting any of the wholesalers, and it is hoped that a settlement will shortly be reached.

Henry F. W. Behnson, of Spring Ridge, has forwarded for the inspection of the Agricultural Department specimens of what he claims to be a new variety of pear. The fruit is gathered from a fourteen-year-old tree raised from seed by Mr. Behnson, and appears to be of the species known in England as the William pear, but more elongated in shape like the Jargonelle. It is of a luscious banana flavor, in consequence of which he suggests that it should be named "Banana Queen." J. R. Anderson, Deputy Minister for Agriculture, has forwarded a specimen to Professor Van Demans, who acted as judge of the fruit exhibit at New Westminster, and has asked for his opinion on it.

It is not to be denied, says the American Consul at Eibenstock, that German foreign commerce owes a great deal to the very liberal credit system which has been in use during the past twenty years. In many cases this credit system has been the ruin of English houses in the countries of South and Central America and Asia. American merchants and manufacturers also find the three to four months' credit system the most formidable weapon of their German rivals in every part of the world. In certain lines of goods credits are often granted for a longer period of time. An attractive credit is often a more powerful aid in securing trade than the finest and cheapest line of goods for which

cash is demanded. Yet in the textile industry of Chemnitz, Eibenstock, and Annaberg—cities that manufacture large quantities of hosiery, gloves, and dress trimmings for the foreign market—there are indications that the long credits which are conceded to the trade of some countries, especially in the Orient, are not returning good results.

#### HAMILTON RETAIL GROCERS.

THE Hamilton Retail Grocers' Association held its regular meeting in the Board of Trade rooms, with W. Smye, second vice-president, in the chair.

Mayor Biggar was present by invitation, and addressed the meeting on the sanitarium proposition. He laid the case before the members in a clear way, and most of those present spoke in support of it.

C. H. Peebles gave notice that at the next meeting he would vote that a grant of \$200 be made to this cause.

The members also spoke in approval of the public testimonial to Bandmaster Robinson, and it was unanimously decided to devote \$25 to that purpose, on motion of Adam Ballentine, seconded by John O. Carpenter.

W. Smye was then invited to leave the chair, and Mr. Kirkpatrick took it. Adam Ballentine then, on behalf of the association, presented Mr. Smye with a beautiful Morris chair in recognition of his valuable services as chairman of the picnic committee. Mr. Smye made a suitable reply.

Under the heading of regular business some time was given to a discussion of collection of accounts. The grocers propose to ask the butchers and bakers of the city to co-operate with them in getting after people who can pay, and will not. One proposition is to unite the three branches and appoint a secretary whose duty it shall be to see that the accounts are paid.

#### THE BEAN SITUATION.

Reports from the Kent and Elgin bean district are to the effect that while the crop is not a large one the quality of the bean is very good. In fact one dealer declares that many samples are better than hand picked of last year.

The feeling is stronger than earlier, the American market showing a firmer tendency and \$1.35 per bushel is being paid the farmers.



# CURRENTS

In Store, Three Cars New Currents.

QUALITY EXTRA.

Ask Travellers to show samples, or write us direct.

EMPIRE

IDEAL

SAPPHO

MARATHON

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

## New Evaporated Apples

Now in store, new season's Evaporated Apples.

Evaporated from hard winter varieties only, by the best packers. In 50-lb., 25-lb. and 12 1/2-lb. cases.

These goods are the finest procurable, suitable for laying in for winter supplies, will not turn dark and soft, the same as stock evaporated from early varieties, which have no keeping qualities and are of no use for laying in for any time.

**Our Prices Are Right.**

Our travellers have full particulars. If they do not call on you drop us a card for sample and price.

### James Turner & Co.

**Wholesale Grocers, - Hamilton, Ont.**

Ask for "Le Rayon D'OR"

## VIRGIN SUBLIME OLIVE OIL

From our own productions in

**BARI, LUCCA AND NICE**

Purity guaranteed

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

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

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

# Sultana Raisins

New Goods

"Fine," "Choice"

Prices Right

THOMAS KINNEAR & CO.

Wholesale Grocers

TORONTO and PETERBORO



THE BEST JAR CHEESE TO SELL



THE BEST PACKAGE CHEESE TO SELL



THE BEST WAY TO HANDLE ROQUEFORT

#### NEW COMPANIES.

PROVINCIAL charter has been granted the D. B. Martin, Limited, to construct, equip and operate abattoir and cold storage plants and to deal in live stock, dressed meats, agricultural products and the manufactured products thereof; the share capital of the company to be \$200,000 divided into two thousand shares of one dollar each, the head office of the company to be at Toronto, and the provisional directors to be Robert McKay, Gideon Grant, Andrew Dods, Albert Ernest Lyon, Winifrid Fanny McIntosh and Agnes Elliott.

The capital of the British Canadian Grockery Co., Limited, has been decreased from forty thousand dollars to ten thousand dollars (a) by cancelling one hundred and ninety-five shares of the unissued capital stock of the company, (b) by acquiring from such a shareholder or shareholders as shall be willing to sell the same and by cancelling five shares of the capital stock of the company on which seventy-five per cent of the par value has been paid, and by paying therefor the sum of \$375 and (c) by reducing the nominal amount of the remaining shares of the company's capital from £100 to \$50 per share and by repaying to each shareholder of the company all sums paid by or credited to him in respect of the shares held by him over the sum of fifty dollars.

Provincial charter has been granted to the Lee Grocery Co., Limited, Toronto, the share capital of the company to be \$30,000 divided into three hundred shares of one hundred dollars each, the head office of the company to be at Toronto and the provisional directors of the company to be Frederick Lee, Thomas Walker, Walter Herbert George.

Provincial charter has been granted to the Waltham Cabinet Co., Limited, Toronto, to deal in shop fittings and fixtures, etc., the share capital of the company to be \$40,000 divided into four hundred shares of \$100 each, the head office of the company to be at Toronto, and the provisional directors of the company to be John Morrison, Frank Shapter, and Roan Hamilton Clark.



## UPTON'S

HOME-MADE

Jams, Jellies

and

Orange  
Marmalade

have the true fruit flavor.

They are sold by the  
leading grocers all  
over Canada.

IN STOCK

Choice and Extra Bright

# SULTANA RAISINS

## THE DAVIDSON & HAY, LIMITED

### WHOLESALE GROCERS, TORONTO

#### VISITOR FROM SWITZERLAND.

MR. HENDRY O. SCHATZMANN, export manager of Tobler & Co., the Swiss chocolate manufacturers, was in Toronto this week and called on the trade in company with Mr. McLure and Mr. Langley, the company's agents for America.

Mr. Schatzmann came over on the Amerika on her maiden trip and is enthusiastic over the luxurious appointments of this floating palace. There were 3,600 passengers aboard with a crew of some 400, and although the sea was rough its turbulence was little felt on shipboard.

The milk chocolate business, says Mr. Schatzmann, has had a wonderful development in Switzerland and has forged rapidly ahead of France in the last five years.

The Tobler Company have recently acquired the plant of M. Talmoue, Torino, Italy, at a cost of a million and a half francs, and an additional sum of 200,000 francs for trade marks.

Mr. Schatzmann accompanied by Mr. McLure will visit Chicago, San Francisco, New Orleans, Washington and Philadelphia before leaving for Europe again on December 5th.

A number of years ago Mr. Schatzmann spent some eighteen months in Montreal and finds on his return to Canada gratifying evidences of growth and prosperity.

#### HINTS TO BUYERS.

Leonard Bros., Montreal, have arriving this week new haddies and kippered herrings in 15 lb. boxes; fine, fresh cured stock.

Mr. W. H. Dunn, eastern representative for Tillson, of Tillsonburg, reports good sales of rolled oats, notwithstanding the recent advance.

All grades of shell oysters are a feature with Leonard Bros., Montreal, from fancy Malpeques at \$8, to ordinary grades of bulk at \$3. Nothing more seasonable can be offered.

The Canadian Fairbanks Co., Limited, is about to place on the market a new scale, which has been specially gotten up to suit the grocery use, and has features which particularly adapt it for that trade. It will be known as the "Common Sense Grocer's Scale."

White & Co., Limited, received the first two cars lemons to reach Toronto this season. Stock is very fine for first shipments.

Florida oranges are arriving more freely and with quality much improved.

White & Co., Limited, are handling a very fine line, the "Coon Brand," which is taking well with the trade.

A. F. MacLaren Imperial Cheese Co., Limited, have just received their Fall shipment of Eagle Brand Roquefort

Cheese. Like Canadian cheese, the best Roquefort is produced in September, and as this firm controls the sale of Eagle Brand Roquefort for Canada and United States, those who desire something specially fine in this line should communicate with them.

Shipments of Swiss, Gorgonzola, Roquefort, Edam, Pineapple, Camembert, English Stiltons, and various other fancy cheeses are arriving for A. F. MacLaren Imperial Cheese Co., Limited who are the largest importers of fancy cheese in this country. Quality did it.

#### STARTS WITH THE BUTTON.

The A. D. Fisher Co., Limited, 34 Richmond street east, Toronto, build neat designs in Electric Power Coffee Mills (motor and mill combined) that start with the button. They are run direct from the lighting line in your store, and as easily attached as putting on a lamp; are made for counter and floor with pedestal, can be placed in window or anywhere in your store. Grinding capacity to meet any demands of the grocery trade. They report they are meeting with great demand, which indicates that the grocers of Canada are keen in securing a machine to facilitate their business.

# Tartan BRAND

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

OUR STOCK IS COMPLETE, ALL GOODS REQUIRED FOR

## CHRISTMAS TRADE

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

CURRANTS  
PRUNES  
APRICOTS  
PEACHES, PEARS, PEELS

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

### BALFOUR & CO.,

Wholesale  
Grocers,

### HAMILTON, Ont.

# A WISE DISCRIMINATION

in anything is good, but in **Tea Values** it amounts to *infinite* wisdom. Have you become **tea-wise**, Mr. Dealer?—know the **value** of putting your shoulder to the sales of

## Blue Ribbon Ceylon Tea

to make them **bigger** and **bigger**? If not, **why** not? **Blue Ribbon Ceylon Tea** enjoys an **enviable** reputation **to-day** for the **highest points** in the **Scale of Tea Worth**. The **40c.** line—**Red Label**—sells **readily** and **steadily**. If you don't sell it, **get** it. If you **do sell it, get it again**.

### OLIVE CULTURE ON THE PACIFIC.

**C**OSTLY experiments in the adaptation of soil and patient labor in cultivation have placed olive growing among the first industries in Southern California.

Feeble attempts have been made to grow olives in Arizona, Florida, and some parts of Southern Texas, but practically the only olives grown in the United States are in Southern California.

The earliest American olive growers were the Franciscan missionaries, who came from Spain during the last quarter of the eighteenth century. The Spanish padres brought olive seeds from Castile, and planted the first American olive trees at San Gabriel and San Juan Capistrano, in Los Angeles county. That was about 1768. The fruit from these trees is known as the Mission olive, because the trees grew about the Franciscan missions.

Until 1881 no olives were grown in California but the Mission variety, and the growing of them was desultory and confined to Spanish families in the rural regions. Southern California began to fill up rapidly with eastern settlers at about that time, and the possibilities there were in growing olives as an industry to supply the American market was seen.

Then, just here, began a long list of experiments among enterprising growers to find what varieties of olives are best

adapted to the soils and climate of Southern California. These experiments cost thousands of dollars and years of toil and watchfulness. For instance, Rev. C. F. Loop, of Pomona Valley, went to Italy, Spain and the Riviera, and spent months in studying the old olive history there in all its phases. He imported several varieties of olive trees, and gave seven years and drew heavily on his financial resources to test the several varieties fully in several soils, under various climatic conditions. Edward W. Fries spent over \$20,000 and ten years in finding a variety of olive trees best adapted to oil production in Southern California. Elwood Cooper planted and re-planted a large acreage to imported olive trees in his effort to ascertain the most satisfactory variety of the seacoast lands of sunny Santa Barbara county. About eight years ago California olives began to be seen in the markets, and to-day they are shipped east in hogshead quantities. The early experimenters are at last reaping their reward in substantial profits for all their outlay and work.

The Mission olive is still the most popular variety grown in California because of its steady bearing qualities, but the Nevadillo and Rubra, which are imported from Lombardy, are fast coming into favor with the buyers in the east. As in growing oranges, lemons and prunes in this State, there are certain localities where olives thrive extraordinarily well and where the planters have greater faith in that branch of horticulture than in any other. Po-

mona Valley is the acknowledged home of the olive industry in Southern California, and the fact that from 300,000 to 350,000 trees for planting olive orchards have been grown there and shipped away annually makes it the most important olive nursery depot on this continent.

There are in California nine mills for the production of oil from the olive. The largest is the James mill, at San Fernando. It was built two years ago on plans from Italy, and much of the machinery and apparatus came from Leghorn, Italy, and Barcelona, Spain. The Cooper olive mill at Santa Barbara and the Kimball mill at National City, near the Mexican border line in San Diego county, have each cost many thousands of dollars, and have been sources of large profit. So large has been the call for California olive oil since 1896 that the whole product has frequently been sold in less than ninety days after its extraction from the berries. It was formerly contended for years that the olive oil, adulterated with cottonseed and peanut oils and other ingredients, was so popular and cheap in the United States that the average person did not know the difference, and, therefore, did not care for the pure oil of the olive.

In California the method of growing olive trees from small cuttings has for ten years been made a great success. Olive trees for orchard planting purposes used to cost \$7 to \$8 each. They

Send US your orders for

NEW **CALIFORNIA**

25 and 50-lb.  
boxes

**APRICOTS  
PEACHES  
PRUNES**

We have the goods and at right prices.

**The EBY, BLAIN CO., Limited**  
WHOLESALE GROCERS, - - TORONTO

can now be had by the thousand for 10 and 15 cents each. A poor Pomona nurseryman found by experimenting that olive trees could be propagated from cuttings by starting them in the Winter months in boxes of sand in hot greenhouses. That discovery has been worth millions of dollars to California and the southwest, but the discoverer is still working in a Pomona nursery for \$1.50 a day.

The new method of propagating requires the most constant attention and much experience, but the plants are grown on such an enormous scale that the cost of each is very low. When the cuttings are rooted they are transferred in the warmer months of Spring to the out of doors nursery, where they become trees of three and four feet in height in twelve or eighteen months.

The practical grower plants the trees in his olive orchard forty feet apart, so that there will be ample room for the roots to spread over a large area and to get all the sustenance possible from the soil. Hidalgo Tablada, of Spain, the most famous authority on olive culture outside of California, says that fifty feet is a safe span, as the roots of each tree spread once and a half the diameter of its crown. This separation, too, insures light and heat in abundance, some growers even pruning out the centre of the tree in "goblet" shape to further bestow these auxiliaries.

The olive has an almost human gift of adaptation to environment. It flourishes in a temperature that falls to 14

degrees above zero, and in the inland valleys of California, where the thermometer reaches 120 degrees, it grows, irrigated only by natural rainfall. It finds in California foothills just such homelike surroundings as its 4,000 feet level in Algeria, and its Italian elevation of 3,200 feet. It will prosper in any friable rich soil in lime and potash, as are all the virgin lands of the coast. It also does well where its roots can penetrate easily a rocky, clay, sand, granite or volcanic formation, seeming to prefer an arid mountain soil, but not disdaining life in the black adobe near the coast.

There are in Spain, Italy and California some 290 varieties of olives, the oil of each being as distinct in flavor as the wines of different grapes, and the colors of the oils ranging from amber to deep gold. The pickling olive is no more to be confused with the oil olive than the raisin grape with the wine grape.

The picking and harvesting of olives in California is largely done by boys and girls, who drive their prepared wagons under the branches of spread canvas on the ground to catch the fruit. The tree is generally shaken, or the fruit may be dropped by hand or dislodged by padded rakes, the gatherer being duly impressed by the ancient precept, "Do not cut or strike Minerva's sacred tree."

To secure the olive oil the olives have first to be reduced to a paste-like sub-

stance, the mass being packed by hand into round, flat manila mats, imported from Italy and Spain, and known as bruscoles, so that each mat holds about half a bushel of olive pulp. The mats are piled one upon another to the height of a yard and placed in a powerful hydraulic press. The pressure upon them is gradual, continuing for several hours, until the pulp has been squeezed dry. The oil runs with the "water of vegetation" into tin tanks below.

The next process is filtering and separating the oil and water, and then comes a series of clarifications of the oil to suit the demands of commerce and to please the appetite of consumers. The process of clarifying olive oil requires about a week in a constant temperature of 55 degrees. Extreme care must be exercised in order to keep any odor or taint of atmosphere from the apartment where the clarification is in progress, for olive oil is unusually susceptible to attracting and holding odors and dust.

The edible oils and some of the others, perhaps, are filtered through prepared cotton or charcoal lying between sand and chalk, the sand holding the gross impurities and the charcoal the subtler, while the chalk absorbs part of the "water of vegetation." The final product is preserved in earthen jars or in cool reservoirs.

J. G. Kertcher, grocer, Ottawa, Ont., the stock of this trader has been sold at 60 cents on the dollar.

# MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

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

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

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

TELEPHONE M 3960

# MINCE MEAT

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

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

It does not pay

**ROYAL  
YEAST**



to stock  
more than  
1  
kind of

**YEAST**

is the standard  
Yeast of Canada

You know it and  
your customers know it

**WHY EXPERIMENT ?**

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

**TORONTO, ONT.**

Chicago,  
Ill.

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

# ALWAYS PREPARED

to furnish prices on car lots or less in

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

**OUR MOTTO :**

**Prompt shipment and one quality, namely, the best**

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

73-75-77 Colborne Street

**Toronto.**

# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN

Montreal, Nov. 2, 1905.  
**C**HEESE is much stronger since our last report. Country markets have advanced, and the demand for export has been generally good at higher prices. The late feature of the cheese market is the advance by the large retail shops in England from six pence to seven pence per pound. That means that the small retailers in the U.K. are now able to get eight pence per pound for their cheese, and, instead of affecting the market adversely, it has actually brought on a new demand from British markets, simply bearing out our former remarks that it matters very little to the consumer whether he pays six pence or seven pence or even eight pence per pound for cheese when he wants it.

However, the very fact that the large retailers of Great Britain have advanced their price to seven pence per pound, and instead of depressing the wholesale market by this advance actually causing a stronger market in the U.K. and in Canada, fully bears out our former remarks that prices must surely advance on account of insufficient supplies.

Some sections of Canada report a full make still going on, and promise a continuance of it on account of the prevailing high prices, but in most sections the cheese factories are about closing for the season, and what little milk there is is generally going into butter. The weather is getting cold and the pastures are no longer good for feeding purposes. Cattle have to be housed and fed, and the milk is wanted for daily use, while the small surplus will mostly be used for the making of butter. The season of production of cheese is very nearly ended, and the quality of cheese made from now on will not be good enough to suit the particular fancy trade.

As pointed out previously in these articles, stocks are not burdensome either on this or the other side of the Atlantic. They are less than a year ago, when the supplies proved to be inadequate for the natural consumption during the Winter months. Prices are higher this year, and this may decrease the consumption, but, really, a decreased consumption is needed if the present available supplies are to last until the new season opens next year.

The United States, from reliable information at hand, have this year no cheese to spare for export. Prices there are a long way above the parity of prices in Canada, and a strong demand for their home consumption.

Supplies from other countries, notable from New Zealand, do not promise to be excessive, and, taking the situation altogether, it seems at the moment at least very healthy and pointing towards higher prices in the future.

Butter is in a very peculiar position. The demand for export is falling off, as

British markets will now get their principal supplies from Australia, but our exports of both creamery and dairy butter this season have been so large that our supplies on hand are barely enough to carry us through the Winter months for our own home consumption. There is practically no cheap butter here for bakers' or cooking purposes, and having no margarine here to fall back upon, we have almost a butter famine staring us in the face. Late country markets are certainly very firm, and prices show an advancing tendency, and it looks like much higher prices prevailing in our markets in the future.

To sum up, this has been a year of high prices for both cheese and butter, and the statistical situation is strong enough on both to prevent any decline and probably cause a further advance in prices on both cheese and butter during the Winter months.

### LONDON PRODUCE LETTER.

By Our Own Correspondent.

**T**HE market for Canadian butter is still somewhat dull, although there are signs of some slight recent improvement, bringing prices for choicest unsalted butter up to 110 and 112 shillings. Choicest brands of salted stand at 108 to 110 shillings per cwt. Australian butters, however, are still detracting attention from Canadian, and in view of the fact that from now onward Australian butters are expected to arrive in large quantities, importers here are wondering what stocks are held in Canada for export. Failing accurate information, it is impossible for importers on this side to move as freely as they might wish. Although, when everything is taken into consideration, it does not seem likely that Canada will be in a position to cater to the demand of this market so fully during the next few months as heretofore still there are those in London who suspect that large stocks of butter are being held in Montreal with the hope of forcing sales over here later on. Those who express this opinion, although they are in the minority, are fully determined to decline any response to further advances in the price of Canadian. Many of them have, during the past few weeks, sold their Canadian butter at a very small profit indeed, some at an actual loss, and now that supplies from Australasia are coming in more freely, they are glad to turn to something which is attracting more attention and meeting with better sales. Australian butter, owing to the fact that it is newly arrived and of very fine quality, is doing well, and the market in that direction is active. It is true that stocks on the spot are short, which accounts, perhaps, for the slight improvement in Canadian business, to which I refer above, but there is a considerable amount on the water.

Although there are those who suspect

that heavy stocks of butter are being stored in Montreal, the general opinion seems to be that such stocks as there are will only be sufficient to meet the home demand during the Winter months, when production is limited. It is understood here that dairy butter is scarce in Canada, which will doubtless affect the price of creameries. Another fact, which seems to imply that Canadian exports will not be heavy during the Winter months, is that although production has not been excessive, 38,000 cwts. more of Canadian butter have been shipped since the end of June, 1905, than in same period 1904.

### Cheese.

The position of the cheese market is satisfactory, with fair business done at 55 and 56 shillings. The most remarkable event of the week, however, has been an advance in price of cheese on the part of nearly all the big retail concerns. From their point of view this is highly necessary, for, when it is remembered that prices are about 10 shillings per cwt. higher than at this time last year, it will easily be understood that they have not been making much profit. Under the circumstances it is not surprising to find that they have been buying in very small quantities — just sufficient, in fact, to fill temporary requirements. Although these retailers do not, of course, say so, there can be little doubt that they have been pushing other lines of provisions, in which there is more profit to them. Stocks of cheese, held by importers, have not been large, and it is felt that the advance in price reported this week by retailers will have a very beneficial effect. It is worth noting that, according to Board of Trade returns, there were 42,000 odd cwts. less cheese sent over from Canada during September, 1905, than in the same month, 1904, and during the first two weeks of October, 1905, 17,958 cwts. less than in 1904. This decrease is not to be regretted, for it is keeping the market in a healthy tone.

### Bacon.

As to the bacon market here, there is very little alteration to report. Supply and demand, as noticed last week, are fairly equalized. This is quite the wrong time of the year for any advance in the bacon market, for such a move could have but one result, viz., to advance the price of hogs. As no reliance can be placed on trade, such an advance, as far as curers are concerned, would be productive of evil consequences, since the demand at this time of the year can easily be transferred to other foods. Frozen beef and mutton, for instance, are particularly cheap at the moment, and plentiful also.

According to advices received, Canadian bacon is now very nearly touching the best qualities of Irish and Danish, realizing, as it does, 59 and 60 shillings for best weights. This is very satisfactory, and it might be mentioned just here that bales of non-boraxed, which makes such delightful eating, are particularly popular.

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is a cough cure  
**EXTRACT OF MALT**  
is a tonic

Both the are in daily demand  
at a Grocery store.

Have you them?  
—  
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**BROOMS**  
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Splendid value

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Hamilton and Winnipeg.

**PROVISION AND DAIRY MARKETS.**

**TORONTO.**

THE local demand for provisions continues to show great activity and prices, in consequence, are ruling very firm. Supplies which are coming to hand are speedily wiped up to fill existing orders; stocks are therefore making no headway, as arrivals are barely sufficient to meet the current demand.

Beef has eased off somewhat, quotations showing a reduction equal to about one cent per pound on all grades.

Street hogs have shown a downward tendency being now quoted at \$7.75 to \$8.25.

**Meat—We quote:**

Long clear bacon, per lb.	0 11½	0 12
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 12	0 12
Small hams per lb.	0 14	0 14
Medium hams, per lb.	0 14	0 14
Large hams per lb.	0 13½	0 14
Shoulder hams, per lb.	0 11	0 11
Backs, per lb.	0 15	0 16
Heavy mess pork, per bbl.	18 00	18 00
Short cut, per bbl.	22 50	22 50
Shoulder mess pork, per bbl.	4 50	15 00
Lard, tierces, per lb.	0 10½	0 10½
" tubs	0 10½	0 11
" pails	0 11	0 11
" compounds, per lb.	0 07½	0 07½
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	6 00	7 00
" front quarters	5 50	6 50
" choice carcasses	4 50	5 00
" common	4 00	5 00
Mutton	0 08	0 08
Spring lamb	0 09	0 10
Veal	0 07	0 10
Hogs, street lots.	7 75	8 25

Butter—Arrivals are coming in in better quantities and demand is being easily met. Creamery butters all show a decline of about one cent. per pound. Dairy butters have not reached the market in any great quantities.

**We quote:**

Creamery prints	0 23	0 24
" solids, fresh	0 2½	0 23
Dairy prints	0 21	0 21
in tubs	0 17	0 19

Eggs—New laid eggs are only arriving in very small quantities scarcely sufficient to be noticeable. Storage eggs are now being quoted at 20 cents, fresh or pickled.

New laid eggs, per doz.	0 21
Fresh	0 20
Pickled	0 20

Cheese—The local cheese market has shown considerable strength since our last issue. The weakening tendency which was noted in our last report has suddenly taken a reverse turn and offerings on the various cheese boards have advanced several points. The export trade shows no marked improvement and the situation is practically covered by the report in our last issue.

Cheese, large	0 11½
" twins	0 12

**Cheese Board Report.**

(For week ending Oct. 20.)

Board.	Boxes.	Price.
South Finch	750*	0 11½
Listowel	45	0 11½
Kemptville	45	0 11½
Montreal	7,944	0 11
Bellville	2,725	0 11 7-16
Kingston	40	0 11½
Brockville	4,612*	0 11½
Cornwall	876*	0 11 7-16
Iroquois	869	0 11½
Perth	1,000*	0 11½
Ottawa	1,000*	0 11½
Alexandria	1,066*	0 11½
Winchester	400	0 11 3-16
Huntsdon, Que.	213*	0 11½
Cowansville, Que.	565	0 11 9-16
Wat. towns	4,137*	0 12½
* White and colored.		0 13

**MONTREAL.**

Provisions—Market for fresh killed dressed hogs holds steady. Supplies of live hogs are plentiful and prices easy. Prices, \$8.75 to \$9.00 for finest.

Bacon sells freely at 10 1-2c. for long clear and 14c. to 15c. for finest smoked.

Hams are also in good demand. We quote:

Lard, pure tierces	0 10½
" " 56-lb. tubs	0 11
" " 20-lb. pails, wood (10½)	0 11½
" cases, 10-lb. tins, 50 lbs. in case	0 11½
" " 5-lb.	0 11
" " 3-lb.	0 11½
Lard, Boar's Head brand, tierces, per lb.	0 06½
" " 3-tierces, per lb.	0 07½
" " 30-lb. fancy tubs	0 07½
Cases, 20 3-lb. tins, per lb.	0 07½
" 12 5-lb. tins	0 07½
" 6 10-lb. tins	0 07½
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	\$19 00
Canadian short cut mess pork	\$20 00
American short cut clear	20 00
American fat back	19 00
Breakfast bacon, per lb.	0 14
Hams	0 12½
Extra plate beef, per bbl.	11 50

Poultry—The fine mild weather prevailing during the past week very materially restricted the sales of turkeys and poultry generally. There was not so much stock shipped in from country points as is usually the case and the earlier period of Thanksgiving seems to be detrimental to heavy trade in poultry. Farmers are still allowing their stock to use the fields instead of using the barnyard feeding. The latter produces the best stock and as this year not much fattening had been possible few good desirable turkeys found their way to market. Chickens are in good supply and selling at 11c. to 11 1-2c.

Fowls, 9c. to 10c.

Geese, slow sellers at 10c. to 11c.

Ducks in good demand at 11c. to 13c.

Butter—There has been a good local demand and prices are being well maintained. The feeling that creamery butter is none too plentiful has caused more general buying by dealers anxious to get in the last of the grass butter. Outside points report good demand and steady prices. We quote:

Fancy Townships	0 22½	0 22½
Finest creamery	0 2½	0 22½
Fine	0 21	0 21½
Medium	0 20	0 21½
Fresh dairy tubs	0 18½	0 19

Cheese—A stronger feeling obtains in cheese and foreign inquiries are coming in better. Liverpool advanced the early part of last week 6d to 1s., at 55s. 6d to 57s. Local dealers are firm in their prices and not disposed to credit the reports of excessive stocks held abroad. We quote:

Finest Quebecs	0 11½	0 11½
Townships	0 11½	0 11½
Ontario	0 11½	0 11½

Eggs—The local demand is steady. Receipts are about equal to the demand and this is holding up prices. Market is steady. Good export demand. We quote:

Strait ht receipts	0 18½	0 19
Selected stocks	0 22½	0 23

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

Provisions—In pork, rather high prices rule. Some little domestic mess offered and there is a fair demand.



In beef there is little sale and prices are unchanged. Canadian beef does not seem to get any strong hold on this market.

Increased quantities of American pure lard continue to be imported. Canadian commands rather the higher price. Refined lard still low.

Smoked meats high.

Veal, little offered.

Lamb is scarce and high; mutton rather firmer. We quote:

Meas pork, per bbl	\$20 00	\$21 50
Clear pork, "	18 00	21 00
Plate beef, "	13 00	15 00
Domestic beef, per lb.	0 05	0 07
Western " "	0 08	0 09
Mutton " "	0 05	0 06
Veal " "	0 06	0 07
Lamb " "	0 09	0 10
Pork, per lb.	0 07 1/2	0 08
Hams, "	0 13	0 14 1/2
Rolls, "	0 10	0 13
Lard, pure, tubs, per lb.	0 11 1/2	0 11 1/2
" " pails, "	0 11 1/2	0 12 1/2
Refined lard, tubs, "	0 08	0 08
" " pails	0 08 1/2	0 09

**Butter**—Stocks are light and best grades are higher. There is steady sale. We quote:

Creamery butter	0 25	0 27
Best dairy butter	0 20	0 22
Good dairy tubs	0 17	0 19
Fair	0 16	0 18

**Eggs**—Prince Edward Island prices rather higher. Prices there are above the Montreal market. Local change light. We quote:

Eggs, hennery	0 24	0 26
case stock	0 19	0 21

**Cheese**—Market not active. Twins have the demand but price is too high as it effects consumption. We quote:

Cheese, per lb.	0 12 1/2	0 13 1/2
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VANCOUVER, B.C.

The feature of the local markets this week was of course the interest aroused in the poultry supply. A car of turkeys arrived from the east by express, but it did not count for much in face of the demand. Some small supplies of local birds were secured, but not sufficient to cut any figure. Of other varieties, ducks and chickens had about an equal interest with game birds in supplying the Thanksgiving tables. The turkeys did not cover half the market. Prices retail were quoted at 30c. per lb., but buyers could not get birds at that.

Choice dressed fowls brought 20c. per lb.

Mallard ducks were 75c. to 90c. per brace.

Local butter remains unchanged in price, 25c. and 26c., for creamery and 20c. to 22c. for dairy. East of the mountains stock a shade lower.

WINNIPEG.

**Creamery Butter**—As noted last week there is a brisk demand and as stocks

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

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

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TORONTO, ONT.

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

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

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This space \$30 per year.

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IMPORTERS OF CANADIAN

CHEESE, BUTTER, EGGS AND POULTRY.

Reference, London City and Midland Bank, West Smithfield

We buy outright

are light, further advances are not unlikely. We quote:

Finest fresh creamery, in 56-lb. boxes.....	0 24
" " " " in 28-lb. boxes.....	0 24
" " " " in 14-lb. boxes.....	0 24
" " " " in 1-lb. bricks.....	0 25

**Dairy Butter**—Produce houses are paying 17c. per lb. for No. 1 dairy butter delivered in Winnipeg. The market is firm with a tendency towards an advance.

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

Finest Ontario, large.....	0 10
" Manitoba, large.....	0 13
" " " twins.....	0 13
" " " small.....	0 13

**Lard**—As noted last week there has been a reduction to a tierce basis of 10c. per lb. We quote:

Tierce basis, per lb.....	0 10
Small packages take the following advance:	
50-lb. tin cans, per lb.....	0 06
20-lb. tin pails, in 8-lb. cases, per lb.....	0 06
10-lb. " " in 6-lb. " ".....	0 06
5-lb. " " " ".....	0 01
3-lb. " " " ".....	0 01
20-lb. net white wood pails, per lb.....	0 06

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

**SMOKED MEATS.**

Hams, selected stock, special mild cure.....	0 15
Bacon, " " " ".....	0 19
Backs, " " " ".....	0 14
Picnic, " " " ".....	0 09
Hams, sugar cured, assorted sizes.....	0 14
" " heavy, 20 to 30.....	0 13
Picnic, " " assorted sizes.....	0 08
Shoulders, " " " ".....	0 14
Bacon, " " breakfast bellies.....	0 13
" " " " breakfast backs.....	0 15
" " " " Wiltshire sides.....	0 11
" " " " spiced rolls, long.....	0 09
Manitoba butts, " " " ".....	0 10
" " " " skinned.....	0 11
" " " " boneless and rolled.....	0 11
" " " " rolls, boneless.....	0 11

**DRY SALT MEATS.**

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

**BARREL PORK.**

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

**PICKLED GOODS (COOKED).**

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

**Eggs**—Produce houses are paying 20c. to 21c. per dozen for eggs delivered in Winnipeg.

**OTTAWA COMMERCIAL TRAVELERS' CLUB.**

OTTAWA has always been a great Mecca for commercial travelers at the week-end. Many salesmen who work the Ottawa Valley, the Lake Superior district, and Eastern Ontario, make their home in the capital, and many others covering the same territory make it a point to take advantage of Ottawa's fine hotel accommodation over Sunday. Altogether, it is said that some three hundred "drummers" make their headquarters there.

For some years it has been felt that some means would have to be provided to permit the "Knights of the Grip" to get together, spend their off time pleasantly and profitably, and enjoy each other's association.

It was to fill the bill in that connection that the Ottawa Commercial Travelers' Club was conceived, and finally organized last week. Indications would point to a most successful existence for

the new club, as the membership already reaches two hundred, and is rapidly growing.

The promoters of this enterprise have had in view not only their own well-being, but also the interests of the firms which they represent. One of the features of the club is a clause in the constitution which provides that the interests of the members should be guarded against legislation sought by individuals, or enacted by Governments, which might encroach upon their rights.

The long-felt want of some common meeting place is filled by the establishment of rooms for recreation and reading. It is also proposed to hold entertainments of various kinds, from time to time. The first of the series will be held at the Russell Theatre, in January, 1906.

The club is very cosily located in rooms over the Bank of Nova Scotia, and it is proposed to make the accommodation more spacious after the first of the year, by taking in the remainder of the flat. The quarters will be fixed up attractively and the boys will have no occasion to "wander from their ain fireside."

At the head of the club are young men



Mr. J. H. Meikle

of push and enterprise, while the rank and file of the membership are imbued with the same spirit. This paper congratulates the Ottawa travelers on their energy, and wishes their venture every success.

The officers of the Ottawa Commercial Travelers' Club are as follows:

Honorary President—Major H. A. Bate, of H. N. Bate & Sons, wholesale grocers.

President—J. H. Meikle, representing Caverhill, Learmont & Co., wholesale hardware, Montreal.

First Vice-President—Albert Allard, of Prevost & Allard, wholesale grocers, Ottawa.

Second Vice-President—John Blyth, representing J. M. Garland, wholesale dry goods, Ottawa.

Treasurer—Sam Myers, representing the American Tobacco Co., Montreal.

Secretary—John A. Kealy representing John Labatt, brewer, London.

Committee—S. E. de la Ronde, Jr., of the F. J. Castle Co.; A. Eugene Landrian, wholesale tobaccos; Peter Gauthier, of James Robertson, wholesale boots and shoes, Montreal; Jno. F. Hawley, of the F. J. Castle Co.; W. C. McCarty, solicitor.

**ABOUT FRENCH AND ITALIAN OLIVE OIL.**

WE draw our readers' attention to the new advertisement in our issue of to-day, of the firm of Suaut & Cie., olive growers and manufacturers of pure olive oils, in Nice, Barri and Lucca. This very old established house is now owned by Messrs. Mengert, Gagnoli & Cie., of Nice, from which city they control their immense trade throughout the Mediterranean, as well as their olive groves in Italy.

Suaut & Cie. are of European reputation, and practically control the German oil trade, and some idea may be formed of the extent of their business when they show upon their trade circulars that they are represented by agencies in one hundred and fifty of the principal cities of Europe. Mr. J. P. Sguiglia, manager of the English department, visited several of the large cities of the United States and Canada during June and July, the result being the establishment of an agency in Montreal under the control of Mr. J. Russell-Murray, to represent the company for the entire Dominion.

The consumption of oil, especially in the Province of Quebec, is of importance, very considerable quantities being imported for culinary use, and buyers at all times realize the value of obtaining an absolutely pure olive oil, unadulterated by cotton seed, sesame, or other cheap oils, and hence the favorable reception that Suaut & Cie.'s products have received in the judgment of those able to value the intrinsic merits of the oils.

Suaut & Cie. absolutely guarantee their products, and the grading is done largely while the oil is being received from the press, the highest grade, or virgin oils, being those that are first received. All the most delicate and surface cells are ruptured, thus producing particularly fine, limpid, and pure oil.

In regard to packing and preparing for the market, the firm contains within itself all the necessary equipment for the preparation of packages and their packing. Barrels, tins, printing and all operations connected with the production of a first-class package, are all conducted within the firm's premises, so that nothing is left undone to meet the wishes of their clients.

Under such auspices it is not a surprising fact that their business interests have grown enormously during the last twelve or fifteen years, and a discriminate purchasing community, such as exists in Canada, will quickly realize the high-class value of Suaut & Cie.'s productions.

Wholesale buyers should take note of this oil, new to Canada, and we are sure that any inquiries made to the Canadian agent, Mr. J. Russell-Murray, will have very prompt attention.

**LIFE'S COMPASS.**

Four things a man must learn to do  
If he would make his record true:  
To think without confusion clearly;  
To love his fellow-men sincerely;  
To act from honest motives purely;  
To trust in God and Heaven securely.

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Mooney Biscuit & Candy Co., Stratford, Ontario.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Rose & Lafamme, Montreal.  
Stewart Co., Toronto.

Brooms and Brushes.

Woods, Walter, & Co., Hamilton.

Canned Goods.

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

Cash Registers.

National Cash Register Co., Dayton, O.

Cheese Cabinets.

Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.

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

Cocoa Nut.

Downey, W. P., Montreal.  
Greig, Robert, Co., Toronto.

Cocoa and Chocolates.

Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Mott, John P., & Co., Halifax, N.S.  
Tippet, A. P., & Co., Montreal.  
VanHouten's—J. L. Watt & Scott, Toronto.

Computing Scales.

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

Concentrated Lye.

Gillett, E. W. Co., Toronto.

Condensed Milk and Cream.

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

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Kaufmann, W. P., Toronto.

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Campbell's, E., Sons, Hamilton, Ont.  
Gowans, Kent & Co., Toronto

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

Financial Institutions & Insurance.

Bradstreet Co.

Fish.

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Black Bros. & Co., Halifax.  
Guest, W. F., Fish Co., Winnipeg, Man.  
James, F. T., Co., Toronto.  
Newton C., Grand Manan, N.B.  
White & Co., Toronto.  
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.

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

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Boyd, Thos., & Co., Liverpool, Eng.  
Crichton, Alexander, Liverpool, Eng.  
Doughty, A. C., & Co., London, Eng.  
Gatskell, J. H., Liverpool, Eng.  
Griffin & Culverwell, Bristol, Eng.  
Hall, R. C., & Co., London, Eng.  
Lethem, John, & Sons, Leith, Scotland.  
Little, Geo., Manchester, Eng.  
Marshall, James, Aberdeen, Scotland.  
Meeker, George R., & Co., London, W.O.  
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Rapp, Herman, & Co., Liverpool, Eng.  
Salter & Stokes, London, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Sowerbutts A. E., & Co., London, Eng.  
Whiteley, Muir & Co., Liverpool, Eng.  
Wickes, Hamilton, & Co., London, Eng.

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Dawson Commission Co., Toronto.  
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Gillard, W. H., & Co., Hamilton, Ont.  
James, F. T., Co., Toronto.  
McWilliam & Everat, Toronto.  
Ratray, D., & Son, Montreal.  
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Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Thompson & Mathieson, Glasgow, Scot.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Vleena Figs.  
Walker, Hugh, & Son, Guelph.  
Warren Bros. & Co., Toronto.  
White & Co., Toronto.

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

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Frontenac Cereal Co., Kingston.  
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Kirouac, Nap. G., & Co., Quebec.  
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Davidson & Hay, Toronto.  
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Gillard, W. H., & Co., Hamilton.  
Kinnear, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

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Coles Mfg. Co., Philadelphia, Pa.

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

House Insect Destroyer.

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Downey, W. P., Montreal.  
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Greig, Robert, Co., Toronto.  
Imperial Extract Co., Toronto.  
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Smith, E. D., Winona, Ont.  
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Carman, Joseph, Winnipeg, Man.  
Clift, Thos. B., St. John's, N.F.  
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Dingle & Stewart, Winnipeg.  
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Gorham, J. W., & Co., Halifax, N.S.  
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Kylie, O. E., Toronto.  
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Millman, W. H., & Sons, Toronto.  
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Nicholson, Bain & Johnston, Calgary.  
Patrick, W. G., & Co., Toronto.  
Radiger & Janion, Victoria and Vancouver, B.C.  
Ratray, D., & Son, Montreal.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Stevens, H. J., Montreal.  
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Thomson & Mathieson, Glasgow, Scot.  
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Watt, J. L., & Scott, Toronto.  
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Codville & Co., Winnipeg and Brandon.  
Creed, J. S., Halifax, N.S.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Ewing, S. H. & A. S., Montreal.  
Gillard, W. H., & Co., Hamilton.  
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Japan Tea Traders' Ass'n.  
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Salada Tea Co., Montreal and Toronto.  
Wood, Thos., & Co., Montreal.

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## NEW ADVERTISEMENTS.

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## THE TRADING STAMP EVIL.

THE new law relating to the giving and receiving of trading stamps has come into force with the present month, and is of vital interest to every retail merchant throughout the Dominion.

The issuing of these stamps had become a menace to the multitude of small traders in certain towns, and it is with an immense degree of satisfaction that the death of the system will be heralded.

The law is a very strong one, and brings all offenders easily under the Criminal Code, as well as greatly enlarging the classification of schemes coming under the head of "Trading Stamps," and it is incumbent upon every retailer to watch with vigilance any attempt to evade the law in his locality.

Already there are signs that the corporations which were recently prominent in this line of business are endeavoring to devise means to evade the provisions of the new law, and there is no doubt that these institutions will "die hard," but it was clearly expressed at the passing of the Act that if any part of it needed strengthening or amending it would receive consideration at the next session of Parliament.

We cannot press too strongly on all sections of retailers to awake to the opportunity and do all in their power to purify retail business methods, and look askance on any attempt to revive this old evil under any new garb.

## PACKING ACCOMMODATION.

A MONTREAL jobber recently showed a representative of this paper a series of interesting correspondence with one of their customers relating to the non-arrival of a small purchase. The customer wished the goods sent to a neighboring house to be enclosed with a package from that firm for shipment. The trouble arose through the fact that the latter house would give no receipt for the parcel and the former one did not feel justified in leaving unreceipted a valuable purchase. Annoyances of this kind arising from enclosures are of almost daily occurrence and jobbers have wrestled to adjust the problem satisfactorily. The practice of sending goods to be packed to other houses is of untold benefit to retailers in effecting numerous savings. The manufacturing and jobbing trade hardly regard this practice as an evil and are constantly imposed upon by unreasonable demands. The desire to accommodate their customers has led to concessions of a ridiculous nature. The extra expense entailed is considerable. Larger cases, increased cartage, more help, time and labor are necessarily entailed. In these days of changing style and quick demand retailers often defeat their own object by insisting upon this practice, as delays and misunderstandings are altogether too frequent.

A rigid inquiry throughout the trade fails to reveal any house that refuses to give this accommodation to its customers. However, the methods employed in tracing these inclosures vary greatly and some concerted action is essential to lessen the difficulty. In general the impression prevails that since the goods are not from its own house there need be no attention paid to their proper handling. In many cases there is also no system in checking these goods.

The chief obstacle in the way of effectively performing this service is the refusal to give a receipt by more than one reliable house. This policy is extremely short-sighted, as a receipt practically

relieves the firm receiving the goods from all further responsibility if the wording is clear. If trouble arises through non-arrival of the goods to the customer the firm has only to look up its receipt and trace the shipment to prove that it is not responsible.

Ignoring the inconveniences caused by this practice in the matter of delayed shipments, etc., the advisability of a receipt deserves earnest attention. The chief objection to giving a receipt lies in the fact that the firm has no knowledge of the contents or value. There are various ways of getting round this difficulty, and the receipt used by Greenshields Limited, evolved by Mr. Geo. L. Cains, is explicit in every detail. This receipt is also in use by several other houses in various forms. The double form allows space to give the names of the firms from whom the goods were received and to whom addressed, as well as a rough description of the goods. Following this comes the important part, which reads as follows: "Contents and value unknown. It is distinctly understood that we are not to be held responsible for the safety of the above in any way beyond enclosure with our shipment." McIntyre, Son & Co., Limited, use the following: "As the above parcel is forwarded by us merely for the convenience of customers, it is understood we are not responsible for its contents or safe delivery." Another jobbing house which does not sign for parcels has a triple method of checking in and out and all records can be immediately found. Where care in the receiving and packing rooms is practiced, and an inventory of all packages on hand is made at short stated intervals, there is little likelihood of any confusion arising. In fact one house states that since 1903 they have never lost a parcel.

The favorite method in large houses is to give a receipt from a duplicate book when the goods are received. This is then entered and the goods are transferred to the packing room, where a receipt is given to the receiving room. The packing room enters the acknowledgement of their arrival in an enclosure book, stating who from, who for, and the date received. Further, the list of all parcels inclosed is entered upon the bottom of the invoice.

Jobbers and manufacturers seemingly regard this accommodation to their customers as an obligation for them to buy the bulk of their purchases from the house furnishing such accommodation. The fact remains, such favors cost a great deal of money and cause vexatious delays and needless unpleasantness. It is not conceded that the practice can be eradicated, but retailers are

servicing their own interests when they do not make an imposition of such a favor. A regular practice of this kind should be condemned by all concerned. An occasional accommodation is all right, but there is a limit to all good things.

#### THE PHILOSOPHY OF DISCOUNTS.

IN his eagerness to buy at the best possible rates the dealer should never lose sight of the quality of the goods or their reputation with the public when the question of discounts is considered. How often the traveling man is told: "I can't very well handle your line. You see you allow only a discount of 25 per cent., while Messrs. So-and-So have offered me 40 per cent." Often the dealer says this in a decisive, matter-of-fact way as if quality or salability were no considerations whatever. Quite likely the article on which the lower discount is offered is a standard article of proved merit, well advertised and known to the public. In such a case the wise merchant will, first of all, compare the time and cost of selling, say, \$200 worth of goods with an established reputation, and that are asked for by the public, with the time and cost of disposing of the same amount of another practically unknown, and that you have to persuade customers to buy against their own inclination. Not infrequently an unusually big discount is a suspicious symptom of dangerously poor quality, and be it remembered in this connection that a dealer's good name is his most valuable asset.

In handling reliable goods that are thoroughly advertised the dealer has an advantage that means much to him in dollars and cents. If the dealer has to make the reputation for the goods he handles and create a demand where none existed, and this, too, in competition with goods of established reputation and in constant demand, twice the discount offered by the manufacturer of the standard product would be too small.

When the progressive dealer rents a store he doesn't go into the side streets or away from the retail centre where he might get an elegant store at a very low figure, but he secures the best location possible, right on the principal street, and pays a good rent for it, knowing that the location will secure a volume of business that will justify the rental.

Just so in handling goods that are known to be standard, that have secured a reputation, that are advertised so extensively and judiciously that they are known almost to the exclusion of

competitors' goods—the volume of sales of such merchandise will more than justify the small discount received.

The difference in discount represents but part of the cost to the manufacturer of making his wares the best known in the world, of advertising them in trade and other newspapers and creating a demand for them, of placing them in a position where they're called for and very little effort is required to sell them. He has taken the land in its virgin state, cut down the timber of prejudice, cleared the stumps of opposition and prepared it for the highest cultivation. Incidentally this costs the manufacturer lots of money, but it makes, at the lowest discount, the most profitable line of goods the retailer can handle.

There's more money in selling \$100 worth of goods a month at 25 per cent. profit than there is in selling \$100 worth of goods in two months at 40 per cent. profit. Furthermore, there may be reputation for you in one, and possible disaster in the other. It is the dealer's privilege to insist on the most favorable terms, but he must not allow an exaggerated discount to blind him to what is best for his good name and business.

#### FREIGHT AND INCIDENTAL CHARGES

FROM time to time difficulties arise between the retail storekeeper and his jobber as to the exact meaning of those mystic letters, f.o.b. The ordinary conception is that when goods are quoted f.o.b. Montreal or Toronto, the jobber or manufacturer agrees to deliver the goods to the railway people, when his responsibility ceases. But practically none of these firms have wagons under their own management which deliver freight at the receiving sheds of the railway companies. Instead, the drays of the transportation companies call at the respective warehouses to accept freight, and the responsibility of the railway company begins as soon as the goods are placed on the dray. Thus it often happens that consignees are asked to pay cartage, in addition to their freight charges, and even when not definitely stated it is generally included in the bill for freight.

Another peculiar incidental charge is sometimes made on shipments which are sold from export without having been received into stock. It is known as "back charge," or, as it is sometimes called, "advance." When traced to its head, this "advance" charge is generally found to be for some such incident as wharfage.

But, as one of our readers asks, why should the retailer be compelled to pay this "cartage" and "advance" when he buys his goods on the understanding that they will be delivered "free on board" the train or boat, at the consignor's station? He himself in selling his goods cannot exact charges for packing and delivery, and he naturally thinks that, by the time he has paid the jobber a reasonable indemnity for "packing," and the railway company for "freight," he should be exempt from such further incidentals as "cartage" and "advance."

But this is a matter which will have to be settled by an understanding between the two interests involved, and the individual retailer would have a small chance.

#### A CONFRERE'S TESTIMONY.

IN reply to a request for an expression of appreciation of the late William Ince, a wholesale grocer who is connected with one of the leading firms in Canada said:

"Yes, death has taken from us our aged and much respected friend, a man who justly won our very highest regard. Although we all knew of his serious illness the end came so suddenly that we were shocked by the sad announcement. He had for many years been the head of the grocery trade in Canada and was beloved and esteemed alike for his kindness of heart and the wisdom of his counsel. When disturbing troubles arose we looked up to him as our last appeal, confident that his advice would restore harmony, and often in days long gone by when mutual forbearance was much needed his personal influence kept the members of the trade together and led them on to higher ideals of business honor.

"The influence of his own sterling business life made a deep impression on all who knew him and will remain an inspiration to them in the years yet to come. It is hard to explain the secret of this power, but no doubt it was to some extent accounted for by his modest but dignified bearing and the fairness of his own business conduct. His judgment was sound, his purpose pure, his actions honorable and his friendship sincere. He was beloved for his amiable and genuine qualities. Is it, then, any wonder that under his guidance we have been able to solve many vexatious problems that have vexed the trade and created a degree of confidence and a friendly feeling which unhappily we did not possess before? To William Ince is chiefly due the reasonably good understanding which today exists in the grocery trade. His memory will long be fondly cherished by all who knew him.

"You may break, you may shatter the vase, if you will  
But the scent of the roses will cling  
round it still."

#### MANITOBA SUGAR PRICES.

At moment of going to press we are advised of a drop of ten cents per 100 lbs. on sugar prices for Manitoba, on Winnipeg basis plus freight.

## WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

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

### OFFICERS OF THE ASSOCIATION.

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

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

### Association Sections.

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

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

Alameda section—Alameda, Oxbow, and Glenewen. R. C. Gibson, Alameda, secretary.

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

Boissevain section—Boissevain and Whitewater. J. D. Baine, Boissevain, secretary.

Carnduff section—Carievale, Carnduff and Gainsboro. J. H. Elliott, Carnduff, secretary.

Cartwright section—Cartwright, Math-er and Holmfild. R. F. Moore, Cartwright, secretary.

Deloraine section—Deloraine and Medora. S. K. Colhoun, secretary.

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

Estevan section—Bienfaite and Estevan. Arthur Kelly, Estevan, secretary.

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

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

Killarney section—Killarney and Ninga. Mr. McCulloch, of Marquis & McCulloch, secretary.

Melita section—Melita, Elva and Pier-son. W. Hamelin, of Hamelin Bros. & Co., Melita, secretary.

Minnedosa section—Minnedosa, Bass-wood and Rapid Cley. Secretary, Jas. Campbell, Minnedosa.

Morden section—Secretary, Harry Meikle.

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

Shoal Lake section—Shoal Lake, New-dale, Strathelair, Kelloe and Salisbury. Secretary, C. E. McGrath of Western Trading Co.

Souris—Secretary, W. G. McLaren.

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

Virden section—Virden, Lenore, Res-ton, Sinclair, Redvers, Antler, Har-grave, Routledge and Pipestone. E. J. Seales, Virden.

Winkler—Secretary, Alex. Wilton.

From Wilfrid Ledoux, Arnaud, Man., The Canadian Grocer has received the following timely, pertinent letter which speaks for itself:

Arnaud, Man., Oct. 28th, 1905.  
To The Canadian Grocer,  
Winnipeg.

At this time of the year when there is so much talk in the retail trade about the Western Retail Merchants' Association and its progress, I think that a letter from members of the executive showing the working of the association in their own respective districts would prove of interest to every member and also to every merchant in Western Canada.

I will try to describe the good work of the organization in this part of the country.

Before we joined the association we had in this part of the country the very same trouble that seems to exist in many other parts of Western Canada. We were selling tobacco, sugar, salt and a great many other staple goods at cost and sold them on credit for from 6 to 12 months in a year, and therefore lost money on that part of our business. Why? Because our neighbor storekeeper across the street did it and we of course had to do the same.

We have now practically every merchant south of Winnipeg in the association with a committee and a local secretary in each town, and I am glad to be able to state that things have changed for the better since we have been brought together to discuss our own interests and now we can see our prospects for the future in a different light.

We have met our competitors and, after all, they do not seem to be as bad a lot of fellows as we pictured them to be, and by talking the matter over we were astonished to find that their troubles were identically the same as ours.

The committee of each town now meets once or twice a month as they wish to talk over business matters and arrange prices on staple goods, produce, etc., with the result that these goods are now being sold at a profit. More than that, we are now controlling the credit, which is the greatest evil of a retail business.

I am glad to report that many members have gone one better than the association and are leading the way by adopting the strictly cash system in the future. I have started since the first of October and in my case I am more than pleased with the result already obtained.

I feel sure that every member will be loyal to the rules of the association; that they will close their books by November 1st and not re-open them again,

but in case you wish to give credit next May, why not make the terms 30 or 60 days and close all accounts every 30 or 60 days with a note bearing interest at 10 per cent. until paid, and in that way protect your profits? The implement dealer gets a note bearing interest from the time he sells his goods, the banks are drawing interest from the time they make the loan, then why not get interest on all goods sold and not paid for in cash at the time of purchase?

The association is progressing under most favorable advantages as we are very fortunate in having The Canadian Grocer our official organ, and we are indebted to The Commercial for taking an active part in the organization work. The weekly reports of association news are of great interest to every western merchant.

A few days ago I had the pleasure of meeting Mr. Coulson in Winnipeg and had a conversation with him, and I was pleased to find that he is getting along so nicely and that so much work had already been accomplished since last April. The whole of the territory covered by Mr. Coulson has been organized permanently. We must congratulate ourselves in having secured the services of so capable an organizer.

Thanking you heartily, Mr. Editor, for the space allowed me in your valuable paper, I remain, dear sir,

W. LEDOUX.

Mr. Ledoux promises The Grocer in the course of a couple of months an account of his experience with the strictly cash system which he inaugurated in his store on October 1st. This was one month earlier than the date set by the association, but Mr. Ledoux has determined to forsake entirely the credit system and all its works of iniquity. He does not propose to restore the credit system after April 1st.

Mr. Ledoux throws out the suggestion that after April 1st, when the credit system will in a measure be restored, dealers should insist on closing accounts every 30 or 60 days. It may not be possible to collect the money every month, and in that case Mr. Ledoux suggests that dealers should insist on getting a note for the amount bearing interest. Is this suggestion practicable? The Canadian Grocer would be glad to have an expression of opinion on this question by western readers.

Secretary Coulson is in Alberta this week, having been absent from Winnipeg about three or four weeks. In company with J. E. McRobie, the organizer of the Hardware Association, he visited recently the trade on the Kirkella branch line of the C.P.R. with very gratifying results. The whole of that section is now in line with the association. When last heard from by The Grocer Mr. Coulson was in Calgary.

When this appears in print the association "red letter day," November 1, will have passed into history. From all parts of Manitoba and from many sections in Alberta and Saskatchewan where the organization has spread, assurances come to The Canadian Grocer that a downright determined effort is to be made to enforce the cash system during the coming five months.

**SATISFACTION TO YOUR CUSTOMERS**

Spells **PROFITS FOR YOU**

**"SALADA" CEYLON TEA**

pleases the most particular.

Sells Readily.

**BIG SALES** ————— mean ————— **BIG PROFITS**

**WHY NOT FOR YOU ?**

A trial order will convince you.

**"SALADA" Toronto or Montreal**

**TO MANUFACTURERS' AGENTS :**

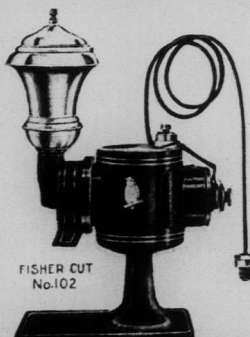
THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager  
**THE CANADIAN GROCER**  
Montreal and Toronto.

**ELECTRIC POWER COFFEE MILLS**



FISHER CUT No. 102

This cut shows one of the designs we are making.

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

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

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

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

Every trial has proved that when we said LILY WHITE GLOSS STARCH was the best starch made we told facts.

**LILY WHITE GLOSS STARCH**

is in demand, and dealers need not hesitate but put it in stock at once.

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



# MARKETS AND MARKET NOTES

## Ontario Markets.

### GROCERIES.

Toronto, November 3, 1905.

LOCAL trade continues to maintain a steady basis. Reports denote that many wholesalers are still doing a full complement of business, but generally speaking the demand is not as active as it was a few weeks ago.

Canned goods continue to maintain an important place with no new feature to report, although there are indications of strength in tomatoes which might possibly influence prices in the near future.

Sugar has shown a still further decline of 10c. per one hundred pounds with a decline of 15c. on Berlin sugar, which brings it to the same parity as Acadia granulated. There is still considerable weakness in the sugar market, the recent continued drops on the market having shown no disposition to strengthen the conditions.

Syrups and molasses are not showing any increased activity. There is a slight revival of interest in syrups owing to the setting in of the cold season.

Coffee is showing greatly improved market, the increase in demand being of a marked character.

Tea has not revealed any new feature. Previous prices still rule with a distinctly hardening and upward tendency.

Rice and tapioca continue with prices ruling firm at previous quotations.

Foreign dried fruits are not showing much new business, although a good deal of interest is manifest of the nature of filling previous orders with new arrivals coming to hand.

Honey is showing active demand with previous quotations remaining firm with a still upward tendency.

Whilst trade in beans has not been very active there is a considerably stronger feeling than was manifest earlier in the season.

Fresh fish is showing good demand with previous prices well maintained.

Dried and cured fish is showing greater interest with prices hardening to the extent of one to two points.

The hide market has reached an interesting stage which is generally considered to denote a stronger position. Prices have declined one to two points and arrivals are coming in in greater abundance. It is expected that the present range of values will give a much more healthy tone to the situation.

The local market for grain has only been moderately active as regards sales. Great difficulty is still experienced in transport and prices have stiffened several points since our last issue.

The flour market has developed considerable strength and good trade is re-

ported. Quotations are showing an advance of some 15c. all round.

Breakfast cereals are maintaining good interest with demand steady. Quotations have made a decided advance and our prices are revised accordingly.

**Canned Goods**—Business in canned goods has shown no new feature of interest since our last report. Trade has been pretty brisk in all these lines and there are indications of an advance in canned tomatoes. It is not expected that canners will be able to deliver the full complement of orders. It will probably be in the neighborhood of 90 per cent.

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

Apples, standard, 3's	0 85	0 90
" preserved, 3's	1 47	
" standard, gal.	2 00	

Blueberries—		
2's, standard	0 92	0 90
2's, preserved	1 42	1 40
Gals., standard	4 52	4 50

Cherries—		
2's, red, pitted	2 02	2 00
2's, " not pitted	1 57	1 55
2's, black, pitted	2 02	2 00
2's, " not pitted	1 57	1 55
2's, white, pitted	2 22	2 20
2's, " not pitted	1 82	1 80
Gallons, standard, not pitted	7 02	7 00
" pitted	8 52	8 50

Currants—		
2's, red, H.S.	1 60	1 57
2's, red, preserved	1 80	1 77
Gals., red, standard	4 77	4 75
" solid pack	7 02	7 00
2's, black, H.S.	1 77	1 75
2's, " preserved	2 07	2 05
Gals., black, standard	5 02	5 00
" solid pack	8 02	8 00

Gooseberries—		
2's, H.S.	1 90	1 87
2's, preserved	2 12	2 10
Gals., standard	6 02	6 00
" solid pack	8 02	8 00

Lawtonberries—		
2's, H.S.	1 77	1 75
2's, preserved	1 95	1 92
Gals., standard	5 52	5 51

Red Raspberries—		
2's, H.S. (Shafferberries)	1 42	1 40
2's, H.S.	1 67	1 65
2's, preserved	1 87	1 85
Gals., standard	5 27	5 25
" solid pack	8 27	8 25

Black Raspberries—		
2's, black, H.S.	1 62	1 60
2's, preserved	1 77	1 75
Gals., standard	5 02	5 00
" solid pack	8 27	8 25

Blackberries—		
2's, H.S.	1 62	1 60
2's, preserved	1 77	1 75
Gals., standard	5 02	5 00
" solid pack	8 27	8 25

Peas—		
2's, standard	0 62	0 60
Early June	0 70	0 67
Sweet wrinkle	0 82	0 80
Extra fine sifted, 2's	1 22	1 20

Spinach—		
2's	1 42	1 40
3's	1 82	1 80
Gals.	5 02	5 00

Asparagus—		
2's	2 52	2 50
2's, tips	2 75	

Strawberries—		
2's, heavy syrup	1 52	1 50
2's, preserved	1 67	1 65
Gals., standard	5 27	5 25
" solid pack	8 02	8 00

Rhubarb—		
2's	1 17	1 15
3's	1 92	1 90
Gal.	2 65	2 62

Grapes—		
2's, white Niagara	1 42	1 40
2's, white Niagara	1 77	1 75
3's, white Niagara	1 97	1 95
Gal., white Niagara	3 52	3 50

Peaches—		
1's, yellow (flats)	1 70	1 67
2's, yellow (flats)	1 90	1 87
2's, yellow (flats)	2 60	2 57
3's, yellow (flats)	2 85	2 82
3's, yellow (whole)	2 37	2 35
2's, white	1 75	1 72
2's, white	2 50	2 47
3's, white	2 70	2 67
3's, pie	1 27	1 25
Gal., pie, peeled	4 52	4 50
Gal., pie, not peeled	3 57	3 55

Pears—		
2's, Flemish Beauty	1 65	1 62
2's, Flemish Beauty	1 97	1 95
3's, Flemish Beauty	2 12	2 10
2's, Bartlett	1 80	1 77
2's, Bartlett	2 17	2 15
3's, Bartlett	2 32	2 30
3's, pie	1 27	1 25
Gal., pie, peeled	3 80	3 77
Gal., pie, not peeled	3 27	3 25

Pineapple—		
2's, sliced	2 32	2 30
2's, graded	2 57	2 55
3's, whole	2 72	2 70

Plums, Damson—		
2's, light syrup	0 92	0 90
2's, heavy syrup	1 17	1 15
2's, heavy syrup	1 47	1 45
3's, heavy syrup	1 77	1 75
Gal., standard	2 97	2 95

Plums, Lombard—		
2's, light syrup	0 97	0 95
2's, heavy syrup	1 22	1 20
2's, heavy syrup	1 52	1 50
3's, heavy syrup	1 77	1 75
Gal., standard	3 47	3 45

Plums, greengage—		
2's, light syrup	1 02	1 00
2's, heavy syrup	1 27	1 25
2's, heavy syrup	1 52	1 50
3's, heavy syrup	1 82	1 80
Gal., standard	3 47	3 45

Plums, egg—		
2's, heavy syrup	1 55	1 52
2's, heavy syrup	1 82	1 80
3's, heavy syrup	2 12	2 10

Beets—		
2's, sliced, sugar and blood red	0 87	0 85
2's, whole	0 87	0 85
3's, sliced	0 97	0 95
3's, whole	0 97	0 95

Beans—		
2's, golden wax	0 82	0 80
2's, refugee	0 85	0 82
3's	1 27	1 25
Gals.	3 77	3 75
2's, crystal wax	0 95	0 92
2's, red kidney	1 02	1 00
2's, Lima	1 12	1 10
Gals., standard	4 52	4 50

Corn—		
2's	0 85	0 82
Gal., on cob	4 52	4 50

Carrots—		
2's	0 92	0 90
3's	1 02	1 00

Cabbage—		
3's	0 87	0 85

Cauliflower—		
2's	1 42	
3's	1 82	

Parsnips—		
2's	0 92	0 90
3's	0 92	1 00

Pumpkin—		
3's	0 80	0 77
Gal.	2 52	2 50

Squash—		
3's	1 02	1 00

Tomatoes—		
3's	0 95	0 92
Gal.	3 82	3 80

Turnips—		
3's	1 02	1 00

Succotash—		
2's	1 17	1 15
Tomato sauce, 1's	0 50	
" " 2's	0 78	
" " 3's	1 00	

Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 65	0 90
" gal.	4 50	
" jugs	7 70	12 00

### FISH.

Lobster, tails	3 50	
" 1-lb. flats	3 85	
" 1-lb. flats	4 00	
Mackerel	1 00	1 25

Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Tails, 5 cases and over, per doz.	1 56
1-lb. " less than 5 cases,	1 57½
1-lb. Flat, 5 cases and over,	1 57½
1-lb. " less than 5 cases,	1 70
½-lb. " 5 cases and over,	1 00
½-lb. " less than 5 cases,	1 02½
Low Inlet.	
½-lb. Flat, 5 cases and over,	95
½-lb. " less than 5 cases,	9½
Sardines, French 2's.	0 14
" " Portuguese 2's.	0 23
" " P. & C. 1's.	0 08 0 10
" " P. & C. 2's.	0 25 0 27
" " Domestic 1's.	0 35 0 38
" " Domestic 2's.	0 03 0 04
" Mustard, 2 size, cases 50 tins, per 100.	3 75 4 50
Haddies, per doz.	1 05 1 15
Haddies, per case.	4 00 4 50
Kipper herrings, domestic.	1 45 1 50½
" imported.	1 00
Herrings in tomato sauce, domestic.	1 40
" imported.	1 40

MEATS.

Corned beef, 1's, per doz.	1 40
" " 2's,	2 50
" " 4's,	7 80
" " 14's,	17 50
Lunch tongues, per doz.	2 75
Potted meats, 1's,	0 47½ 0 50
" " 2's,	0 85 1 00

Sugar—We have to report an inactive local sugar market. The leading feature of importance during the week under review being the decline of ten cents per hundred pounds on all sugars, with Berlin showing a fall of 15c., thus reducing it to the same basis as Acadia granulated. This drop has been in sympathy with the general situation which is one of weakening all over the world. At a recent date, however, the New York market has shown somewhat of a hardening, although quotations are on a lower basis than at the time of our last report. The European market is quoting raws at 8s. 1 1-2d., as against 8s. 3d. at the time of our last report, thus showing 3s. 16d. above New York parity.

Domestic trade continues to be only on a small basis, orders practically being merely for immediate consumption. There are no spot stocks and there appears to be no inclination on the part of the buyers to attempt to lay in any on present basis. The situation is still one of weakness and uncertainty.

Paris lumps, in 50-lb. boxes.	5 13
" " in 100-lb.	5 03
St. Lawrence granulated, barrels.	4 48
Redpath's granulated.	4 48
Acadia granulated.	4 33
Berlin granulated.	4 33
Phoenix.	4 48
Bright coffee.	4 33
Bright yellow.	3 48
No. 3 yellow.	4 23
No. 2 "	4 08
No. 1 "	3 98
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses—In molasses the local trade continues to be of little interest being mainly for confectionery purposes. In syrups there has been a steadily advancing demand. In maple syrups this is especially the case and previous quotations are ruling firm. We quote:

Syrups—	
Dark.	0 33 0 34
Medium.	0 35 0 37
Bright.	0 02½
Corn syrup, bbl, per lb.	0 02½
" " 1-bbls " "	0 03
" " kegs " "	1 30
" " 3 gal. pails, each	0 90
" " 2 gal. " "	1 90
" " 2-lb. tins (in 2 doz. case) per case.	2 35
" " 5-lb. (in 1 " " )	2 35
" " 10-lb. (in 1 " " )	2 35
" " 20-lb. (in 1 " " )	2 10
Molasses—	
New Orleans, medium.	0 30 0 35
" " 1-bbls.	0 30 0 35
" " open kettle.	0 45 0 50
Barbadoes, extra fancy.	0 42 0 48
Porto Rico.	0 32 0 35
West Indian.	0 32 0 35
Maple syrup—	
Imperial qts.	0 8 1/4
1-gal. cans.	0 95
5-gal. cans, per gal.	1 00
Barrels, per gal.	0 75

5-gal. Imp. brand, per can.	4 50
1-gal. " per case.	5 10
1-gal. " "	5 60
Qta. " "	6 00

Coffee—The trade in coffee has been generally good. Prominent dealers report a substantial increase in sales and a growing favor for better grades of coffee. Buyers are showing great discrimination for fine, mild flavors. Previous quotations remain unchanged.

Green Rico, No. 7.	Per lb.	0 10 0 10½
" Mocha.	0 21 0 23	
" Java.	0 22 0 35	
" Santos.	0 11 0 13	
" Plantation Ceylon.	0 26 0 35	
Green Guatemala.	0 22 0 25	
" Jamaica.	0 12 0 18	
" Maracaibo.	0 16 0 23	

Tea—The local tea market has not shown an excess of activity since our last report, although a fair amount of trade is manifest with prices firming towards an upward tendency for all good samples. The London market reports a strengthening aspect all round. In Indian advices denote that the crop will be under that of last season and offerings are only coming forward in moderate quantities, with the result, biddings have shown a decided improvement in tone, during the past few weeks, which still continues to be the case. In Ceylons there was keen competition for all offerings, medium and better grades showing a tendency towards dearer prices. Samples show still further improvement in flavor and quality.

Foreign Dried Fruits—There is a measure of activity manifested in these lines, mainly of interest in connection with arrivals coming to hand in fulfillment of early orders. Little new trade is reported and prices generally are remaining firm.

Walnuts are showing considerable strength on quotations and present business is being done on a higher basis. Previous quotations remain unchanged.

Prunes—	Per lb.	Per lb.
90-100s.	0 05 0 05½	60-70s. 0 08 0 08½
80-90s.	0 05½ 0 05½	50-60s. 0 07 0 07½
70-80s.	0 06 0 06½	40-50s. 0 08 0 08½
		30-40s. 0 09 0 10

Candied Peels—	
Lemon.	0 09 0 10
Orange.	0 09½ 0 11
Citron.	0 15½ 0 17

Figs—	
Elemes, per lb.	0 10 0 17
Apricots—	
California evaporated.	0 13 0 15
Peaches—	
California evaporated.	0 15
Pears—	
California evaporated, per lb.	0 13
Currants—	
Fine Filiatras.	0 25 up
Vostizas.	0 08 0 8½
Patras.	0 06 0 06½
Raisins—	
Sultana.	0 05 0 07
" Fancy.	0 10 0 14
" Extra fancy.	0 15 0 16
Sultana selected Valon 1's.	0 06½ 0 07½
Seeded, 1 1/2 p. ckts.	0 10 0 12½
California, loose muscatels—	
3-crown.	0 05
4-crown.	0 08½
Dates—	
Hallowees.	0 4½ 0 05
Fards new choicest.	0 09 0 10½
Sairs.	0 04 0 04½
" new choicest.	0 09½
Domestic evaporated apples.	0 07 0 08

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish.	0 08½
A 1's, banners and suns.	0 08½
Japanese Jumbo's.	0 08½
Virginia.	0 10

Foreign Nuts—We quote:

For sack lots roasted add 2c. to above quotations. For small, 2c.	
Almonds, Tarragona, per lb.	0 12 0 12½
shelled Valencias.	0 25 0 28
Walnuts, Grenoble,	0 13½ 0 14
" Bordeaux,	0 06 0 10
" shelled.	0 20 0 25

Filberts, per lb.	0 10
Pecans, per lb.	0 14 0 17
New Brazils, per lb.	0 13 0 14½
Cocanuta, Jamaica, per sack.	4 50
Italian Chestnuts, per lb.	0 08
Peanuts, roasted, per lb.	0 10 0 11
" green.	0 08 0 09

Rice and Tapioca—The demand continues active for these cereals and the situation is one of strength all through. Tapioca continues to be asked for, but spot stocks are practically depleted, with the result of still further strengthening the situation of rice.

Rice and Tapioca—	
Rice, stand. B.	Per lb. 0 03½ 0 03½
Bangkok.	0 03½ 0 03½
Patna.	0 05 0 05½
Japan.	0 06 0 07
Bago.	0 03½ 0 04
Carolina rice.	0 08 0 08½
Louisiana rice.	0 05 0 07
Tapioca, staple.	0 04½
" double goat.	0 05½

Spices—Spice has shown no further interest and previous quotations are ruling firm. We quote:

Spices—	Per lb.
Peppers, blk.	0 16 0 19
white.	0 23 0 27
Ginger.	0 18 0 25
Cassia.	0 21 0 25
Nutmeg.	0 45 0 75
Cloves, whole.	0 25 0 35
Cream of tartar.	0 25
Allspice.	0 20
Mace.	0 80 0 90

Honey—Trade continues of good activity. Demand is gradually increasing and prices are showing still further strengthening, but no notable change is reported. We quote:

Honey, extracted clover, in 60-lb. cans, per lb.	0 08 0 08½
" sections, No. 1, per doz.	2 00
" " No. 2.	1 75
" Buckwheat, per lb.	0 04½ 0 05
" sections per doz.	1 00 1 25

Beans—Reports to hand denote the crop as somewhat smaller than was previously anticipated. The consequence is that the low price at which the market was said to have opened has considerably strengthened still, partly owing to the American market being reported considerably harder. We quote:

Beans, handpicked, per bush.	1 70
" prime, No. 1.	1 60
" ungraded.	1 25 1 50
" Lima, per lb.	0 07 0 07½

Fresh Fish—The market has been extraordinarily good during the current week. All lines have been in active demand and are expected to continue to be. We quote:

Frozen halibut, per lb.	0 10
Fresh haddock.	0 07
" trout.	0 09
" cod steak, per lb.	0 08
" lobsters, boiled, per lb.	0 25
" B.C. salmon, per lb.	0 10
Shrimps, per gal.	1 25
Whitefish, per lb.	0 08 0 09
Herring,	0 06 0 07
Pickrel.	0 07½ 0 08
Oysters, standard, small pail.	4 00 4 20
" selects, pail.	4 80
Finnan haddies.	0 04 0 08
Ciscoes.	1 25
Kippers, 80 to box.	1 25
Bloaters, 80 to box.	1 25

Dried and Cured Fish—The market has shown slight improvement since our last reports and prices have generally shown a strengthening equal to about one point. We quote:

Boneless fish, per lb.	0 04½
Cod fish, 1-lb. bricks.	0 07
Boneless cod, per lb.	0 08 0 10
Quail-on-toast, per lb.	0 05½ 0 06
Filleted cod fish, in cases of 100 lbs., per lb.	0 06½

Grain—The local grain market has shown only moderate activity since our last going to press and we have to report a general advance in price of several

points. Oats have made a distinct improvement in price for all grades showing good quality, but the general condition of arrivals is disappointing. Rye has made considerable advance during the week and is now quoted at 78c. to 79c.

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 88	0 88½
" " hard, No. 1, new	0 86	0 86½
" " No. 2	0 84	0 84½
Red and white, per bushel, old	0 84	0 85
" " new	0 84	0 85
Barley	0 49	0 50
Oats, new	0 37	0 37½
" " new	0 73	0 74
Buckwheat " nominal	0 8	0 59
Rye, per bushel " new	0 78	0 79

**Flour**—The local market in flour has shown considerable strength since our last report and prices have advanced 15c. during the week under review. There has been considerable domestic trade movement and export trade has been very active with inquiries and some very good sales have been effected. Prices are revised accordingly. We quote:

Manitoba wheat patents, per bbl. in bags	4 45	4 85
Strong bakers	4 25	4 65
Ontario wheat patents	3 65	3 90
Straight roller	3 50	3 75

**Breakfast Cereals**—There has been a good steady trade in all breakfast cereals and in sympathy with the advance on the grain market prices have advanced 30c. all round. We have therefore revised prices accordingly. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 55
Roller wheat in boxes, 100 lbs.	2 70
" " 50 lbs.	1 40
Roller oats, standard, carlots, per bbl., in bags	4 80
" " " " in wood	5 05
" " " " for broken lots	5 10
Roller wheat, per 100-lb. bbl.	2 75
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" " in wood	4 25

**Hides, Tallow, Skins and Wool**—The local market is gradually settling down to a better basis as foreshadowed in our last report. We are enabled to revise our quotations from one to two points on all hides. This revision is considered to give a better position to the local market as it is now possible to do business on a more equal footing. The American markets have shown considerable strength since our last report and quotations have advanced on the Chicago market from one to two points, a feature which is no small factor, bettering the Canadian market generally as the decline on this market supported by the advance on the U. S. markets removes the possibility of the importation of hides to this side. The feeling generally is that the domestic market will assume a much more healthy character, and with the incoming of the Fall stocks the dealers will be able to fully satisfy all demands at remunerative prices. We quote:

Hides, inspected, No. 1 per lb.	0 11½	0 10½
" " " " " "	0 10	0 11
Country hides, flat, per lb.	0 10	0 11
Calf skins, No. 1, selected	0 13	0 14
" " No. 2	0 11	0 12
Lamb skins, best city slaughter	1 05	1 10
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb.	0 04	0 04½
Unwashed wool, per lb.	0 14	0 17
Wool-washed fleece	0 26	0 27
Rejections	0 20	0 22
Pulled wools, super, per lb.	0 22	0 24
" " extra	0 24	0 25

J. W. Tidd, general store, Long Beach, N.S., has assigned to J. Daley for the benefit of his creditors.

## Quebec Markets.

### GROCERIES.

Montreal, Nov. 2, 1905.

THE grocery jobbing trade this week reports business satisfactory. Many of the firms who have made it a special matter to cultivate the trade of the eastern coast and Lower Provinces are especially busy in getting their Fall orders out in the schooners and steamers plying the river and Gulf. The close of navigation is only a few weeks off, and merchants in the east are insisting upon the shipment of their supplies at the water route rates. Supplies for the lumber and mining camps are also being rushed out. Travelers, generally, report only fair trade. Money is not coming in as well as might be expected in face of the good harvest and the prosperous condition of the country generally.

In teas the firmness in all lines is being appreciated by dealers, and fair trade is going. The recent advance in green Ceylons is confirmed and maintained. Ceylon blacks, also, are firmer, while China greens are scarce and high. The trade in Japans is not heavy, and buyers' bids are not finding ready acceptance in Yokohama and Japan tea markets.

Sugar took another drop of 10c., the decline taking place on Monday. The beet market is weak and lower than previous record. The drop of 10c. has not, however, caused any active buying by jobbers or retailers, and with a weak market the tendency is always for holding off.

Canned goods are only moderately interesting, the principal feature being the deliveries of futures on part of the trade. As the Canadian Cannery, Limited, are making 92½ per cent. deliveries satisfaction is being expressed by their customers. Corn is being delivered on a 100 per cent. basis. This, however, was looked for.

Molasses is showing up better, the colder weather contributing to this. Corn syrups in fair demand.

Coffees and spices practically unchanged since last report.

In foreign dried fruits business is getting somnolent as far as the brokerage end is concerned. New dates are expected to reach New York Saturday or Monday. An interesting feature is the ocean race between the Umbilo and the Turkestan, both of them carrying cargoes of dates, and both due about same time.

The fish trade shows a decided improvement this week, and from now on good trade is expected. Leonard Bros. report a good demand for all kinds of fresh and smoked fish. Oysters also are good sellers, and the luscious Canadian Malbecque is a prime favorite and free seller.

Evaporated apples are high, and no heavy bids are accepted by western evaporators. The large manipulators in the Bay of Quinte district are content to sit and look for higher prices.

The same condition appears to prevail in the bean trade, and despite all reports to contrary they are hard to get. Some carloads of prime were sold at \$1.55 this week, and readily at that,

indicating the acceptance on part of the local dealers of the truth of the report of short crops in the west.

Rolled oats have advanced and good business is passing.

Flour is in good demand both locally and for export.

Provisions are steady, and no change in conditions reported last week. Hams and bacon obtain ready sale.

Poultry is receiving more attention, and will improve with settled and colder weather.

Butter is firm with good local demand, particularly for creamery.

Cheese has recovered slightly from weak position of last week.

Eggs are showing fair trade at good prices.

Maple products and honey picking up, and better business looked forward to.

**Canned Goods**—The canned goods trade is on the quiet side, and no heavy orders are being booked. Jobbers are principally busy filling their future orders. The trade generally are pleased with the deliveries that are being made by the canners, the Canadian Cannery, Limited, delivering 92½ per cent. tomatoes and 100 per cent. of corn. In face of the conditions in the ripening of the fruit the canners were up against, they are to be congratulated on making such a high percentage of deliveries for tomatoes. It is believed in some quarters, by parties in close touch with the situation, that tomatoes will undoubtedly be short, as the low price this year, in comparison with last year, will certainly create a stronger demand from the consumer. Canned salmon is obtaining good demand. A good deal of attention has been latterly paid to Canadian and Norwegian sardines, and some heavy sales have passed through jobbers' books. We quote:

	Group No. 1	Group No. 2
Beans—		
2's, wax	\$0 82½	\$0 80
2's, refugee	0 85	0 82½
Currants—		
Red, heavy syrup	1 63	1 57½
Red, preserved	1 20	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Sugar beets	0 85	0 95
Corn—		
2-lb. tins, per doz.	0 85	
Gallon, per doz.	5 00	
Tomatoes—		
3-lb. tins, per doz.	0 95	
Gallon tins, per doz.		0 92½
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Cherries—		
2's, red, pitted	2 12½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 77½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Asparagus—		
2's, tips	2 52½	2 50
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinkled (No. 2)	0 82	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00

Peaches		
Yellow, flats, 11	1 70	1 87½
" " 24	1 90	1 87½
" " 3	2 80	2 72½
" " whole	2 37½	2 35
White	1 75	1 72½
" 24	2 50	2 47½
" 3	2 70	2 67½
Pie	1 27½	1 25
Pie, not peeled, gal.	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 24	1 97½	1 95
" " 3	2 12½	2 10
Bartlett	1 80	1 77½
" 24	2 17½	2 15
" 3	2 32½	2 30
Pie	1 27½	1 25
Pie, not peeled, 3	3 81	3 77½
Pie, not peeled, gal.	3 27½	3 25
gal.	2 50	2 50
Pumpkins—		
3-lb. tins		0 72½
Squash—		
3-lb.		1 00
Pineapple—		
2s sliced		2 25
3s " grated		2 35
3s " whole		2 50
Plums—		
2s, Damson, light syrup		1 00
2s " heavy syrup		1 20
2½s " "		1 57½
3s " "		1 85
Gals. " standard		2 95
2s " Lombard, light syrup		1 15
2s " heavy syrup		1 35
2½s " "		1 62½
3s " "		1 90
Gals. " standard		3 15
2s " Green Gage, light syrup		1 15
2s " heavy syrup		1 47½
2½s " "		1 72½
3s " "		2 00
Gals. " standard		3 45
2s " Egg, heavy syrup		1 52½
2½s " "		1 80
3s " "		2 10
Raspberries—		
2s, black, heavy syrup		1 35
2s " preserved		1 50
Gals. " standard		4 75

Specifications of Groups.

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

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

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

Wholesale limited selling prices in salmon due to arrive in 1905:

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

**Sugar**—There was a further decline of 10c. per hundred made by refiners on Monday of this week, making the basis of granulated \$4.40 and yellow \$3.90. The remarkable position of the European beet and raw markets is the talk of the trade, and never in the history of the sugar trade has beets touched such a low figure. Some jobbers anticipate a still further decline, and it is hard to say just what will happen. There is no evidence, however, that the trade is prepared to buy at these prices, and sugar matters are practically drifting along. Country buyers are also holding off and buying only from hand to mouth. We quote:

Granulated, bbls.	\$4 40
" " 1-bbls.	4 55
" " bags	4 35
Paris lump, barrels	4 95
" " half-barrels	5 05
" " boxes, 100 lbs.	4 85
" " boxes, 50 lbs.	5 05

Extra ground, bbls.	3 90
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 10
Powdered, bbls.	4 60
" " 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 25
" yellow	4 20
No. 3 yellow	4 15
No. 2	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 85

**Syrups and Molasses**—Molasses is in slow sale, although the distributing movement is reported better in the wholesale trade, and should improve from now on with the approach of colder weather. Stocks in both the importers' and jobbers' hands are light, but in view of the continued depression in sugar, buyers seem to think that molasses will suffer in sympathy, although there is nothing in the position, as far as actual stocks are concerned, to justify buyers in their hopes. Another season there will be practically no Porto Rico molasses of high-grade available, owing to the installing of several centrals in the large sugar centres in Porto Rico, which will mean that Eastern Provinces, who are large users of Porto Rico molasses, will be forced to turn their attention to the West India molasses. The demand for corn syrups is steady, with prices unchanged. We quote:

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

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Nov. 2, 12.30 p.m.

**BUTTER**—Market steady and firm; stocks light; grass butter getting short; good to fine, 21½c. to 22c.; choicest, 22½c. to 23c. and fancy, 23½c. to 24c.

**CHEESE**—No change; cable orders few; local holders firm; Quebecs, 11½c. to 11¾c.; Townships, 11¼c. to 11½c.; Ontarios, 11¼c. to 11½c.

**EGGS**—Market stronger; fresh eggs scarce; buyers in from country routes; Montreal pickled, 20c. to 21c.; Western limed, 19c. to 20c.; fresh, 23c. to 24c. for selects; 20c. to 21c., straight gathered.

**PROVISIONS**—Steady market; live hogs weaker; selected, \$6.00 to \$6.25 and \$5.50 to \$5.75 for inferior; dressed hogs, \$9.00 to \$9.25; bacon and hams in good demand.

**Coffee**—The coffee trade is on the quiet side, with prices steady. Very little activity is anticipated, and roasters and grinders look to a steady trade. Messrs. Watt, Scott & Goodacre, in their report of the 1st inst., advise: New York option market dull at 100 points below high record for crop year, and ten points below even date last year. The planter is receiving for his coffee in Santos more than 25 per cent. less than he was receiving at the same time last year. The world's visible supply is 100,750,000 bags less than a year ago. The largest receipts in Brazil for coffee year are now coming to hand, and after the turn of the month smaller stocks will be seen in Brazil, and steadily decreasing stocks in the consuming markets. Our Brazilian friends inform us that they have for some time been able to sell to better advantage in Europe than in the United States market. Recent orders cabled

to Aden have been turned down, owing to the total exhaustion of last season's mocha. New crop, however, is immediately expected. We quote:

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11½
Maracaibo	0 11	0 13½

**Teas**—There are no changes of a startling character to note in the tea trade. Business is reported fairly good under a firm market for all grades. During the past week Ceylon greens advanced a ¼d, while blacks showed about ¼d advance. China greens are distinctly firmer, with a low crop report. Native holders it is reported, are keeping back supplies, with what object is not divulged, but readily conjectured. There has been quite a lot of inquiry for Japans, and numerous bids sent across have been turned down. The situation in Japan is, apparently, very strong, due to the extreme shortage in the crop. There has been somewhat better inquiry for China blacks. As regards Ceylon greens, though the crop is short the quality of shipments coming forward is better than ever, and well worth the advance prices that are being asked for the teas, taken on their intrinsic value as tea. We quote:

Japans—Fine	0 25	0 30
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 35
Pekoes	0 17	0 20
Pekoe Souchongas	0 15	0 20
Indian—Pekoe Souchongas	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows	0 12	0 12
Packing boxes	0 12	0 14

**Foreign Dried Fruits**—The market is tending towards a quiet condition. Import orders of raisins and currants are coming in freely Halloween dates—Early shipments account of Wm. Hills, of Hallowees and Sairs, to various distributing centres in Canada, have been well taken up. A similar demand has been experienced in the west, with the result that prices have been advanced ¼c. for delivery ex the early steamers. Currants—The market in Greece has been fluctuating, but within such narrow margins as variations in exchange account for. Valencia raisins—At the very low prices recently established there will be a very large sale. Importations have not been abnormal. Sultana raisins—The advance which occurred in Smyrna, already reported in this column, has been well maintained. Shelled almonds—The position in Malaga is of interest, owing to the daily advance in nuts from medium to large sizes, and a corresponding decrease for medium to smalls. Messrs. Watt, Scott & Goodacre report that Bevan's standard goods "Bulls" and "Donkeys" are now separated by 10s. per cwt., whereas in an ordinary season the difference is only 2s. We quote:

Valencia Raisins—		
Fine off-stalk, per lb.	0 05	0 06
Selected, per lb.	0 05	0 06½
Layers	0 07	0 07½
Dates—		
Dates, Hallowees, per lb.	0 04	0 04½
California Evaporated Fruits—		
Appricots, per lb.	0 13½	0 14
Peaches, "	0 10	0 10½
Pears, "	0 13	0 13
Malaga Raisins—		
London layers	2 00	2 00
" " " "	2 50	2 50
" " " " ½-boxes	0 80	0 80

Roya " Buckingham Clusters," 1-boxes.....	1 10
" " " " boxes.....	3 50
" " " " boxes.....	4 50
" " " " boxes.....	1 35
Californian Raisins—	
Loose muscatels, per lb.....	0 07½ 0 08
" " " " seeded, in 1-lb. packages.....	0 08 0 09
" " " " 2 crown.....	0 06
" " " " 3 crown.....	0 06½
" " " " 4 crown.....	0 08
Prunes—	Per lb.
30-40s.....	0 08½
40-50s.....	0 08
50-60s.....	0 07
60-70s.....	0 06
70-80s.....	0 06
80-90s.....	0 05
90-100s.....	0 05
Oregon prunes (Italian style), 40-50s.....	0 08
" " " " 50-60s.....	0 07
Oregon prunes (French style), 60-70s.....	0 06
" " " " 90-100s.....	0 04
" " " " 100-120s.....	0 04
Currants—	
Filiatras, uncleaned.....	0 04½
Fine Filiatras, per lb., in cases.....	0 04 0 05
" " " " cleaned.....	0 04½ 0 05½
" " " " in 1-lb. cartons.....	0 05½ 0 06
Finest Vostizzas.....	0 06½ 0 07½
Amalias.....	0 06
Sultana Raisins—	
Sultana raisins, per lb.....	0 06½ 0 08
" " " " 1-lb. carton.....	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes.....	0 13
Four crown, fancy, 10-lb. boxes.....	0 09
Three crown.....	0 07 0 07½
Glove boxes, fine quality, per box.....	0 11
Fancy washed figs, in baskets, per basket.....	0 20
" " " " pulled figs, in boxes, per box.....	0 22
" " " " stuffed figs.....	0 28
12-oz. boxes.....	0 06½ 0 07

**Rice and Tapioca**—There are no changes to note in the conditions of the market in rice and tapioca. Prices are somewhat firmer, and supplies of tapioca coming in in fair sized quantities. The demand from the retail trade, however, is only normal. We quote:

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

**Spices**—Trade quiet and featureless. Dealers report New York market more active, with good demand for peppers, cloves and cassias. The reduction in receipts of cloves at Zanzibar has had the effect of advances in London and Europe. We quote:

Peppers, black.....	0 10 0 22
" " white.....	0 25 0 30
Ginger.....	0 12 0 20
Cloves, whole.....	0 17 0 30
Cream of tartar.....	0 25 0 30
Allspice.....	0 12 0 15
Nutmegs.....	0 25 0 50

**Honey**—Honey sales are not numerous and dealers report business exceedingly quiet with prices easy and supplies good. Some few lots of buckwheat honey were sold at 5 3-8 and 5 1-2c., though in general 6 to 6 1-4c. seems to be the ruling price. White clover is firm and comb honey strong at 12c. to 13c., as to quantity. We quote:

White clover, extracted tins.....	0 07 0 07½
" " kegs.....	0 07½ 0 08
" " comb, new.....	0 13 0 15
Buckwheat.....	0 06 0 06½

**Maple Products**—The business turning in maple syrup is small; weather still too mild. Maple sugar on the contrary is more inquired for, and some good lots were sold to manufacturers. Some fancy maple sugar brought 9c., but this was an outside sale, the ruling prices among dealers being from 6½ to 7½c. We quote:

Maple syrup, in wood, per lb.....	0 06 0 06½
" " " " in large tins.....	0 06½ 0 07
Pure Townships sugar, per lb.....	0 07 0 07½
Pure Beauce County, per lb.....	0 06½ 0 09

**Beans**—A very strong feeling obtains in the bean market. The report that supplies would be more plentiful as soon as farmers had finished threshing does not seem to have been generally credited, as bids for carload lots by local dealers have been turned down with-

out much ceremony. An independent and optimistic spirit seems to be possessed by holders, who all claim to look for higher prices. One large handler here bought several carloads at \$1.60, and is convinced that stocks are light and the market bound to advance. We quote:

Choice prime beans.....	1 60 1 65
Lower grades.....	1 50 1 55

**Fish**—The demand for fish of all kinds continues brisk, as the usual Fall demand is on now. All kinds of salted and prepared fish are moving freely. In smoked fish haddies are meeting with better sale, the weather being more favorable. Kippers are also coming in more freely and obtain good sale. New smoked herring are quoted at 12c., while last season's are still being sold at 10c. Haddock and cod are more plentiful, with prices firm. Lake fish are scarce, both white fish and trout now being out of season. Pickerel or dore practically finished, and dealers will be forced to rely on frozen stock for their supplies in future. Bulk oysters are in fair demand for standards, but only a limited call for selects. The demand is, however, increasing, as is natural at this season of the year. A particularly good demand is expected this week by dealers, on account of Hallowe'en. Shell oysters continue scarce, as it is particularly difficult to obtain high grades, and prices for these are firm. For ordinary grades, of which supplies are coming in more freely, prices are reasonable. We quote:

Oysters, choice Malpeques.....	8 00 9 00
" " shell, ordinary.....	3 00 5 00
" " hand picked.....	6 00 7 00
Fresh bulk oysters, standards.....	1 40
" " selects, per imp. gal.....	1 60
Finnan, haddies, 15-lb., boxes, per lb.....	0 07
Kippered herring, per box.....	1 00
St. John bioaters (90 in box).....	1 25
Smoked herring, in small boxes, per box.....	0 10
Fresh haddock, per lb.....	0 04½
Market cod, fresh, per lb.....	0 04
Steak cod, fresh (heads off), per lb.....	0 06
Lake trout, fresh, per lb.....	0 08
Pike, fresh, per lb.....	0 10
Sea trout, fresh, per lb.....	0 06½
Dore, fresh, choice, per lb.....	0 08½
Smelt, fresh, per lb.....	0 10
B.C. salmon, fresh, per lb.....	0 13
Gaspé Salmon, per lb., frozen.....	0 15
Halibut, fresh.....	0 12
Halibut, frozen, per lb.....	0 10
Boneless cod, 1 and 2-lb. bricks, "Favorite" brand, 2-lb. boxes, per lb.....	0 06
Boneless fish, 2-lb. bricks, "Gem of the Sea" brand, 2-lb. boxes, per lb.....	0 05½
Skinless cod, 100-lb. cases, per case.....	6 00
Dry codfish, 100-lb. bundles, per bundle.....	6 00
Green cod, new, in bbl., per lb.....	0 03
New Labrador salt herring, per bbl.....	5 50
" " " " per half bbl.....	2 75 3 25
New B.C. salt salmon, per bbl.....	12 50
" " " " per half bbl.....	7 00
New Labrador salt salmon, in tierces, per tierce.....	18 00
" " " " in bbls., per bbl.....	13 00
" " " " in 4 b ls per ½ bbl.....	7 50
Salt mackerel, 20-lb. pails, per pail.....	2 00
Pickled lake trout, in 10-lb. kegs, per keg.....	4 50

**Evaporated Apples**—Strong market. A leading broker reported sales at 8½c., and his principals as not too ready to sell more at this figure. The grocery jobbing trade claim to be able to purchase under that figure, though a round of the street shows 8 to 8½c. as being inside figures for good stock. The high prices asked have somewhat curtailed demand.

**Flour**—The flour market this week shows an improved condition, and an advance of 15c. to 20c. per barrel is noted. The smaller Ontario millers are reported as sold ahead. The demand from the Lower Provinces, as well as United Kingdom, is exceedingly good. The great trouble seems to be for millers to get sufficient cars to fill their orders. Reports among dealers say country business is satisfactory. We quote:

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

**Rolled Oats**—Rolled oats has received more attention during the week and prices are higher. The leading millers advanced prices last Friday 30c. per barrel, and bags proportionately. Standard oatmeal also is higher. Reports from the west would indicate that a further advance is likely to occur, on account of the sympathetic advance in wheat. This advance is attributed to the unrest and revolution in Russia. The local demand is steady. We quote:

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

**Feed**—Mill feed of all kinds is reported scarce. A number of western millers have been taking advantage of the scarcity in the U. S., and have been shipping to that market. Prices realized there is about \$18.50 per ton, in bulk, delivered, for Ontario bran. Ontario shorts are in good stock, though the demand for same is light. We quote:

Ontario bran.....	15 50 16 50
Mouillie.....	20 00 21 00
" " milled.....	21 00 24 00
" " grained.....	25 00 27 00

**Hay**—There is a good local demand for the better grades of hay, while inferior qualities are slow. The accumulated stocks that have been held here waiting export have been considerably reduced, as during the past week some 20,000 bales found accommodation on out-going steamers. A good demand for Canadian hay is reported from the U.K., particularly Manchester and Glasgow. We quote:

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

## B. C. Markets.

Vancouver, B.C., Oct. 26, '05.  
THIS week the wholesale shipping fraternity of the coast cities of B.C. have not been altogether in a Thanksgiving mood. Instead, they have been merely negatively thankful that when the C.P.R. Co. was formulating the recent changes in through freight rates from the east they did not include that part of British Columbia as far west as Mission Junction, which would mean all but the coast cities and the smaller communities dependent on these cities.  
Committee meetings of shippers and of the Vancouver Board of Trade have been held, and decision to present a letter to Mr. B. F. Greer, general freight agent, setting forth the grievances of shippers, and also their desires in the way of remedy. Briefly, this letter, which has already been presented, backed up with the personal attendance

**WANTED.**  
**WANTED** a specialist to push a pack of tea. Reply L. E. W., Box 18, CANADIAN GROCER, Toronto. [4]

of nearly all the leading wholesale men of Vancouver, asks for the revision of freight rates from Vancouver, with reductions such that the recent cut in rates from the east shall be equalized. In other words, that the new handicap placed on the struggling wholesale interests of the coast shall be removed. The argument is that, not having had anything to do with the Canadian Northern reaching Edmonton, which is the ostensible cause of the reduction in eastern rates, the merchants here decline to agree with the condition which makes the trade of this coast practically the scapegoat of the new situation.

Other freight grievances are embodied in the letter, which shows the ground the local men take in their view of the whole freight question as it bears on trade from the coast island. Mr. Greer, while declining to give any official statement, says that there is not the slightest danger of rates being reduced from the east to Mission Junction. In fact, he says that it is not intended to reduce the rates any further west than to Edmonton.

As the beet sugar industry is being exploited in Southern Alberta, where the Mormon colony has a large refinery, and as the irrigated districts of Alberta look to great expansion of this line of produce in the future, it is very interesting to note the experience in the irrigated districts of the South-western States, east of the Rockies, where, as in Colorado, very large sums have been invested in the beet-root industry. There it has just been announced by leading officials of the sugar trust that they will not spend another dollar on the industry because of the influence of raw cane sugar from the Philippines, a factor not heretofore considered. H. O. Havemeyer, president of the trust, says that raw sugar from the Philippines can be laid down in New York at 1c. per pound, which paralyzes competition. The average wage on the American sugar-beet farms is \$1.50 to \$2.50 per day. The Philippine sugar planters employ natives at an average cost of 80c. Mex. per week, with an allowance of rice, or the equal of 6c. American currency and a ration of rice, per day.

The British Columbia Sugar Refinery imports practically all its raw sugar from the South Seas, having recently gone extensively into sugar plantations in Fiji, and the product of the local refinery is, of course, purely a cane sugar.

Discussing the falling off in output of gold from the Klondike this year, Mr. A. B. Newell, general manager of the White Pass Railway, does not think that there is any indication that the Yukon gold fields are playing out. The reduction from a total output of nearly ten millions in 1904 to \$6,500,000 in 1905, he thinks, is due to two causes, the tying up of a large number of claims in the hands of big corporations which have not been working them, and the fact that many claims cannot be economically worked until a large and comprehensive water system is installed.

When that is done the output will likely increase. Meantime Mr. Newell,

who is extremely well posted, says that he is sure the annual output will continue equal to this year for a long time to come, even without any new fields being discovered, a contingency likely to occur at any time. The White Pass is likely to build a branch into the Windy Arm camp, from Caribou Crossing, if present favorable conditions continue.

Fruit supplies continue very plentiful, prices firm, quality over the average, especially in local apples. Winter pears are still freely offered, and sell at \$1 and \$1.25 per box. Apples, \$1 to \$1.75, with some poorer grades even less. Grapes, principally California, are in good supply, with prices low.

Potatoes still run high, demand strong, many buyers picking up all they can to hold for later disposal. Prices of lower mainland stock vary as to quality from \$14 to \$18 per ton. Ash-crofts and upper country stock from \$25 per ton to \$28. Other vegetables offering freely for Winter supply.

## N. S. Markets.

Halifax, N.S., Oct. 31, 1905.

**H**EAVY shipments of Prince Edward Island produce are now being made to this port. During the week a number of vessels arrived with full cargoes. They landed here 4,100 bushels of potatoes; 4,910 bushels of oats; 200 bushels of parsnips, and 625 bushels of turnips.

### Potatoes.

Potatoes are selling at 30c. per bushel. The potato crop of the Island is the best for years. They are entirely free from rot and the quality is unusually good.

### Poultry.

There is practically a poultry famine in Nova Scotia this season. The market is almost bare of good stock and dealers here find the greatest difficulty in securing a sufficient quantity to supply their customers. Every year poultry is becoming scarcer in this Province. Those who partook of the toothsome turkey for their Thanksgiving dinner had to pay what is considered here to be an exorbitant price for the birds. The price was 25c. per pound, the highest ever paid hereabouts.

The poultry on the market at present is all Nova Scotia raised, no importations having as yet been made. It is doubtful if much Ontario stock will reach here this year as dealers here say that the price of birds in Upper Canada is high and that the cost to land them here would be very great. The farmers of this Province are giving up the raising of poultry as they claim that the birds injure their crops. Heavy shipments are being made from Prince Edward Island to the United States. Already thousands of live geese have been sent to these markets and high prices are paid for the stock.

### Lambs.

There is a scarcity of lambs in Nova

Scotia and also on Prince Edward Island. Americans are buying up all the stock available and the price has advanced to 9c. per pound, the highest for years. From Prince Edward Island alone five thousand lambs have been sent to the American markets this Fall. The first shipment of lambs from the Island to Toronto was made last week when one drover sent 620 to the Harris abattoir at Toronto. The lambs were purchased from the Tignish Farmers' Club.

### Butter, Eggs and Cheese.

Prices for farm and dairy products remain firm with a scarcity in some lines.

Butter remains about the same price, though the receipts of creamery and dairy are falling. Creamery is quoted at 24c.; solids at 23c. to 24c., and dairy at 21c. to 22c.

Eggs are advancing very rapidly. They are very scarce on this market at present and good stock is hard to get. Very few Nova Scotia eggs are coming in. The country people who brought their eggs to the town market were asking 35c. and 40c. per dozen. Island eggs (in cases) not warranted are jobbing at 22c. to 24c.

Cheese continues firm at 12 1-2c. to 13c. and there is no likelihood of lower prices. The factories are getting almost 2c. more for their cheese than they did last year. Stocks in the Maritime Provinces are small.

### Arrivals of Fish.

The receipts of fish during the week were quite heavy. On Friday vessels landed 3,000 quintals of dry fish and 275 barrels of pickled fish. Advices from Newfoundland are to the effect that the prices are easier and with a tendency to drop. The price here is unchanged.

### Fruit.

During the past week sixty carloads of apples arrived at the terminal for shipment to the English market. The price shows no sign of receding here. Choice No. 1's are quoted at \$4.00.

### Sugar.

The Acadia Sugar Refinery has made another reduction in the price of all grades of refined sugar. The reduction was to the extent of 10c. per hundred pounds.

## N. B. Markets.

St. John, N.B., Oct. 31, 1905.

**D**EALERS are very busy. Perhaps the matter of chief interest this week is the advance in Manitoba flour, which, while not a large advance, marks a much firmer market than was expected. The general situation seems improved.

**Sugar**—Continues to be a weak spot. Besides the low prices which rule, the Guild are fighting the imported bag sugar which is being sold at somewhat open prices.

**Spices**—Have very general attention a this season and prices generally are low

Ginger and allspice in particular are easy. Nutmegs continue very low. Cream of tartar is also quite low. The fact that soda has ruled about 50c. a keg higher for about a year does not seem to have any effect on the demand.

**Oil**—While there continues to be a very firm feeling in burning oil the local prices show no change and are still very low. Sales at this season are large. In lubricating oil business is rather quiet at this season. There is also little doing in paint oils. While linseed is low market seems quite firm. Turpentine is very high. Cod oil has been a surprise; it is very scarce and continues to advance.

**Salt**—A fair stock of Liverpool coarse salt is held here. The season of best demand is over. It is not expected that the early winter imports will be large. The season has been a successful one, the quantity imported has been large and prices well maintained. In fine salt there is but light business at this season. Sale is for Canadian.

**Canned Goods**—There is still unsettled condition in vegetables. While on some brands dealers are able to sell at list prices and so make a living profit, on others, prices at, or even below, cost are quoted. It is a peculiar situation; the whole trade is made to suffer, and the reason is said to be that one or two houses may be punished for breaking their agreements. The question is, is the object obtained? Fruits are quiet. Blueberries are dull. In spite of salmon being lower than last year, sales are rather light. Beef is easy. Domestic fish unchanged. Kippered herring not a large pack.

**Green Fruit**—Nova Scotia apples are very unsatisfactory this season. The packing has always been bad, but it seems even worse this season than usual. It is almost impossible to get a rightly packed barrel of No. 1's. It means that a large quantity of apples are being brought from Ontario. Better and more New Brunswick apples than usual are on the market this year. In oranges there is little good stock offered. Lemons are still high. In Ontario grapes some nice stock offered. Malaga grapes quite high and only fair quality. Cape Cod cranberries are quite reasonable.

**Dried Fruits**—In California seeded raisins there was quite a commotion last week. It was said prices were off a cent, but this did not pan out. A cut was made provisionally to see what quantity could be sold, the cut price to effect all previous sales. Evidently the new sales were not large enough to make it an object to lose a cent on the previous business. Quite a quantity of New York seeded stock, both old and new goods, have been sold for here. The old goods are now being offered. New Malaga seeded could only be bought in very limited quantities. In loose, Malagas supply the trade. Valencias freely offered and are low. Currants hold at full figures. Peels rather higher than last year. Figs lower. Prunes, apricots and peaches have advanced freely. Prunes are much higher than last year. Evapor-

ated apples firm. Onions are rather higher.

**Sugar**—Prices are rather lower and the market is easy. On bag sugar there is quite a sharp competition, prices being somewhat open. There is a fair demand.

**Molasses**—Sales are rather light. Prices unchanged. Porto Rico is a full stock. Barbadoes a rather limited supply.

**Fish**—In fresh fish, just a steady business, little beside cod and haddock being offered. Dry cod is still high and a fair supply. Pickled herring, particularly best stocks, in supply and high prices rule. Smoked herring is firmer, although still low. Price has been advanced. There is increased sale for prepared smoked herring called "Kipperettes." Finnan haddies sell freely at firm prices.

**Flour and Grain**—Manitoba flour has been advanced and market is very firm. So far Ontarios are unchanged, but the situation is strong. Oats are higher. Oatmeal is higher and firmly held. The sale is not large though this is the busy season. Cornmeal is easier. Beans unsettled, but continue to tend higher. Yellow eyes are quite low this year. Barley is unchanged. Split peas are high and the sale light. In blue peas the demand now for a year or two has been very small.

#### THE CLOVE SITUATION.

A report to hand on the condition of the clove market is interesting and points out that it is quite possible that the price will rise 33 1-3 per cent. by the end of the year.

The Pemba crop is considered a complete failure. The total crop is estimated to be about 50,000 bales and there are reputed only 2,000 bales in Zanzibar at the present moment, whilst the total visible supplies are 40,000 bales. Holders in Zanzibar are only selling at fancy prices. The receipts in Zanzibar for the first half of October were 18,000 bales, against 15,100 bales last year. The total receipts from 1-8 to 16-10 amount to 10,700 bales, against 39,200 bales last year.

#### A GAMBLE IN EGGS.

Some little time ago a number of well-known gentlemen, one or two of whom were members of the town council, were haled before the magistrate of a country town in these circumstances: The defendants were interested in a bazaar promoted on behalf of the local hospital, and one of the attractions had been a "spinning Jenny, or tea-tum," which the prosecution alleged was "a game of chance."

A local grocer in giving his evidence for the prosecution was exceedingly severe on the unfortunate defendants.

"Now, look here, Mr. X—," at last broke in one of the defendants, "how would you define the term 'gambling?'"

The grocer declared that "anything was gambling when you didn't know wot you wor goin' to get for your money."

"Indeed!" retorted the defendant. Turning to the magistrate's clerk: "Will you make a note of that, sir? Mr. X— himself is liable to be proceeded against."

"Ow's that?" shouted Mr. X—. "I bought some eggs from you the other day," was the reply, "and I never should have done so if I had known what I was getting for my money. It was a gambling transaction — and I lost."

Exit Mr. X—.

#### A DRUMMER'S WITTICISMS.

"I'll have you know, stranger, that I belong to Chicago," said the Yankee. "'Deed, an' wha'd hae thoct it?' quoth the sceptic Scot; 'frae the way ye've been speaking I thoct Chicago belonged tae you.'"

Paddy Doelan went into shop one day to buy eggs. "What are eggs to-day?" "Eggs are eggs to-day, Paddy," replied the shopman, looking quite triumphantly at two or three young lady customers who happened to be in the shop. "Faith, I'm glad to hear you say so," replied Paddy, "for the last ones I got here were chickens."

He was a recent recruit from Ireland's green turf and had secured his first position in a grocery store. One day a customer approached the new clerk and inquired for some crumbled store-cheese for a Welsh rabbit. After supplying the customer with the desired cheese, Pat inquired, "And, sure, is that phawt yer feed them on?"

"Father," said a boy of twelve, "can you tell me who Shylock was?"

"What!" exclaimed the father in an aggrieved tone, "have I sent you to Sunday school for the past six or seven years only to have you ask me who Shylock was? Shame on you, boy! Get your Bible and find out at once!"

Hans, the ruralist, was in search of a horse. "I've got the very thing you want," said a stableman, "a thorough-going road horse. Five years old, sound as a quail, \$175 cash down, and he goes ten miles without stopping." Hans threw his hands skyward. "Not for me," he said, "not for me. I wouldn't gif you 5 cents for him. I live eight miles out in de country and I'd haf to walk back two miles."

The traveler tells us, and he ought to know, that the average school teacher experiences a great deal of difficulty when she attempts to enforce the clear pronunciation of the terminal "g" of each present participle.

"Robert," said the teacher of one of the lower classes during the progress of a reading exercise, "please read the first sentence."

A diminutive lad arose to his feet, and amid a series of labored gasps breathed forth the following:

"See the horse runnin'."

"Don't forget the 'g,' Robert," admonished the teacher.

"Gee! See the horse runnin'."

## GOOD ADVERTISING

### FRUIT ADVERTISING.

**F** ALL fruits and accessories bring more grocers into line for advertising than branded goods, which demonstrates that the average grocer prefers to advertise "seasonable" products rather than staples. Occasionally at this time of the year one comes across the "Pure Groceries" and "Family Store" advertisements, while, of course, "bargain" announcements are always to be found—but fruit publicity is paramount just now.

\* \* \*

One of the best fruit advertisements that I came across was John H. Laird's, Galt. Apart from some faulty display lines the advertisement is set with taste and uniformity. "Crawford Peaches" is the subject, and the details are brief and clear. White space is used without stint, thus giving the whole a uniform "open" effect.

\* \* \*

Dean & Walker, also of Galt, make fruit a special, headed with "Late Crawford Peaches," and summarizing pears, grapes, etc. This advertisement is even more liberal than Laird's in the matter of white space, but it is not so effective. It is what might be called a "silent" advertisement. It has little individuality. The enumeration is there. The people are to do the rest. No reason is given why Dean & Walker's goods should be purchased in preference to others.

\* \* \*

Decidedly grotesque is what the majority of reviewers would style the advertising of Fairweather Bros., Moncton, N.B. Half a dozen words are spread over a three and one-half inch single column space. While, no doubt, such shapeless matter would catch the eye of the reader because of its oddity, what profit is there in advertising pickling spices in such a flagrant manner? They are certainly not important enough to warrant a "special," much less a "waste," advertisement.

\* \* \*

Wm. Parker, who succeeded David Dodge, of Woodstock, has ideas of publicity which, while a little crude, should develop into something especially good later on. He gives promise of writing "reason-why" advertising—the kind that will give his store a distinctive stamp. His methods at present appear to be half of the old plan and half of the new.

\* \* \*

Arnprior has two novel advertisers—Sullivan of Madawaska street, and Jno. Daze, "The-Family-Grocery-Store" man. Mr. Sullivan goes into print on a large scale, but not in the most systematic way. His advertisement has an inartistic appearance and was evidently

drawn up in haste. The composition is very poor, the display letters being worn and the body type replete with battered faces. One or two "pull-outs" does not tend to improve the advertisement any. Using a stock cut of the ludicrous variety robs the announcement of its sincerity. This is rather to be regretted because Mr. Sullivan gives one the impression of being a shrewd grocer and the programme in his mind was ostensibly to "hit out" on the price question.

\* \* \*

Jno. Daze's advertising is the antithesis of Sullivan's in most respects, but his advertisement, too, is badly displayed—more a matter of antiquity than coarseness, however. The heading is cramped, and, being separated from the details by a rule effect, tends to confuse the reader as to connection. Instead of employing the mitre rule in such a case the "ad-man" should have employed the turned rule for the three sides and omitted the head piece, thus preserving the coherency of the matter as well as the chasteness of the design. Mr. Daze's array of goods is creditable, other than the fact that he attempts to advertise too many things, and so misses the opportunity of impressing any one thing on the reader's mind.

\* \* \*

McKenna, in the Charlottetown Guardian, puts more life into a three-inch single column space than any other grocer I now have in mind. He chooses a suitable heading to commence with and then proceeds in a logical way to elicit orders for his vinegar, etc. There is argument, there is suavity, but, best of all, there is a personality. The compositor, too, has done his work with precision. Not one idea of McKenna's is sacrificed. This advertisement has the flavor of one of the mail-order "big 'uns."

\* \* \*

In the Stratford Beacon, Walsh Bros.' announcement headed "starch" strikes one as being unusual, for starch is not the biggest commodity with grocers. There are some other "priced" items, but I have an idea that the writer of the advertisement was in a hurry, hence his brevity. Walsh Bros. did not "get" all their space.

\* \* \*

R. C. George, Port Arthur, gives "Coffee" the prominence, and calls attention to five lines and gives the prices. A re-arrangement of the details of this advertisement, with the assistance of a smaller body type, would have made room for some lines of teas, etc. Cost must always be weighed when specializing.

\* \* \*

Huffman's advertisement in the Brantford Expositor is fair salesman-

ship on paper, but second rate typography. Bargains is the basis of the announcement, and in this respect the advertisement is successful. But there are too many separate lines detracting attention from one another. This is a fault quite noticeable in retail advertising.

\* \* \*

Grocers should insist on getting better ad-setting. It helps or hinders the announcement in proportion to its superiority or inferiority. Some advertisements pass unnoticed because features are set in breviter and minor details spread out in Roycroft.

\* \* \*

Advertisers should get the full value out of the space they pay for. White space effects when properly designed are not wasteful, but white space produced through indiscriminate display and unnecessary paragraphing is wasteful. I think the average retail advertisement could contain more matter. There is no point in taking space merely to be in print. The retail business doesn't call for that.

### DEATH OF PIONEER MERCHANT.

**I**T is with deep regret that The Canadian Grocer records this week the sudden death of Mr. B. Meek, the pioneer grocer and general merchant of Virden, Man. Mr. Meek has conducted a general store business in Virden for almost three decades, and, in fact, his was one of the first stores in Manitoba west of Brandon. In the vicinity of Virden, where he was so well known, he had an enviable reputation for sterling integrity and honor. He was respected not only by his customers, but also by his business rivals. A representative of this paper recently attended a meeting of the Western Retail Merchants' Association in Virden, and he could not help remarking the deference paid to Mr. Meek by his business rivals, and the general respect in which he was held. His death occurred suddenly in Virden, on Friday, Oct. 27th, the cause being heart failure.

Mr. A. Sweet, Winchester, Ont., was a visitor to the Montreal trade this week. Mr. Sweet keeps thoroughly up-to-date in buying and his prosperous business shows hard work and judgment in keeping thoroughly in touch with the trade. Mr. Sweet is a good friend of The Grocer as well as a subscriber to Hardware and Metal and the Dry Goods Review.

A Central Kansas farmer in doctoring his horse gave it poultry medicine by mistake. Now the horse has scratched up the whole pasture and is showing signs of trying to set.



To delight Housewives and Children

# VLEENA FIGS

in  
Fancy Baskets

## OLIVE CULTURE IN SPAIN.

**D**URING recent years efforts have been made to improve the quality of the olive oil produced in Spain so as to enable it to compete in foreign markets with the French and Italian oils which are so universally appreciated. Some measure of success has already attended these efforts, and this has encouraged the leading Spanish oil crushers to spend money on improvements in their machinery, with every prospect of a good return.

A few particulars about the production of oil in Spain, and especially the preserving of the olives, may prove of interest to our readers, as it has been found that Spanish olives keep longer and better preserved than those from other places.

The pickling of green olives is an important branch of industry. Besides the large home consumption, some 6,000 to 7,500 tons, valued at about \$800,000, are annually exported. The olives are packed either in bottles or kegs. For pickling the green olives are carefully selected: all those that are in the slightest degree bruised or damaged are rejected, as only the perfect fruit is capable of being preserved.

The selected olives are then placed in fresh water to soak for several days, care being taken to frequently change the water; they are then put into the pickling mixture, which is a solution of common salt and soda, the olives being entirely covered. This is the general method adopted, and though some manufacturers may slightly alter the

solution used, and add to it certain aromatic substances to flavor the olives, the basis of the preparation is invariably common salt and soda.

Ripe and half-ripe olives are preserved only in small quantities, as there is little demand for them.

As already mentioned, until quite recently little special attention has been paid to the method of extracting oil in Spain, and consequently in many parts the most primitive means are still in use.

It is usual for the small grower himself to extract the oil from the olives grown on his land; and, as he frequently does not even own the necessary appliances, he has to borrow them from the nearest town, paying for their use either in money or oil.

These machines are of the most primitive description. The olives are first crushed in a mill turned by a horse or bullock; they are then placed in lever presses and the oil thus extracted, boiling water being generally used in the process. These wooden presses, though powerful, are very slow, and it often happens that the olives have to be stored until the presses are available, with the result that fermentation sets in, and this naturally detracts from the quality of the oil. It is said that there are between 3,000 and 4,000 of these presses in Spain. Formerly the pulp remaining in the presses was used as fodder or fuel, but now it is sold and a second extraction of oil is made from it.

The largest oil manufacturers, especially those in the Province of Catalonia,

have been the first to recognize the importance of improving their machinery; the old crushing mills and wooden presses have been replaced by steel cylinders and hydraulic presses, so that not only is a greater yield obtained, but the quality of the oil is better. Nearly all the machinery in use is of Spanish make.

After being extracted, the oil is run into earthenware jars or tin tanks, and, after a certain time, strained so as to separate it from the amurca. It is then poured into deposits to be kept until required, alcohol being sometimes used to keep off the action of the air. The lower grades of oil, as well as the amurca, are used in the manufacture of common soap.

## NEW STORE AT STRATHCLAIR.

About a month ago George Manson opened his new general store in the town of Strathclair, Man., with a fresh stock of groceries and dry goods. He has a very attractive store with a floor space of 35 by 65 with two large glass fronts. The interior is finished in cherry with hardwood floor, oak counters and metallic ceiling painted white. He has put in a system of high pressure gasoline lamps and in fact every modern facility for doing business is found in this store. Mr. Manson's efforts met with such great success that he is now branching out into the hardware business, having secured the store next door, and is having it completely remodelled. It will be open about the first of November with an entirely fresh stock and will be in charge of D. Manson, who has had considerable experience in that line.

## A Delicious Cup of Coffee

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

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

**S. H. EWING & SONS**

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Telephone Bell Main 65.  
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Western People WILL HAVE the best.

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**GOLD STANDARD TEA**

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

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259 PORTAGE AVE.

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

**Manitoba Markets**

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 2nd, 1905.)

**A** FURTHER marked improvement in country collections and considerable inquiry for Christmas goods are the features of the Winnipeg wholesale grocery market this week. The crop is being handled satisfactorily by the railroads and in spite of some elevator blockades on the lower lake ports, a large amount of money has already been put in circulation as the result of the early crop movements. All branches of trade are already feeling the stimulus of this increased circulation. As there is a fixed determination on the part of both wholesale and retail trade that this money shall be used in paying off long standing obligations it is certain that the effect of the "bumper" crop will be to secure the stability and prosperity of Western Canadian business institutions.

Sugar has declined to a basis of \$5.15 for Montreal granulated in barrels f.o.b. Winnipeg. Beet sugar from the Ontario Sugar Refining Co. is now held in stock locally.

Seeded raisins have declined and new prices are quoted below.

New table figs are on the market now.

New evaporated apples to arrive are quoted at 9 3-4c. A very high price.

**Canned Goods**—There are no new features of interest. As noted before, some fruits, notably strawberries, are very scarce. We quote:

Succotash, 2's, group 1, per 2-do. case	2 63
" 2 and 3, per 2-do. case	2 58
Beets, 3's, group 1, per 2-do. case	2 39
" 2 and 3, per 2-do. case	2 34
Pumpkins, 3's, group 1, per 2-do. case	2 04
" 2 and 3, per 2-do. case	1 99
Plums, Damson, 1's, group 1, per 2-do. case	2 13
" 2 and 3, per 2-do. case	2 08
" Lombard, 1's, group 1, per 2-do. case	2 23
" 2 and 3, per 2-do. case	2 18
" greengage, 1's, group 1, per 2-do. case	2 33
" 2 and 3, per 2-do. case	2 28
Peaches, 2's, group 1, per 2-do. case	4 8
" 2 and 3, per 2-do. case	4 03
" 3's, group 1, per 2-do. case	6 14
" 2 and 3, per 2-do. case	6 09
Pears, 2's, F.B., group 1, per 2-do. case	3 58
" groups 2 and 3, per 2-do. case	3 53
" 3's, F.B., group 1, per 2-do. case	5 09
" groups 2 and 3, per 2-do. case	5 04
Apples, gallons, group 1, per doz.	2 60
" 2 and 3, per doz.	2 55
" 3-lb. " 2 and 3	2 13
" -lb. " 2 and 3	2 08
Cherries, red pitted, group 1, per 2-do. case	4 33
" 2 and 3, " "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " " 2 & 3 " "	3 43
" black, " " 1 " "	3 83
" " " 2 & 3 " "	3 78
Gooseberries, new, " " 1 " "	4 08
" " " 2 & 3 " "	4 03
Lawtonberries, " " 1 " "	3 83
" " " 2 & 3 " "	3 78
Raspberries, red (new), 2-do. cases, group 1	3 63
" " " 2 & 3 " "	3 58
" black, new " " 1 " "	3 53
" " " 2 & 3 " "	3 48
Strawberries, " " 1 " "	3 33
" " " 2 & 3 " "	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " " "	3 75
" 2's, whole, " " " "	4 50
" 2's, grated, " " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " " 2 & 3 " "	2 29
Corn, 2's, " " 1 " "	1 98
" " " 2 & 3 " "	1 93
Peas (No. 4), 2's, " " 1 " "	1 53
" " " 2 & 3 " "	1 48
Peas (No. 3), 2's, " " 1 " "	1 68
" " " 2 & 3 " "	1 63
Beans, golden wax, " " 1 " "	1 93
" " " 2 & 3 " "	1 88
Beans, refugee, " " 1 " "	1 98
" " " 2 & 3 " "	1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " " " "	6 0
" River's Inlet, " " " "	5 90
" Red Spring, " " " "	5 75
" humpback, " " " "	3 75
" cohoes, " " " "	4 65
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " " 5 to 9 cases	6 20

**FISH**

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

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

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Wholesale only.

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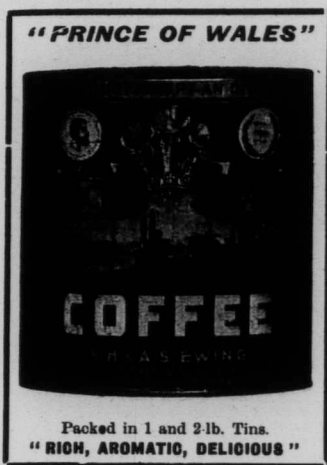
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## Why

# Clark's Sliced Smoked Beef Sells so Well.

Because it is wholesome, fine in color, flavor and texture, and sells at a price within everybody's reach.

**It Stands Unequaled! The Best Goods at the Best Price.**

Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " " 2's, " "	1 90
" " " 3's, " "	2 60
Soups (Van Camp's), per doz.	1 25
Boneless chicken, lb. tins, per doz.	2 75
" turkey " " " "	3 25
" ducks " " " "	3 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey " " " "	3 25
Corned beef " 2's " "	2 75
" " 1's " "	1 55
Roast beef (Man. Can. Co.), 2's, per doz.	2 65
" (Clark's), 1's, per doz.	1 50
" " 2's, " "	2 65
Potted meats, 1/2's, per doz.	0 55
Veal loaf (Libbey's), 1/2 lb., per doz.	1 25
" " 1 lb. " "	2 50
Ham loaf " 1 lb. " "	1 25
" " 1 lb. " "	2 50
Chicken loaf " 1 lb. " "	1 85
" " 1 lb. " "	3 05
Luncheon (Clark's) 1's, " "	3 00
" (Aylmer), 1's, " "	2 90
Sliced smoked beef (Libbey's), 1/2 lb. tins, per doz.	1 80
" " 1-lb. tins, " "	3 10
" " 1-lb. glass, " "	3 35
Chipped " " 1-lb. tins, " "	1 45
" " 1-lb. tins, " "	2 50
" " 1-lb. glass, " "	3 05
Sliced bacon, " 1-lb. tins, " "	3 10
" " 1-lb. glass, " "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " 2-lb. " "	2 65
Lobsters (new), 1/2 lb. flats, per 8-doz. case	16 00
" " 1-lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50

**Sugar**—A decline of 10c. per cwt. has reduced sugar to a basis of \$5.15 for Montreal granulated in barrels, f.o.b. Winnipeg. We quote:

Montreal granulated, in bbls.	5 15
" " in sacks.	5 10
" " yellow, in bbls.	4 65
" " in sacks.	4 60
Wallaceburg, in bbls.	5 05
" " in sacks.	5 00
Icing sugar in bbls.	5 75
" " in boxes.	5 95
" " in small quantities.	6 35
Powdered sugar, in bbls.	5 55
" " in boxes.	5 75
" " in small quantities.	6 00
Lump, hard, in bbls.	5 85
" " in 1-bbls.	6 00
" " in 100-lb. cases.	5 85
Raw sugar.	4 25

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

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 " "	2 40	2 50
" " 10-lb tins, per 1/2 " "	2 25	2 25
" " 20-lb tins, per 1/4 " "	2 15	2 25
" " barrel, per lb.	0 03 1/2	0 03 1/2
" Sugar syrup, per lb.	0 03 1/2	0 03 1/2
" Kaironmel" syrup, 2-lb. tins, per 2 doz. case.	2 20	2 20
" " 5-lb. " "	2 65	2 65
" " 10-lb. " "	2 40	2 40
" " 20-lb. " "	2 45	2 45
Barbadoes molasses in 1/2-bbls, per lb.	0 04	0 04
New Orleans molasses in 1/2-bbls, per lb.	0 02 1/2	0 02 1/2
" " in barrels.	0 04 1/2	0 04 1/2
Porto Rico molasses in 1/2-bbls., per bbl.	0 04 1/2	0 04 1/2
Blackstrap, in bbls., per gal.	0 31	0 31
" " 5 gal. bsts., each.	0 33	0 33
" " " "	2 25	2 25

**Coffee**—Prices are quoted locally as follows:

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

**Cocoa**—We quote:

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

**Chocolate**—We quote:

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

**Jam**—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.	1 85
" " " strawberry, " "	1 85
" " " raspberry, " "	2 00
" " " glass, assorted, " "	2 05
" " " raspberry, " "	2 40
" " " strawberry, " "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " " raspberry, " "	0 13 1/2
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), " "	0 52
" (in Calgary), " "	0 57
" (in Le'bridge), " "	0 57
" (in Edmonton), " "	0 60

**Marmalade**—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins, " "	1 50
" " 7-lb. tins, per lb.	0 05
" " 4-lb. tins, " "	0 10 1/2
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, " "	1 20

**Teas**—Quoted as follows:

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

**Sauces**—Quoted as follows:

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

**Foreign Dried Fruits**—New table figs are now in stock. Seeded raisins have



*Have you ordered your season's supply of*  
**CANNED FRUITS?**

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., Canned Fruit, packed by

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No imperfect or inferior fruit is allowed to be used.

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**"Log Cabin" (Trenton)**

**"Lion" (Boulter)**

**"Grand River" (Lalor)**

**"Horseshoe" (Bowlby)**

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**"Kent" (Chatham)**

**"Thistle" (Brighton)**

**Etc.**

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## FRESH AND CURED FISH

### POINTS ON FISH CULTURE.

AT the present time when so much attention is being directed in Canada to the question of such high importance as the preservation of fish in the various waters of Canada, it becomes particularly interesting to note the experience which our American cousins have been having of late years on the same subject. Deputy Fish Warder Webster, of the State of Oregon, has thrown his whole energy into the subject during the several years he has been in office, and he has accumulated by careful observation and study much useful and important information on the question of hatching various kinds of fish.

We give our readers herewith the substance of his remarks on the subject. He dwells particularly on the question of salmon hatcheries but there is a principle pervading his views which is worthy of note in connection with all fish hatcheries. He says:

"I shall confine my remarks to the Chinook salmon, as more attention has been given this variety so far as propagation is concerned, than to any other salmon in the river. It is evident that the results for the past two seasons from artificial propagation are most unsatisfactory, when we consider that for a number of years there has been a steady increase of the number of fry planted from the various hatcheries. In 1895 the number of Chinook salmon fry planted was less than 8,000,000. In 1902 it was 55,000,000. This increase was not spasmodic but gradual. From the enormous numbers of fry planted since 1899 there should have been a large increase in the run of fish and the pack both last year and this, but there was a decrease. In fact there has been a much greater decrease in the run than in the pack, as everyone knows how few fish escaped the gear last season, and there is evidence that it is the same this season.

"Now what conclusions are to be drawn from the foregoing statement of facts? I regret to say that I firmly believe the present method of conducting the artificial propagation of salmon is not a success. I might offer other more convincing evidence to substantiate my belief. My objection to the present method is that the fry are liberated from the hatcheries at too tender an age and consequently are devoured by their enemies. I have known trout and whitefish caught in the vicinity of a hatchery when salmon fry were being

turned out to have 25 and 30 fry in their stomachs in various stages of digestion.

"In 1896, 5,000 Chinook salmon fry were marked at the United States hatchery and liberated in the Clackamas river. The spawn from which these fish were hatched was taken in October, 1895. These marked fish returned to the Columbia and numbers were caught during the years 1898, 1899 and 1900. Considerable difficulty was experienced in getting fishermen and packers to note and report these fish when caught, but there were actually 497, or about 10 per cent. of these marked fish reported to the fish commissioner caught during these three years. The fish reported ranged in weight from 10 to 57 pounds.

"Now, if there is any knowledge to be gained from this experiment you will readily see that we are getting returns this year from spawn taken at the hatcheries during the years 1900, 1901 and 1902. By referring to the reports for those years we find that the average yearly output of fry from the hatcheries was more than 41,000,000, and from the period from which returns should have been received last year the average yearly output was more than 31,000,000 fry.

"Now if we were getting returns from the hatchery plant of fry in the same ratio that the marked salmon returned it would have been possible to have taken more than 3,000,000 salmon last year, and more than 4,000,000 this year for commercial purposes, but there was not actually to exceed 1,200,000 Chinook fish take last year from the river and this year the number will probably not exceed 1,000,000.

"In all the hatcheries the practice has been to liberate the young fry before or at the time the egg is absorbed, or in other words, before or at the beginning of the seeding stage—four to six weeks of age. The fry at this time are about one and one-quarter inches long and with only a limited power of locomotion, and obviously incapable of escaping from their numerous enemies. Now, on the other hand, all the fish used in the marking experiments were fed four or five months before being turned out and were then two and one-half or three inches long. The foregoing general statements, substantiated by many observations, have caused me for some time past to believe that the results from artificial propagation will never be satisfactory until there has been adopted a system of feeding and rearing the fry until at least four months of age before turning them into the rivers to care for themselves."

## STOCK-TAKING SALE

Our annual stock-taking sale is now on. We are overstocked. It is up to you to buy right. Write for special quotations for any goods you may require. In giving quotations will also quote a lot of snaps to wake up trade.

We have adopted a fair price for

## COCOANUT

If we are not able to maintain it, farewell to any profit in this line for the next ten years. Do not contract for a pound beyond your absolute wants, as it will not go higher and it may go away down, if price is not maintained.

WE WILL, AS USUAL, TURN OUT THE FINEST QUALITY  
OF COCOANUT IN THE WORLD.

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Some day,*

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TORONTO

**GREEN FRUITS AND VEGETABLES****TOMATO PRICES.**

**M**R. T. E. OWENS, manager of the Bloomfield Packing Co., was a caller at the Toronto office of The Canadian Grocer this week. Mr. Owens reports that their season has been a very good one, especially with regard to tomatoes. The close of last season left the market with scarcely any stock on hand so that the whole of this season's pack has been already placed. In their district they have been visited by buyers from the United States who have bought up any tomatoes that could be secured, owing to the scarcity of tomatoes over the border. During the conversation Mr. Owens stated that a price of 25 cents per bushel for tomatoes was a fair one both for farmers and packers. He did not think that anything would be gained by the enforcement of the five cent advance proposed by the farmers, as the effect of it would be to immediately place the canned tomato so that it could not be sold to the customer for less than twelve to fourteen cents. This would mean materially reducing the sales, whereas at the present price of 25 cents the canner was enabled to place it on the market so that the grocer could sell it as a ten cent line. Experience had shown that as a ten cent line it would sell fifty per cent. better than if the grocer had to charge twelve or fourteen cents. It can easily be seen, therefore, that it is in the interest of the farmers, packers, and the general public to keep the price steady at 25 cents.

**B.C. POTATO PRICES ADVANCE.**

The price of potatoes is advancing already in the market, and from all accounts the nourishing tuber will be higher this Winter than ever before in the history of British Columbia.

Reports from farmers from Lulu Island and the Delta country are to the effect that the potato crops in the different coast districts have been rather more than partial failures. The crops themselves were large enough, but on the river farms of Lulu Island, and even well back from the streams, more than half of the total crop is affected with the rot and is absolutely worthless for food purposes. Just now Lulu Island potatoes are scarce at \$15 a ton, and many of the crops are being purchased direct by the larger handloggers for their camps up the coast.

Ashcroft potatoes are good, but the crops have not been so heavy as in former years. They sell at from \$22.50 to \$26 per ton, according to the quality, and are coming into the city in fair quantities. The strange thing about the matter is that at the Dominion Exhibition a coast farmer won the first prize for the best exhibit in potatoes, and had a large display of all kinds. All the other exhibits from the coast districts showed splendidly as well.

The potato buyers have been out in the farming country for some time, and

shipments have been coming into Vancouver regularly for weeks.

**ALMERIA GRAPE SEASON SHORT.**

Mr. H. Fischer, son and representative of Mr. H. F. Fischer, of Almeria, received a letter per steamship Deutschland, which contains some very important information relative to the present grape crop.

The letter states positively that the crop is even shorter than had been predicted and not only will there be far less barrels shipped than was the case last year, but the season is likely to come to an abrupt termination very much earlier than was the case in 1901.

All authorities seem to agree upon the point of the shortage in crop, but the new fact that the season will be a short one also is important to Almeria grape handlers.

**A SERIOUS QUESTION.**

The Sarnia Vegetable Growers' Association thinks the Provincial association should ask the Tariff Commission to recommend a tariff equal to that of the United States against Canada. Competing daily with American goods on account of their location on the border, Sarnia men are more handicapped than those of inland towns. Port Huron commission merchants do a thriving trade with Sarnia grocers, often selling cheaper. There should be a duty upon American vegetables coming into Canada equal to the American duty.

The following duties are suggested: Asparagus, 30c per dozen bunches; green beans, 2c per lb.; ripe beans, 45c per bushel; corn in ear, 2c per dozen; cabbage, 3c per head; cauliflower, 4c per head; celery, 10c per dozen; cucumbers, 25c per dozen; melons, 50c per dozen; green onions, 10c per dozen bunches; ripe onions, 40c per bushel; potatoes, 30c per bushel; tomatoes, 40c per bushel; all other fresh vegetables not on this list, 25 per cent. ad valorem; all canned goods, 40 per cent. ad valorem. A specific duty on the principal vegetables is preferred, as it is said that with an ad valorem duty produce is often invoiced below its value. and steamer.

**NOTES.**

The steamship Bavarian landed 28,000 barrels of apples, the largest number ever shipped at one time from Montreal.

The differences between the tomato-growers of Ontario and the canning companies in regard to the prices paid by the latter for those vegetables will be threshed out at the time of the Horticultural Exhibition, which will be held this month. The vegetable-growers have invited representatives of both parties to attend and present their views. The growers are preparing a statement showing the expense of growing tomatoes, and the reasons why they should receive higher prices.



**ONTARIO MARKETS.**

**Green Fruits.**

LOCAL markets for domestic fruits have now practically closed, and interest seems to be turning on Jamaica and Florida oranges, which are arriving in excellent condition.

Some carloads of lemons have arrived on market, the first of this season's stock, and are showing slightly easier quotations.

Oranges are fetching higher prices, owing probably to the considerably improved condition of new arrivals.

Bananas are remaining firm, and it is expected that this fruit will attract more attention now that the domestic fruits are leaving the market.

Apples are showing a very firm market, and all good fruit is fetching high prices.

We quote :

Oranges, Jamaica, per barrel.....	4 75	5 50
Oranges, Florida, per box.....	3 50	4 00
Lemons, new Messinas.....	3 50	4 00
Bananas, large bunches, crated.....	1 50	2 00
Bananas, 3/4, per bunch, crated.....	1 10	1 35
Peaches, domestic, per basket.....	0 30	0 75
Plums, Idaho, 4-basket carrier.....	1 75	3 00
Tokay grapes.....	6 00	7 50
Almeria grapes, per barrel.....	3 50	3 50
Apples, barrels.....	11 00	11 00
Cranberries, late Howes, per bbl.....	2 50	2 50
crates.....		

**Vegetables.**

The local market for vegetables has not been marked by any great activity. Demand continues steady with no particular feature of interest.

Tomatoes are practically finished for the season.

Potatoes are showing increased demand and remain firm at 90c. per bag.

We quote :

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

**QUEBEC MARKETS.**

**Green Fruits.**

Business among the fruit men is reported on the quiet side, as it is somewhat between seasons.

A fair demand, however, exists for Winter apples, notably Spys, Baldwins and Greenings.

Bananas are holding up high and firm, with every indication of another advance.

Grapes are about finished, as the trade is not taking much interest in these.

New Messina lemons are expected this week, and prices will range in the neighborhood of about \$4 to \$4.50 per box.

Almeria grapes are plentiful, with a good demand from the trade, many of

Phone, 4106. Private branch exchange connecting all departments. Cable address, "Whitco."

## WHITE & CO., Limited

TORONTO and HAMILTON

### Importers and Auctioneers, Fruits and Produce

We represent some of the best accounts. Are we representing you? Long Experience, Large Outlet and a Fine Market give us the advantage. Correspond with us. References: Can. Bank of Commerce, Market Branch, Toronto.

**New Dates**  
 Hallowees 4 1/4. Sairs 4 1/4. Turks, a new line, very fine, 5c. lb.

**New Eleme Figs**  
 3, 4, 5 and 6 crown, also glove boxes.

**Fancy Ripe Florida Oranges**  
 Stock very fine now. Good color and heavy.

**New Messina Lemons**  
 Home Guard and Kicking Brands are here.

Remember, in dealing with us, you get the best of everything.  
 Send in your orders.

## WHITE & CO., Limited.

Hamilton Phone, 1115      P.S.—Handle Long Island Native Oysters and see your business grow. (Large as selects.)      Toronto Phone, Main 4106

W. B STRINGER	" ST. NICHOLAS "	J. J McCABE
They're the	<b>LEMONS</b>	They're the
EXTRA FANCY HEAVY WEIGHING	Be sure and ask your Dealer for "St. Nicholas."	BEST GARDENS' FIRST SELECTION
<b>W. B. STRINGER &amp; CO., Fruit Brokers, TORONTO, Sole Agents</b>		

Our fruit branch has increased to such an extent that we have opened up a new warehouse at 33 Church St. for fruit only. It will pay you to look over our price lists before placing fruit orders.

One car **New Messina Lemons** and one car **Fancy, Long-Keeping Grapes** just in.

FRUIT WAREHOUSE TELEPHONE, M. 5048

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

76-78 Colborne St.  
TORONTO

Don't buy your **Malaga Grapes** until you get our prices.

### THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO.

Consignments of Poultry, Butter, Eggs, Etc., Solicited.

## THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimby; Titterington Bros., St. Catharines; Thos. Oliphant, Clarkson; C. Lowrey, Queenston.

### Malaga Grapes, Cranberries, Lemons, Florida Oranges.

# The E. D. S. Brand is the Best



You see evidence of this on all sides. First, I use the purest fruits and employ the most skilled hands. Second, My Jams, Jellies, etc., sell in preference to other Jams, Jellies, etc. Third, Grocers who order my goods once order them the second time, and many more times. The **E. D. S. Brand** of Jams, Jellies and Sealed Fruits in Glass are needed in your store. Be sure you get them.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

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

## "SQUIRREL" BRAND.

New Crop CALIFORNIA LEMONS, 300s and 360s  
Juicy and Practically Seedless.  
"GOLDEN ORANGE" Brand California Late Valencia Oranges,  
Best Orange Grown.  
Also All Kinds Domestic Fruits.  
**HUGH WALKER & SON, - - GUELPH, ONT.**

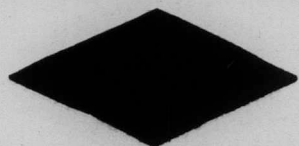
Cultivate your Biscuit trade by ordering

# McLAUCHLAN'S Cream Soda Biscuits

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

<p>This design a guarantee of quality.</p>	<p><b>GREY BREAD WRAPPER</b> <small>A SPECIALTY</small></p> <p>ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING</p>
	<p><b>CANADA PAPER CO.</b> TORONTO LIMITED MONTREAL</p>

## THAT WORD DIAMOND



on Maple Syrup means **Purity** and  
**Excellency** of flavor equal to fresh  
sap syrup direct from the bush.

ALL JOBBERS

**Sugars Limited, Montreal**

Telegrams: "SEGURO," GLASGOW.

### APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

REFERENCES: The Bank of British North America, Montreal. The Canadian Government Agency, 52 St. Enoch Square, Glasgow. Traders' Bank, Burlington, Ont. A B C Code. 4th Edition used.

## POTATOES

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

**R. W. HANNAH**  
308 Board of Trade Building, - TORONTO

whom are laying in their Winter supplies now. Spanish onions are rather slow of sale locally.

We quote:

Peaches, Sallanay	1 25
Finest Almeria grapes	4 25 6 75
Dates, per lb.	0 04
Bananas	1 85 2 25
Cocanuts, per bag of 100	3 75
Pineapples	4 00 4 50
Jamaica grape fruit, per box	5 50
Apples	2 25 4 01
Sweet potatoes, per bbl.	2 60 3 75
Lemons, per box	4 75 5 00
Jamaica oranges, per bbl.	4 00
Grapes, 10-lb. basket	0 18 0 25
Extra fancy Longkeepers	7 00
Fancy	6 50
Choice	6 00
California Tokay, per crate	3 00

### Vegetables.

A somewhat easier feeling generally seems to be prevalent in vegetables. While a fair amount of business is going there is no very great interest shown by buyers for quantity lots. Potatoes are selling at 53c. and 54c. per bag of 90 lbs. on track. About thirty carloads of potatoes were received, and these in a jobbing way brought from 60c. to 65c. for bags of 90 lbs. The demand for onions continues good. Inquiries from the Lower Provinces arriving freely. Yellow onions are selling from \$1.10 to \$1.15 per bag of 90 lbs. Red onions are in good demand at \$2.50 a barrel, though these are not coming in as freely as was hoped by the trade.

We quote:

Canadian celery, per doz.	0 95 0 40
Green and wax beans, per bag	0 20 0 40
Bunch lettuce, per doz. bunches	0 50
Canadian radishes, per doz. bunches	0 20
Mint, per doz. bunches	0 15
Parsley	0 25 0 35
Sage, per doz.	1 00
Savory, per doz.	1 00
Beets, new, per doz.	0 12 0 15
Egg plant, per dozen	2 00
Green onions, per bbl.	2 00
Green house water cress, per doz.	0 55
Cauliflowers, home grown, per doz.	1 50
Green peppers, per basket	0 70
Cranberries, per bbl.	10 00
New potatoes, bag	0 50
Cucumbers, doz.	0 15
Home-grown cabbage, per doz.	0 40
Tomatoes, box	10 20
Home grown cabbage, per doz.	0 40
Spanish Onions, cases	2 50
Red onions, bbl.	2 50
Turnips, bag	0 75
Sweet potatoes	2 25 2 50

### MANITOBA.

#### Green Fruits.

Oranges and lemons are easier in tendency. We quote:

Ontario fall apples per bbl.	3 50
" snow apples "	4 75
Quebec Fameuse "	5 00

#### Oranges and Lemons.

We quote:

Late Valencia oranges, 15 s to 25 s, per case	6 50
126s, 2-8s, 3-4s	6 00
Jamaica oranges, per case	5 50
California lemons, per case	8 50

#### Vegetables.

We quote:

Spanish onions, per case	1 25
Sweet potatoes, per bbl.	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl.	10 00
Parsley	0 40
Mint	0 45
Native onions, per lb.	0 04
Carrots, per bush	0 40
Beets	0 30
Turnips	0 40
Potatoes	0 55
Celery, per doz.	0 40
Lettuce, per doz.	0 50
Radishes	0 50
Cucumbers	0 40
Green onions	0 03
Egyptian onions, per lb.	0 02
New California cabbage, per lb.	0 02
Australian onions, per lb.	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb.	0 02

# Quaker Canned Goods

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

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**THE PACKERS OF QUAKER CANNED GOODS**

THE GOODS AND THEIR USE



Sweetened

**REINDEER**  
Condensed MILK

Guaranteed pure milk, manufactured under ideal conditions of cleanliness and care.

Excellent for making Custards, Rice and Tapioca Pudding. For any purpose where milk and sugar are needed.

**JERSEY**  
Sterilized CREAM

Is pure milk evaporated to the consistency of cream and thoroughly sterilized.

It contains no sugar or any preservative.

Is delicious served with Coffee, Dry Cereals and with Jams or Jellies.



Unsweetened

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

OUR "ADS"

Are now in all the leading papers reaching all the Canadian people who will want

**STEWART'S**

DELICIOUS

**Chocolates and Bon-Bons**

ARE YOU STOCKED?

We have some exquisite designs in fancy boxes. Highest quality. Be sure and get prices.

THE

**STEWART COMPANY**

LIMITED

TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

**MOTT'S  
CHOCOLATES  
MONEY**

"Diamond"  
and  
"Elite"

Every up-to-date Grocer Knows that the handling of these STANDARD Canadian brands means money to him and satisfaction to his customers.

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

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

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

**MILK CHOCOLATE**

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

**COWAN'S COCOA**

(Maple Leaf Label)

Absolutely Pure.

**THE COWAN CO., LIMITED**

TORONTO

# To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

## VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, TORONTO  
WATT, SCOTT & GOODACRE, MONTREAL

### BUSINESS PERSONALS.

J. H. WILSON, Coldwater, Ont., has opened up new premises which are fitted up in a most advanced manner and make a very fine grocery store. Everything is new and up-to-date and Mr. Wilson naturally expects a large increase in his already extensive trade. The greater part of the Summer was spent in the erection of the store, to which he has now given the novel name of "Our House."

Nancy L. Campbell, grocer, Lucknow, Ont., has been burnt out.

The R. Stirrit Co., general store, Petrolia, Ont., has sustained loss by fire.

Ramsay & Phillip, general store, Dauphin, Man., have sustained loss by fire.

Howard Leslie, general merchant, Minnedosa, Man., has sustained loss by fire.

P. J. McDermott, general merchant, Minnedosa, Man., has sustained loss by fire.

Aaron Bennett, poultry and produce merchant, Lucknow, Ont., has been burnt out.

Wm. Shoemaker, manager for Armour & Co. in Canada, called on the Montreal trade this week.

Alice H. Leake, baker and confectioner, Toronto, Ont., has sustained loss to her business by fire.

L. Archambault, butter and cheese manufacturer, Grandmes, P.Q., was a visitor to Montreal this week.

D. J. Rattray, of D. J. Rattray & Sons, Montreal, was in Quebec last Saturday on a business trip.

J. A. Benoit has joined the traveling staff of S. H. Ewing & Sons, Montreal, covering the territory, Lake St. John district, Beauce county and New Brunswick.

The McGill street fruit jobbers this week were honored with calls from W. F. Cronemiller, president California Vegetable Union, Los Angeles, and Mr. Dietrichs, of the United Fruit Co., New York. G. G. Steel, the well-known fruit man of London, Ont., and Harry Moreland, of C. Moreland & Co., Ottawa, were also noted by The Grocer.

W. H. McFarlane, Paisley, Ont., one of the best known merchants of the Peninsular District of Western Ontario, was met at the Windsor in Montreal last week by The Grocer. Mr. McFarlane, who is also agent for the Canadian Pacific Railway and R. & O. Navigation Co., was on his way to Portland to attend the annual convention of passenger agents.

Messrs. S. H. Ewing & Sons, Montreal, agents for St. Charles Condensing Co., are in receipt of a letter from their principals under date of the 16th inst. advising that the St. Charles Cream had received a gold medal, the highest award given at the Lewis & Clark Exposition, Portland, Ore., thus adding another to the long list of highest awards which have been given to St. Charles Cream.

Jas. McGill, representing Messrs. J. & W. Kearney, importers of teas, Montreal, whom The Grocer met last week, reports a good business on "both sides of the line." Mr. McGill enjoys a good reputation as a tea and coffee salesman and his territory extends into the States of New York, New Hampshire and Vermont, as well as the Eastern Townships and part of the north shore of the St. Lawrence.

Walter Wilkins, representing B. O. Beland, Montreal, is making a trip through Ontario covering the Province as far as Windsor. Mr. Wilkins has had an extensive experience in the grocery, wine and spirit trade in England, and though but lately arrived in Canada is impressed with the trade of the country and promises to become an enthusiastic Canadian. Since his connection with B. O. Beland he has worked up a fine trade in the east and will no doubt give a good account of himself in the west.

R. L. Millward, Toronto representative of Sutcliffe & Bingham, Limited, Manchester, was a visitor in Montreal and Ottawa last week. Kkovah specialties are increasing in sale in the west and Mr. Millward reports prospects very bright. A new line just introduced on the Canadian market by Messrs. Millward & Bradwell, the Canadian agents for Sutcliffe & Bingham, are the Kkovah Fruit Wines, in decanters. This line is a British non-alcoholic preparation of natural fruit juices, and the price at which it can be retailed should make it a good line for grocers to stock.

### AT NIGHT

When your store is closed compute a bit and see if you are saving or losing by the absence of



on your shelves. Think over the names of some of your customers, the multiplicity of tastes represented, and if there isn't room for sales with biscuits like

### PERFECTION CREAM SODAS

then there isn't reason for their being made, rather strange in view of the fact that the larger percentage of grocers carry them. We are willing to wait a while for you, but don't you think you ought to order To-day?

THE Mooney  
Biscuit & Candy  
Company,  
LIMITED.  
Stratford, - Canada.

## Food for Reflection

This announcement can be read in about one minute, but there is enough food for reflection in it to last for many a day.

## ORANGE MEAT

is no experiment but the prime favorite with cereal users the country over. It has been selling at a great rate. It is going to sell at a greater rate as time goes on. **ORANGE MEAT** being advertised throughout the Dominion, the grocer who is not equipped with it will be out of the race. People who want **ORANGE MEAT**—and they are many—will not go to one store to get **ORANGE MEAT** and to another to get groceries. So the grocer who keeps **ORANGE MEAT** will get the grocery order. **ORANGE MEAT** is put up on the square deal plan—always full weight, always best quality. The Mercerized Bags keep the food fresh and clean; the **coupons** in the 15c. packages and the **price** of the Jumbo package bring trade.

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

THE  
**Frontenac Cereal Co.**  
LIMITED  
KINGSTON, - ONT.

## FLOUR AND CEREAL FOODS

### A REASONABLE SUGGESTION.

**N**OW is the time for the up to date grocer to make the best of his cereal opportunity. Summer can now be said to have passed, and the Winter season is rapidly coming in upon us. With it will follow the usual introduction of the many cereal foods for family use. The good housewife knows that nothing forms a better foundation for her young and growing family to fortify against the increasing cold than a good breakfast of cereal food.

The enterprising storekeeper will acknowledge this and use it to advantage. The grocer should see to it that he has a fair stock of all the many popular foods with which to tempt the trade in these lines. A well displayed window with these seasonable goods would go a long way to the increase of this trade. Perhaps nothing lends itself so readily to window display as the many artistic and tasty cartons in which many of these cereal foods are put up. Almost any scheme of display can be carried out and would form an immense attraction to the store. Any popular public building or structure can be copied, and with a nicely written notice, scarcely a passer-by would fail to be interested. For this purpose he need not purchase an extra stock of packet cereals, as almost any of the leading makers would readily supply him with empty cartons for the purpose. A little enterprise along these lines would go a long way towards exciting that interest in business which is at all times most desirable, and financially profitable.

### OATS AND BARLEY IN N. W.

In Manitoba it is satisfactory to note the great improvement in oat cultivation since 1890, there being then only 235,534 acres of this grain, producing 9,513,000 bushels. In 1895, this had increased to 482,658 acres and 22,555,000 bushels. During the following nine years the increase was very noticeable. In 1904 the area was 943,574, with a yield of 36,289,979 bushels. Barley has shown even a greater improvement in the same period. In 1890, the acreage was 66,000 and the yield 2,069,000 bushels. Five years later this had increased to 153,800 acres and 5,645,000 bushels, and in 1904, 361,000 acres were sown, producing the magnificent total of 11,177,000 bushels.

These two cereals, oats and barley, have received similar attention in the Territories. In 1898 there were 3,000,000 bushels of oats produced from 105,000 acres, and in 1904 the yield was 16,032,000 bushels from 523,634 acres.

There were only 17,092 acres, producing 449,512 bushels of barley in 1898, while last year 86,154 acres were responsible for 2,205,000 bushels.

\* \* \*

The foregoing figures demonstrate how the agricultural part of Canada has progressed, but we have still much to do before being placed in company with such wheat producing countries as the United States, France, Russia and India, the combined wheat production of these four countries being about seventeen thousand million bushels, or more than one-half the total wheat production of the world.

### CANADA SUPERIOR.

Canadian crop yields when compared with those of the United States and Great Britain make a favorable showing. For example, the wheat crop of the United States during the past ten years has averaged 13.53 bushels per acre. This includes all varieties of winter and spring wheats. For the same period in Ontario winter wheat has averaged 21.52 bushels, and spring wheat 16.64 bushels per acre. In Manitoba the average for the past ten years has been over 20 bushels per acre. The comparison is even more interesting when the records of the northern States are examined. The average yield per acre of wheat for the past decade in Minnesota has been 14.33 bushels; in South Dakota, 10.67 bushels, and in North Dakota, 12.87 bushels. Is it any wonder that thousands of farmers are leaving these States and taking up land in the great Canadian west? Three reasons are suggested for the better Canadian yields:

- (1). A more favorable climate.
- (2). Greater soil fertility.
- (3). Better methods of farming.

It is a matter for congratulation also that the average yield per acre of wheat, oats and barley grown in Ontario is not very far behind that of Great Britain.

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

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

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

Receivers and Shippers

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

## "GOLD CROWN"

FLOUR

is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.

**Sutcliffe-Muir Milling Co.**  
Moosomin, Sask.



### CAPSTAN BRAND HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

THE CAPSTAN MFG. CO., Toronto, Ont., Can.

## A Grocer's Bank Account

### HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

**Lake Huron and Manitoba Milling Co.**

LIMITED

GODERICH, ONTARIO.

## SIGNS AND SHOW CARDS

advertise you so well that it does not pay you to be without them. It will pay every Merchant in Canada to have our catalogue before him for reference. It gives styles and prices for almost every sign made. Free to all Merchants.

THE MARTEL-STEWART CO., LTD.  
681-683-685 Craig St., MONTREAL

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.

Beats gas, electricity, or coal oil. Satisfaction guaranteed. Catalogue on request.

AUER LIGHT CO., MONTREAL  
Sole Makers.

## SAFETY LIES IN BORDEN'S Brands of Condensed Milk



SAFETY to your customers' and their families' health.  
SAFETY to your own family.  
SAFETY to your financial interests in selling lines that stand absolutely above all other brands in PURITY.

FOR SALE ALL OVER CANADA

**WILLIAM H. DUNN, - MONTREAL**

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

JOS. IRVING, 92 Wellesley St., TORONTO

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



## “LAUGH AND GROW FAT”

Have nothing to do with the theory that a Grocer cannot sell cigars. He may not be able to sell some cigars. He certainly can sell the

### PEBBLE and PHARAOH

Grocers who carry these cigars have the laugh on the theorists and grow fat on the profits. Order 1,000 assorted, specifying the **Pebble (5c.)**, **Pharaoh (10c.)**, and get in line for trade.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

## Read Between the Lines of Smoke

Old Jack Tar enters your store in quest of groceries and keeps puffing away at the stump of a clay pipe while waiting to be served. Presently he brings out a package from his pocket and re-fills the pipe. On the package you can plainly see two letters—

# T & B

The old fellow called at another grocery store, on the way down to your store, and got the tobacco. He didn't like the fellow or his groceries. He came for your goods. If you had sold tobacco you would have received that order, too. The old fellow bought from a grocer he didn't "like" because he couldn't buy from a grocer who didn't "keep." Read between the lines of smoke that many a Jack Tar floats into your store unknown to you (because they don't all smoke in public) and that the history of Lost Opportunity goes on repeating itself. Some day you will see the folly of missing **T & B** trade.

---

**THE GEO. E. TUCKETT & SON CO., Limited,**  
HAMILTON, - ONTARIO.



## TOBACCOS, CIGARS AND ACCESSORIES

### SMOKING RECORDS.

**B**ERLIN has recently lost one of her most ardent and methodical devotees of the fragrant weed by the death of Herr Grunn, whose daily allowance of tobacco consisted of six cigars, six pipes and six cigarettes. This amount he never varied, save on his birthday, when it was doubled, and on New Year's Day, which, on the principle of starting the year temperately, was kept as a day of total abstinence.

Love of tobacco and wisdom often go together. Prince Bismarck was wont to boast that he had in something like 50 years consumed 100,000 cigars, a number that works out an average of five a day—no great feat, perhaps, for one who was at one period a "chain" smoker, lighting each cigar from the glowing stump of the one just enjoyed.

Edison, the great inventor, must hold a superior record. Ten cigars a day are his normal allowance, but when deeply absorbed in work he finds double that number necessary to stimulate his brain. Even more in a day used that celebrated singer, Mario, to dispose of; but his day commenced with dawn and concluded not until, sleep overpowering him, the still burning Havana slipped from his lips.

Without a cigar was Edwin Booth, the tragedian, scarcely ever seen. Even while engaged in his professional duties his beloved weed was present in the wings, ready to be snatched from his dresser's hand for enjoyment during the sometimes exceedingly brief intervals between his exits and entrances. Twenty-five cigars a day were at one time his usual allowance—an allowance, however, not infrequently exceeded.

To revert to ordinary folk. By a steady average of fourteen cigars a day William Pattison, of Michigan, managed in twenty years to account for 100,000 excellent weeds, a number that drew upon him the expostulation of his friends, on the ground that such excess was prejudicial to long life; to which he opposed the fact that Goethe, though he drank 20,000 bottles of wine, lived to be 83. So he smoked on unconcernedly and died at the age of 89.

Three years since, at Vienna, there died in his seventy-third year an old man beside whose smoking record that of William Pattison appears quite insignificant. From his twenty-seventh year he kept an exact account of his

consumption of beer and tobacco. In his fifty-fourth year he became a teetotaler, after having drunk 28,780 glasses of ale—a very moderate tally, working out at but three a day. But it is of his immoderate smoking, which he continued till his death, that we have to speak. In forty-five years he smoked no fewer than 628,713 cigars, or 13,971 a year, giving an average of thirty-eight a day. Out of this gigantic total 43,500 were given him at various times, leaving 585,213, which, although his Austrian devotee at the shrine of "My Lady Nicotine" never paid more than a penny for each one, cost nearly \$12,500.

But even this marvelous record is broken by that of Mynherr Van Klaes, known by the nickname of the "King of the Smokers." He was 81 at the time of his decease, and sometimes smoked as much as ten pounds of tobacco in a week. How strong with him was the ruling passion in death was shown by his funeral. At his express desire he was placed in a coffin lined with the wood of old cigar boxes. At his feet were deposited a packet of "Caporal" and a bladder of fine Dutch golden leaf, while at his side were laid his favorite china-bowled pipe, box of matches, flint, steel and tinder. Around his grave was gathered a circle of Rotterdam smokers, each with his pipe, from which, at the words,

"Ashes to ashes, dust to dust," he shook the ashes on to the coffin lid. To each of these mourners the deceased left ten pounds of tobacco and two pipes bearing his arms.

### E. INDIAN TOBACCO.

**I**T is perhaps not very widely known that soil suitable to the growth of the finest tobacco is not by any means confined to the western hemisphere. Up till recent years the general opinion was that American tobacco and Cuban cigars were the "beau ideal" of the smoker, but the attention which has been turned to cultivating the "fragrant weed" in the fertile East Indies seems likely to modify this idea.

There are brands of cigars now being manufactured from East Indian leaf, which are quite equal to those made from the Cuban growth. The East Indies as far as tobacco is concerned are virgin soil to the cigar manufacturer, whereas the West Indian soil has been drawn upon for numbers of years and can only approach its original productiveness by frequent and copious manuring. The cost of production is naturally much heavier in Cuba and it seems likely that that production will be robbed of some of its popularity by its powerful rival, the East Indian cigar, which can be produced at a much lower cost and consequently can be placed on the market at a figure which will place it more within the reach of the "man in the street."

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

## BUSINESS CHANGES.

**W.** H. POPE, cheese manufacturer, Gananoque, Ont., has assigned, a meeting of creditors will be held shortly.

Samuel Mayhew, miller, Trenton, Ont., is dead.

T. Bouchard, grocer, Montreal, Que., has compromised.

Adelard Chagnon, grocer, Montreal, Que., has assigned.

E. Duffy, general store, Morrisburg, Ont., has compromised.

William Laing, baker, Milton, Ont., has sold to W. H. Mylks.

Alfred Gauthier, general merchant, Labelle, Que., has assigned.

L. H. Turcotte, general merchant, St. Norbert, Que., has assigned.

P. G. Bird, flour and feed merchant, Belleville, Ont., has sold out.

H. T. Graham, general merchant, Tabusintac, N.B., has assigned.

Charles A. Butler, grocer, Toronto, Ont., is retiring from business.

E. E. Valley, grocer, St. Thomas, Ont., advertises his business for sale.

P. D. Martin, grocer, Toronto, Ont., has been succeeded by A. Devlin.

S. Smith, grocer, Montreal, Que., the stock of this trader has been sold.

W. R. Johnson, grocer, etc., Winnipeg, Man., has assigned to C. H. Newton.

W. M. Atton, grocer, etc., Glamis, Ont., advertises his business for sale.

Matheson Bros., grocers, Winnipeg, Man., have held a meeting of creditors.

A. E. Spicer, baker, Carberry, Man., has sustained damage to his stock by fire.

B. Morgansterin, grocer, Winnipeg, Man., has sold his business to Max Rose.

R. Goldberg, grocer, Ottawa, Ont., the assets of this trader are to be sold.

Joseph Hall, tobacco merchant, Owen Sound, Ont., has assigned to J. A. Horning.

C. Bellavance, general merchant, Letellier, N.W.T., has assigned to C. H. Newton.

T. L. Taylor, flour and feed merchant, Brampton, Ont., has sustained loss by fire.

S. Smith & Co., grocers, Westmount, Montreal, Que., Elizabeth Senior registered.

Baker & Co., grocers, etc., Montreal, Que., are compromising at 50 cents on the dollar.

Denis Lacombe, baker, St. Paul L'Hermitte, will hold a meeting of creditors shortly.

Adelard Chagnon, grocer, Montreal, Que., will hold a meeting of creditors shortly.

J. W. Springer, grocer, Hamilton, Ont., a meeting of creditors will be held shortly.

G. Wilmot Porter, of G. W. Porter & Co., general merchants, Andover, Ont., is dead.

N. H. Roy, general store and mill, Elm Tree, N.B., is succeeded by Roy and LeVasseur.

W. H. Pope, cheese manufacturer, Gananoque, Ont., has assigned to McK. Hissocks.

G. H. Moore, confectioner and baker, Smith's Falls, Ont., is opening a branch at Perth.

Denis Lacombe, grocer, St. Paul D'Industrie, Que., has received demand of assignment.

E. Georget, confectioner and fruiter, Winnipeg, Man., has held a meeting of creditors.

O. Wagner & Co., general merchants, Manitou, Man., has sold the business to S. McLure.

H. Sauve, general store, Coteau du Lac, Que., the assets of this trader are to be sold.

H. McLean, grocer, Wellington street, Montreal, Que., the stock of this trader has been sold.

Jules Brisson, general store, St. Blandine, Que., will hold a meeting to appoint curator.

Wm. J. Dwyer, grocer, Montreal, Que., has assigned and will hold a meeting of creditors shortly.

A. R. Weillbrenner, general store, Portneuf, Que., the assets of this trader are to be sold shortly.

Simard & Frere, general merchants, Normandin, Que., V. E. Paradis has been appointed curator.

Gendron, Denaul & Co., wholesale flour merchants, Sherbrooke, Que., have dissolved partnership.

The E. Girardot Wine Co., Limited, Sandwich, Ont., is advertised for sale by J. C. Her, sheriff.

Earle & Hunter, grocers, Lucknow, Ont., have dissolved partnership. William Earle continues.

J. E. Brassard, general store, Laus Au Foin, Que., has assigned, V. E. Paradis, provisional guardian.

Farlardeau & Farlardeau, grocers, Que., Jos. Edward Farlardeau and Etienne Farlardeau registered.

A. Fiset & Co., grocers, Montreal, Que., a meeting of the creditors of this firm is to be held shortly.

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all Leading Wholesale Houses.

There is a difference.

**CLAY PIPES**

made by us are the best in the world.  
Specify them in your order.

**D. McDOUGALL & CO., Glasgow, Scot.**

## RUSHED TO THE LIMIT

Turning out . . .

### Hogen Mogen and Royal Sport Cigars

5 Cents.

10 Cents.

We thank many grocers for their generous response to our advertising. It speaks well for the "Grocer" and for its readers. We have room for YOU on our list of satisfied customers. We start you off with a show case if you buy 5,000 assortés. Our Cigars prove themselves. Ready when you drop a line.

**THE SHERBROOKE CIGAR CO.,**  
SHERBROOKE, P.Q.

# BRAID'S BEST COFFEE



**Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels**

**BRAID'S BEST** is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

**WM. BRAID & CO., - Vancouver, B.C.**

## Quotations for Proprietary Articles.

Quotations on staple articles prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Nov. 2, 1905.

Quotations for proprietary articles, brands, etc. are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

### Baking Powder.

Ammonia Powder—		
Bee" brand, 48 5c. pkgs., per case	.....	\$1 75
" " " 27 10c. pkgs. " "	.....	2 00
" " " 10 25c. pkgs. " "	.....	1 75
Cook's Friend—	Per doz.	
Size 1, in 2 and 4 doz. boxes	.....	\$3 40
" 10, in 4 doz. boxes	.....	3 10
" 2, in 6 " "	.....	0 80
" 12, in 6 " "	.....	0 70
" 3, in 4 " "	.....	0 45
Pound tins, 2 doz. in case	.....	3 00
12-oz. tins, " "	.....	2 40
5-lb. " " "	.....	14 00

### W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 3 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.	3 40
1 doz.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75

### JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	.....	\$0 40
" " " " " "	.....	0 75
" " " " " "	.....	1 25
" " " " " "	.....	2 25

### OWAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	.....	\$0 45
" " " 1 lb., 5 doz.	.....	0 90
" " " 1 lb., 3 doz.	.....	1 25
" Borax, 1 lb. packages, 4 doz.	.....	0 40
" Cornstarch, 40 pks. in a case	.....	0 75

Freight paid 5 p.c. 30 days.

### MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 83
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2-lb.	4 10
1 " "	5 " "	7 30
3 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

### ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime	\$1 00
1 lb.	1 60
6 oz.	2 25
1 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

Sizes.	Per Doz.
Cleveland's-Dime	\$1 00
1 lb.	1 50
6 oz.	2 30
1 lb.	2 80
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

### "VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	.....	\$2 25
1-lb. tins, 4 doz. in box	.....	1 25
1-lb. tins, 4 doz. in box	.....	0 75

### "BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	.....	\$3 50
" " " 36 10 " "	.....	4 00
" " " 24 16 " "	.....	4 50
"Beaver" brand, 24 16 pks.	.....	4 80



### EAGLE BAKING POWDER

Cases of 48-5c. tins	.....	\$0 45
" 48-10c. tins	.....	0 75
" 24-25c. tins	.....	2 25
" 48-25c. tins	.....	2 25

### Blue.

Keen's Oxford, per lb.	.....	\$0 17
In 10-box lots or case	.....	0 16
Reckitt's Square Blue, 12-lb. box	.....	0 17
Reckitt's Square Blue, 5 box lots	.....	0 16
Gillett's Mammoth, 1/2 gross boxes	.....	2 00
Nixey's "Cervus", in squares, per lb.	.....	0 16
" " in bags, per gross	.....	1 25
" " in pepper boxes,	.....	according to size
	.....	0 02 0 10



### J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	.....	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1/2 lb. pkgs. per lb.	.....	12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2-lb. pkgs., per lb.	.....	10c

### Black Lead.

Reckitt's, per box	.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/4 gross, 4 oz.	.....	

### JAMES' DOME BLACK LEAD.

Per gross		
6a size	.....	\$3 40
2a size	.....	2 50

### Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	.....	2 25
" " " 10 oz., cases, 48 " "	.....	2 25
" " " 16 oz., cases, 48 " "	.....	4 25

### EAGLE BORAX.

Cases of 5-doz. 5c. packages	.....	\$0 45
" 5-doz. 10c. " "	.....	0 90

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	.....	0 08
" 7-lb. cotton bags, per bag.	.....	

### Chocolates and Cocoas.

#### THE COWAN CO., LIMITED.

Cocoa—		
Hygienic, 1-lb. tins	.....	per doz. \$6 75
" 1-lb. tins	.....	3 50
" 1/2-lb. tins	.....	2 00
" fancy tins	.....	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc.	.....	per lb. 0 50
Perfection, 1/2-lb. tins, per doz.	.....	2 40
Cocoa Essence, sweet, 1/2-lb. tins, doz.	.....	2 55

Chocolate—		
Queen's Dessert, 1/2's and 1/4's	.....	\$0 40
" " " " " "	.....	0 45
Mexican Vanilla, 1/2's and 1/4's	.....	3 35
Royal Navy Rock, " " "	.....	0 30
Diamond, " " "	.....	0 25
" " " " " "	.....	0 28

Icings for cake—		
Chocolate, pink, lemon color, lbs.	.....	\$1 75
Orange, white and almond, 1/2-lb.	.....	1 00



# A Word to the Trade.

The beet crop is now coming in and we are getting busy in anticipation of a large demand for our

## Extra Standard Granulated Sugar

Last season our supply—large though it was—fell short of the demand. To ensure prompt attention, therefore, order from your jobber early.

Remember, our sugar is a **Canadian product**. It's manufactured in Canada from raw material grown in Canada, and it isn't surpassed for purity by any sugar—cane or beet—on the market. We shall have more to say on this subject. Look for our ad. each week.

**ONTARIO SUGAR CO., - Berlin, Ont.**

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	4c.	44c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	34c.

**Allison's Coupon Pass Book.**

\$1 00 to \$3 00 books	5 cents each
5 00 books	4 "
10 00 "	3 "
15 00 "	2 "
20 00 "	1 "
25 00 "	1 "
50 00 "	12 "




**BRUNSWICK'S EASY BRIGHT**  
INSTANTANEOUS CLEANER  
CLEANS EVERYTHING.

Per doz.  
4-oz. cans \$ 0.90  
8-oz. " 1.35  
10-oz. " 1.85  
Quart " 2.75  
Gallon " 10.00

Wholesale Agents  
The Davidson & Hay, Limited, Toronto

**Fly Pads.**



**WILSON'S FLY PAD POISON**

Wilson's Fly Pads in boxes of fifty 10 cent packets, \$3 per box, or three boxes for \$8.40.

**Infants' Food.**

Robinson's patent barley	1-lb. tins	\$1 2
"	1-lb. tins	3 25
"	1-lb. tins	1 25
"	1-lb. tins	2 50

**Jams and Jellies.**  
SOUTHWELL'S GOODS. Per doz.  
Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 84
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06 1/2
7 and 14-lb. wood pails, per lb.	0 06 1/2
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
7 and 14-lb. wood pails, 8 pails in crate, per lb.	0 06 1/2
30-lb. wood pails, per lb.	0 06 1/2
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	\$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 8 pails in crate, per lb.	0 09

**Licorice.**  
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
"Acme" pellets, 5-lb. cans (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars, 30 5-lb. cans, per can	1 75
"Purity" licorice 10 sticks, per can	1 50
"Purity" licorice 100 sticks, per can	0 75
Dulce large cent sticks, 100 in box	...

**Lye (Concentrated).**  
GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

**Mince Meat.**  
Wetley's condensed, per gross net ... \$12 00  
per case of doz. net ..... 3 00

**Mustard.**  
COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	\$1 40
1-lb. tins, per doz.	2 50
1-lb. tins, per doz.	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar, per jar.	0 25
F. D., 1-lb. tins, per doz.	0 85
1-lb. tins, per doz.	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins, per lb.	\$0 35
1-lb. tins, per lb.	0 35
1-lb. tins, per lb.	0 32 1/2
4-lb. jars, per jar	1 20
1-lb. jars, per jar	0 35

Old Crow," 12-lb. boxes—

1-lb. tins, per lb.	0 25
1-lb. tins, per lb.	0 23
1-lb. tins, per lb.	0 22 1/2
4-lb. jars, per jar	0 70
1-lb. jars, per jar	0 25



**ORANGE MEAT.**

Cases, 36 15c. packages, per case	\$4.50
5 cas- lots, per lot	4.40
(Freight paid.)	
Cases, 20 25c. packages, per case	4.10
5 case lots, per lot	4.10
(Freight paid.)	

**Orange Marmalade.**  
THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass, per case	\$1 50
" " quart gem jars, per case	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	\$1 00
Home-made, in 1-lb. glass jars, per doz.	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 25
Golden shred marmalade, 2 doz. case, per doz.	1 75

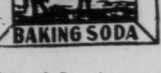
**Pickles.**  
STEPHENS'.  
A. P. Tippet & Co., Agents

Cement stoppers (pints), per doz.	\$2 50
Corked " "	1 90

**Salt.**  
Cerebos salt, per doz. pkgs. (4 doz. in case), per doz.

\$1 45

**Soda.**  
COW BRAND.



**DWIGHT'S BAKING SODA.**

Case of 1-lb. containing 60 pkgs., per box	\$3 00.
Case of 1/2-lb. (containing 120 pkgs.) per box	\$3 00.
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box	\$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box	\$3 00.

**MAGIC BRAND.**

No. 1, cases, 60 1-lb. packages, per case	\$2 75
No. 2, " 120 1/2-lb. " " " "	2 75
No. 3, " 60 1-lb. " " " "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case	2 85
5 cases	2 75

**"BEE" BRAND.**

"Bee" brand, 8oz., cases, 120 pkgs.	\$300
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Table listing soap products: Maypole soap, colors, black, Oriole soap, Gloriola soap, Straw hat polish.

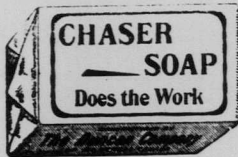
BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. \$3.50 per box. 5 boxes a freight paid and half box free.

each 2 doz., \$2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case ..... \$2 40 Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

Table listing Gold Dust Washing Powder products: 24 25c. packages, 50 10c., 100 5c., 100 10c. cakes (Glycerine Tar Soap), 100 10c. cakes (Sanitary Soap), 100 5c. cakes (Fairy Soap), 100 5c. cakes (Capco Soap), 100 5c. cakes (Scouring Soap), 100 5c. bars (Santa Claus Soap), 100 5c. bars (Clairette's Soap), 100 5c. bars (Masco Soap).

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Table listing Starch products: Laundry Starches (No. 1 White or blue, Canada laundry, Silver gloss, Edward's silver gloss, Kags silver gloss, Benson's satin), Culinary Starch (Benson & Co.'s Prepared Corn, Canada Pure Corn), Rice Starch (Edwardsburg No. 1 white, Bee brand starch), Borated starch (50 box, 100 lb. keg, laundry, Gem).

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Table listing Laundry Starches: Canada Laundry, Aeme Gloss Starch, Finest Quality White Laundry, Barrels, Kegs.

Lily White Gloss—

Table listing Lily White Gloss products: 1-lb. fancy cartons, 6-lb. top trunks, 6-lb. enameled tin canisters, Kegs, ex. crystals.

Brantford Gloss—

Table listing Brantford Gloss products: 1-lb. fancy boxes, Canadian Electric Starch, Celuloid Starch.

Culinary Starches—

Table listing Culinary Starches: Challenge Prepared Corn, No. 1 Brantford Prepared Corn, Crystal Maize Corn Starch.

SAN TOY STARCH.

Table listing San Toy Starch: 10c. pkgs, cases 5 doz., per case.

ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

Culinary Starches—

Table listing Culinary Starches: St. Lawrence corn starch, Durham corn starch.

Laundry Starches—

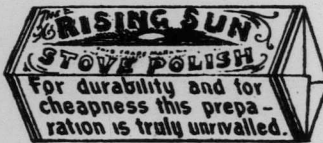
Table listing Laundry Starches: No. 1 White, Canada Laundry, Ivory Gloss, Patent starch, Akron Gloss.



OCEAN MILLS.

Chinese starch, per case of 5 doz., \$4, less 5 per cent.

Stove Polish.



Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50. Rising Sun, 3-oz. cakes, gross boxes 4 50. Sun Paste, 10c. size, 1-gross boxes 10 00. Sun Paste, 6c. size, 1-gross boxes 5 00.



Enameline stove dressing, per doz. 0 70. Syrup. "CROWN" BRAND PERFECTION SYRUP. Enamelled tins, 3 doz. in case \$3 40. Plain tins, with label— 2 lb. tins, 3 doz. in case 1 90. 5 " " " " " " 2 25. 10 " " " " " " 2 25. 20 " " " " " " 2 10. (10 and 20 lb. tins have wire handles.)

Large advertisement for Sutton's Ammonia. Text: '16, GOLD, SILVER AND OTHER PRIZE MEDALS SUTTON'S AMMONIA FOR ALL HOUSEHOLD PURPOSES. MANUFACTURED BY G.F. SUTTON - SONS - & CO. OSBORNE WORKS, BRANDON ROAD, KINGS CROSS, N.'

SMALL'S BRAND—Standard.

Table listing Small's Brand products: 5 gal. tins, per can, 1 " " per case.

E. D. MARQUEAU, Montreal.

Table listing Japan Teas: "Condor" I 40-lb. boxes, " " II 40-lb. boxes, " " III 80-lb. boxes.



Teas.

SALADA CEYLON.

Wholesale. Retail

Table listing Salada Ceylon Tea products: Brown Label, Green Label, Blue Label, Red Label, Gold Label.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Table listing Kolona Ceylon Tea products: Black Label, Blue Label, Green Label, Red Label, Orange Label, Gold Label.



Table listing Ram Lal's Pure Indian Tea products: Cases, each 60 1-lb., 30 1-lb., 120 1-lb.



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Table listing Luella Ceylon Tea products: Blue Label, Orange Label, Brown Label, Green Label, Red Label.

"CROWN" BRAND

Table listing Crown Brand products: Red Label, Blue Label, Green Label, Japan, 1's.

Table listing GMD AAA Japan, Blue Jay, "Condor" V, XXXX, XXX, XX, LX.

Table listing "Condor" Ceylon black tea in lead packets: Green Label, Grey Label, Yellow Label, Blue Label, Red Label, White Label.

Table listing Black Teas—"Old Crow" blend—Bronzed tins of 10, 25, 50 and 80-lb. No. 1, No. 2, No. 3, No. 4, No. 5.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Table listing Smoking and Chewing tobacco products: Empire, Ivy, Rosebud, Currency, Old Fox, Snowshoe, Stag, Boba, Fair Play, Club, Universal, Dixie.

Vinegars.

E. D. MARQUEAU, Montreal. Per gal

Table listing Vinegar products: 3 M.D. pure distilled, highest quality, Condor, pure distilled, Old Crow.

Yeast.

Table listing Yeast products: Royal yeast, Gillett's cream yeast, Jersey cream yeast cake, Victoria.

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