

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, OCTOBER 12, 1906.

NO. 41.

Wherever people wash and iron THERE

Keen's



Oxford Blue

is found—In your town or city the best people use it.—Knowing this, won't it pay you to keep it in stock?

FOR SALE BY ALL JOBBERS IN CANADA.

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

Make money on a seasonable seller

CROWN  BRAND

Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.	Also in Bris. $\frac{1}{2}$ Bris
5 " " " 1 " "	Kegs and Pails.
10 " " " $\frac{1}{2}$ " "	
20 " " " $\frac{1}{4}$ " "	

Freight paid on 5 cases and over to all railway stations east of North Bay.

Cannot be surpassed for perfection in color, body, richness of flavor and absolute purity. It contains the best health-giving and nourishing qualities of the finest selected corn.

Buy it for your family trade.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

There's Money In It.

There's a large business to be done in
Burton's All-Healing Tar Soap.

1. It is a pure high-grade antiseptic soap
2. The ideal soap for Doctors, Surgeons, Dentists, Medical Students and Nurses. With this class of people it sells largely.
3. Every home is visited by sickness or accident; therefore Burton's All-Healing Tar Soap has a place in every home.
4. For cleansing the hair and scalp it is very beneficial.
5. It is used by many of the leading hospitals throughout Canada.
6. It bears a good profit and is a good seller.

Vital reasons why you should sell

Burton's All-Healing Tar Soap

One of the excellent lines manufactured by
Albert Soaps, Limited, Montreal



National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. MOINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard
Grades:

Extra Choice Porto Rico, Lion Brand,
Cintron Brand, Beaver Brand, &c.
Fancy Barbados Syrup, Choice Barbados
Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

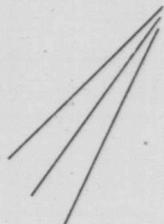
Hallifax, - Nova Scotia

Agents

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

**Hannah's
Scotch
Pickles**

Are sound and crisp. They are preserved in genuine Malt vinegar; are packed with scrupulous care. The bottles bear very showy and most attractive labels. Could you ask more? (10, 16, 20, 30 and 40-ounce bottles.)



LOW PRICES

Quality Tells!

Absolutely free from animal matter and hence free from any chance of decay.

No smells, no odors like ordinary soap. Contains 67 per cent. of pure oil—7 per cent. more than others.

For the skin or for fine laundry work it is unexcelled.

In pressed cakes and in bars.

"Shell" Castile Soap

TRADE MARK



**"SHELL BRAND"
(LA COQUILLE)**

RETURNED
to *James*
June 6/06
Cut Book No. *57*
Page No. *10*
all.

ARTHUR P. TIPPET & CO., Agents
8 Place Royale, Montreal
20 1/2 Front St. East, Toronto



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOES, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Lafamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

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.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

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.

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

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.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

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

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and
Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

Ask us for prices on
**EVAPORATED
APPLES**
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

WINNIPEG.

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

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

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

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

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

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

(Continued on page 4.)

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Page No. 72
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Meat of Wheat—

Made from the finest quality of No. 1 Manitoba Hard Wheat. The **best** and most **economical** breakfast food on the market. Each package makes **12 lbs.** delicious breakfast food.

It pays you a good profit—

There's money enough in it to make it worth your while to push it. A greater profit than any other 15c. package on the market.

CASES—36 packages \$4.20 per case.
Freight paid on 5-case lots.

Order from your wholesaler. If he doesn't have it in stock write direct to

The **WESTERN MILLS** TORONTO
PURE FOOD CO.,



RETURNED
Oct 24/06
Owner
56
No. 72
C.A.D.

A New Seller and a Good Seller—

HIRST'S YORKSHIRE TOFFEE

Caramel Toffee, ½-lb. tablets, tins 5 lbs.
Cream Bon Bons, loose, tins 5 lbs.

White Rose Toffee, ½-lb. tins
Yorkshire Carmels, ½-lb. tins

These pay you a good profit and are just the thing for Fall and Xmas trade.

A rattling good seller is our line of 10c. Biscuits—

—Cost you 7½c. lb., boxes free—

Trial orders will be quickly followed by repeat orders

—OUR TRAVELLERS WILL SHOW YOU SAMPLES—

Don't Forget—we are well stocked with NEW SEASON'S

RAISINS— VALENCIA SULTANA MALAGA — FIGS— OUR PRICES ARE RIGHT

ALL ORDERS RECEIVE PROMPT DESPATCH

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

Manufacturers' Agents—Continued.

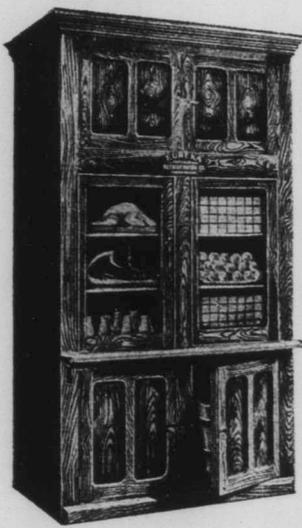
G. C. WARREN
REGINA

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

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in



REFRIGERATORS

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

CANADIAN MACHINERY
TORONTO MONTREAL

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

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.



This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF

Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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

MONTREAL, QUE.
TORONTO, ONT.

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



You need a good starch for your customers. Write us for samples and prices of

CHINESE STARCH

Better and more profitable than others.

OCEAN MILLS, - MONTREAL

A Good Counter for Sale

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet 2 inches wide, 3 feet deep, 15 feet long.

The MacLean Publishing Co., Limited
10 Front St. East, Toronto

STOCK NOW.



*Sutton's
Worcestershire
Sauce
cannot
be beaten
for
quality
and price*

**G. F. Sutton,
Sons & Co.**

King's Cross
London, Eng.

CANADIAN AGENTS:
MACLURE & LANGLEY LTD.

154 Pearl St., Toronto
30 Hospital St., Montreal

SEEDED RAISINS

THE good keeping quality of Californian Seeded Raisins is owing entirely to the fact of their being what is termed in the trade "Processed." This "processing" is simply subjecting the fruit, after it is cured, to a process of alternate great heat and then great cold, by chilling it. The raisins are placed in a hot room with a temperature as high as 140°, left there for a certain time, and then changed into the chilling room with a temperature near the freezing point. This procedure is followed several times. The result is that the saccharine quality in the fruit is somewhat changed by this treatment, and the sugar in the raisins **will not candy or crystallize** when exposed to the air by the skin being broken in seeding.

Owing to the scarcity of properly **processed** Californian Seeded Raisins, some importations have been made of Spanish Malaga Seeded Raisins, and the market being bare of Californian fruit, retail merchants have been tempted to handle this Spanish seeded fruit. This Spanish article will not keep as it is not processed. It is poor looking stuff even when it first arrives. It is worse after keeping a little while, and is absolutely unmerchantable should it be kept on the shelves a few months. It is in the interests of everyone concerned, wholesaler, retailer and consumer alike, to draw the attention of the trade generally to this fact. It will kill your trade with consumers for seeded fruit if you handle this unprocessed Spanish seeded fruit. The Spanish fruit cannot be processed owing to the more delicate quality of the skin, which will not stand the severe treatment of processing.

The better grades of Californian Seeded Raisins are all properly processed and will keep, if need be, for a year, without deteriorating in quality, or without giving any cause of complaints from the consumer.

"GRIFFIN" BRAND is now recognized the whole country over as the standard of quality for seeded raisins.

W. G. A. LAMBE & CO., TORONTO

Ontario Agents for

GRIFFIN & SKELLEY COMPANY

SAN FRANCISCO



ch for your samples and

FARCH

than others.

MONTREAL

for Sale

merchant to buy
able price.
sides oak.
feet deep, 15 feet

Co., Limited
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NOW.

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id price

**F. Sutton,
ns & Co.**

King's Cross
ondon, Eng.

CANADIAN AGENTS:
LURE & LANGLEY Ltd.

54 Pearl St., Toronto
Hospital St., Montreal

A Quarter of a Century's Experience

BEHIND THEM AND

STILL ON TOP

Lynnvalley (Simcoe)

Maple Leaf (Delhi)

Lion (Boulter)

Thistle (Brighton)

White Rose (Lakeport)

Canadian Canners LIMITED

N

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Offic
9

New Crop Broom Corn

Now Arriving

The first of this season's crop is just to hand. We have secured an exceptionally fine selection and are now prepared to execute orders for



Fine Green Carpet Brooms

H. W. Nelson & Co., Ltd.

Office and Warehouse,
92 Adelaide W.

TORONTO

Factory,
15, 17, 19 & 21 Jarvis St.

WILL PAY FOR YOUR ENERGY

It is a well-known fact that no tea ever placed on the Canadian market possesses as much intrinsic value as

Red Rose Tea

There are many ways to prove it

Try the tea yourself!

Ask other people who drink it!

Ask any disinterested tea man!

Put the energy into selling Red Rose Tea that you put into other brands, and you will sell more tea and make more money.

If you are not selling it, I think these facts will be proved by a single case. Is it not worth ordering one?

T. H. ESTABROOKS

Branches:
TORONTO, WINNIPEG.

ST. JOHN, N.B.

"Sal
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THERE MI
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"Salada" Ceylon Teas will cover every customers requirements, inasmuch as we pack and sell—Black—For Black Tea Drinkers. Natural Green—For those used to the use of Japans.



What a Revolution the "Salada" Corporation has wrought in the Tea Trade is conclusively evidenced by the enormous and ever increasing demand—the sale now being one-sixth of the entire Tea Consumption of Canada.

THERE MUST BE
A REASON WHY

"Draw Your Own Conclusions"



**Good
Customers'**

choice is always
MAGIC BAKING POWDER,
*because it is so well
and favorably known.*

*Good grocers most
everywhere sell it.*



Merchants should recommend food products that are produced in clean factories.



Whatever may be your idea of a toothsome pickle

**"STERLING"
BRAND
PICKLES**

will, we feel confident, meet your standard. We speak confidently because we know how thoroughly these pickles meet the ideas of the most fastidious.

Leading grocers everywhere find these a splendid selling line.

THE T. A. LYTLE CO. Limited
TORONTO CAN.

The famous "Made-in-Canada" Pickle

E. NICHOLSON

D. H. BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBY'S 1901.



BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN.



Winnipeg, October 12, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs.—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat.....	4,495,000	acres	yield	87,203,000	bushels
Oats.....	1,838,000	"	"	75,725,600	"
Barley.....	546,000	"	"	16,980,600	"
Flax.....	55,660	"	"	690,184	"
Grand Total.....				180,599,384	"

Population of the three provinces in 1906:

Manitoba.....	360,000
Alberta.....	185,000
Saskatchewan.....	260,000
Grand Total.....	805,000

These 805,000 people will have over \$100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money**. Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies**. Our selling organization is complete, we cover thoroughly the **Great West**. If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

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

Established 1882.

We Want You To Know

because it is to your interest as well as to ours,
that the OLD HOMESTEAD brand canned

Corn and Tomatoes

we are putting up this year are positively the
best ever packed in Canada.

The season has been perfect and the Picton
district a veritable garden. Here we are right
in the centre of it and we are putting up the
choicest the garden can afford for the trade of
Canada.

A standing invitation is extended to the trade
to visit our factory and see the kind of goods
we are putting up and the neatest factory in
America.

They are positively the best, are OLD
HOMESTEAD Canned Goods. There is no
doubt of it. Give them a trial and you will
prove their worth. Ask your wholesaler for
OLD HOMESTEAD Brand. If he can't
supply you write us direct.

The Old Homestead Canning Co.

Picton, Ontario

Every THINKING merchant studies the tea-drinking tastes of his customers. He posts himself on the characteristics of GREEN and BLACK Teas.

Did you ever know that the only REAL, genuine, natural GREEN Teas were **JAPANS?** Also that, prepared as these teas are, they are absolutely the PUREST and HEALTHIEST teas to drink?

They are—then buy and sell

JAPAN TEAS

"CAMP"
COUNSELS.

The finest coffee stock
you can possibly get hold of is

'Camp' COFFEE

It never deteriorates in price or quality, takes up but little room, and is so thoroughly good and reliable that it will certainly increase your trade reputation. "CAMP" Coffee is selling now—selling well. Have you stocked it yet? If not, try some now.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal



RICE RICE RICE

RANGOON

PATNA

JAVA

Just
Arrived

JAPAN

CAROLINA

Write for Samples and Quotations

WARREN BROS. & CO.

Wholesale Grocers

Limited

35 and 37 Front St. E., Toronto

THE CANADIAN GROCER

ELEME FIGS

Lowest Prices

For immediate delivery

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO



PURNELL'S PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.

The best for Pickling and for the table.

PURNELL'S PURE PICKLES AND SAUCES

Quality guaranteed. PROFITS GOOD. Sales always increasing.

Purnell Webb & Co., Ltd., Bristol, Eng.

Founded in the year 1750.

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, ST. JOHN, N.B.
H. HANZARD, CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., 26 St. Peter St., MONTREAL

C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
KYLE & HOOPER, 27 Front Street East, TORONTO.
BICKLE & GREENING, HAMILTON, ONT.
J. CARMAN, 722 Union Bank, WINNIPEG, MAN.
C. E. JARVIS & Co., VANCOUVER, B.C.



CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY

9 and 11 Francis Street, TORONTO, ONT.

Manufacturers:

Would you like to have your products ably handled in

ALBERTA?

We have the connection, organization and experience necessary to gain and hold the market for first-class manufacturers.

Offices and warehouses with A1 railway facilities at

Calgary and Edmonton.

Salesmen cover the province thoroughly.

Write us.

DOMINION BROKERAGE CO., Limited
CALGARY and EDMONTON

When buying your
Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

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

"W. Abel" Standard Quality

*4 Cr. Layers
Selected
Fine Off Stalk*

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL
TORONTO

*It sells well
and gives
satisfaction*

What more do
you want?

Don't run short
of it.

**PATERSON'S
CAMP
COFFEE
ESSENCE**

ROSE & LAFLAMME
Agent Montreal

CRYSTAL SUGAR

**SOLD
TO THE RETAIL GROCER
DIRECT
FROM THE MANUFACTURER**

*WE GUARANTEE every pound to be strictly pure and
manufactured in a perfectly CLEAN and SANITARY factory
by CLEAN Canadian labor.*

OUR QUALITY IS SECOND TO NONE

Western Agents
MASON & HICKEY
WINNIPEG

The Wallaceburg Sugar Co., Ltd.
WALLACEBURG, ONTARIO

Busy, Busy, Busy

Cans are rushing.

**Get your supplies in--Don't
wait until the last moment**

We are running full capacity
and are anxious that you get
your orders in early. Don't
delay. We want to satisfy
you.

Order Now!

Acme Can Works

MONTREAL

"WAGSTAFFE"

**A name that means much in
the Jam, Marmalade and
Sealed Fruit business.**

The British War Office thought enough of our
goods to buy over 2,000,000 tins of Jam for
Tommy Atkins' use in the late Boer war.

In Canada we are now putting up a line of

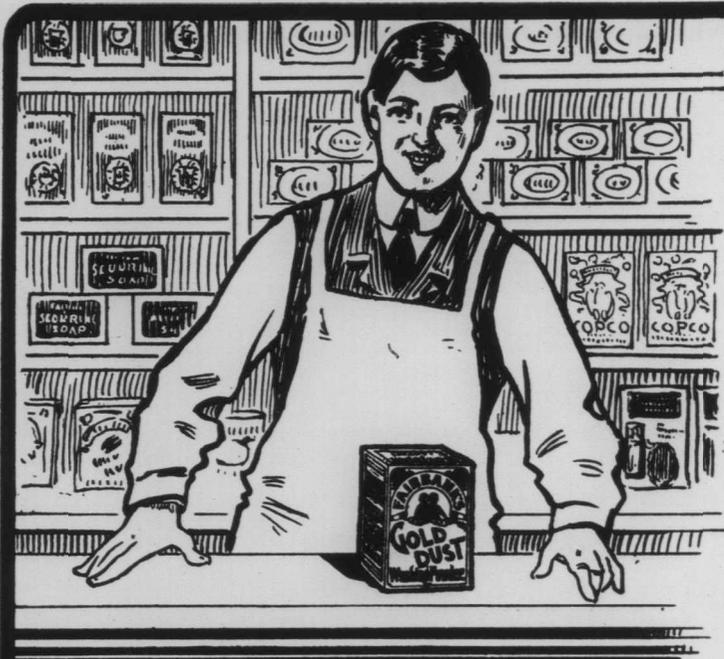
Jams, Marmalades and Sealed Fruit

in glass, equal to the goods that have the top-
most reputation in Manchester, England.

Pure Wholesome Profitable

All our experts are the most up-to-date in
the trade. See your wholesaler or communicate
direct.

WAGSTAFFE, Limited, HAMILTON, ONT.



The Man Behind the Counter

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

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

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

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

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

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA



Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALEERS
THOS. SYMINGTON & CO. - EDINBURGH



The Finest
Family Polish
on the Market.

BLACK JACK

AT YOUR JOBBERS'



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 Cross Cases

2-lb. Pails, 2 doz. in Crate
1/4 " 1/2 " "
25-lb. Pails. 75-lb Tubs
1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for It

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

YOU WANT Something that will bring you trade.

"MELAGAMA"

MOTHER'S FAVORITE TEA

Brings constant repeat orders.

WRITE US TO-DAY

Close Prices

Prompt Shipment

We carry a full line of bulks—Will be pleased to send you samples.

MINTO BROS., Tea Importers

F. J. WHITE, Manager

TORONTO, ONT.



OUR MOTTO:

"Quality Regardless of Price"

This motto peculiarly applies to our **Cream of Sugar Corn**, which in selection, careful handling, ingredients of syrup, is made to cost

much more than the ordinary brands put on the market, but is sold at a very slight advance in price over the ordinary brands. Now, what is true of our **Cream Sugar Corn** quality is also equally true of **Farmers' Brand of Canned Peas, Corn, Beans, Tomatoes, etc.** These are **all** delivered from our own fields to the factory, and packed fresh the same day as they are gathered.

Proof of dealers' and consumers' appreciation being that though our **1906 Pack** doubles that of 1905, but very little of the former remains to be sold. We solicit a small trial order that you may be in the swim with dealers who are buying our goods.

The FARMERS' CANNING COMPANY, Limited

BLOOMFIELD, ONT.

BLACK LEAD

Cooler weather has brought stoves, etc., again into general use making a good demand for Stove Polish.

Black Lead is the best form of Stove Polish and

"JAMES DOME"

has proved itself the best make of Black Lead. Sort up your stock. All jobbers handle it.

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

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READY!

PURE!

STANDARD

TRY!

BURGH

BRAND
E MEAT

Meat
ross Cases

. in Crate

5-lb Tubs
arrels.

Brocer for it

it., Can.

The Season for Coffee

If there has been anything wanting in your coffee trade that has puzzled you, give up worrying. Write us for samples of our "CLUB" and "PRINCE OF WALES" brands. These brands of coffee will do for you what they have done for others—increase your coffee trade.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 66.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

A Lot of Starch is sold. But how many of these sales are of the "Come-Back Again" Kind? There is one of the most important things you have to consider. When a package of

IVORINE (Cold Water) STARCH

is sold it **half sells** another package in your store. It leaves the impression mark on the buyers memory.

Don't forget this fact.



"Ivory Starch" is obtainable from your jobber. Case of 40 packages, \$2.50

ST. LAWRENCE STARCH CO.

LIMITED
PORT CREDIT, ONT.

You can't keep a grocery store without

Matches

You can't keep the best Matches unless you buy

Our Matches

Made from the best material by skilled workmen with the most up-to-date machinery.

Write us for price list and see how much more money you can make selling our Matches than any other brands.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

NEW PRUNES

Santa Clara Valley goods in 25 lb. boxes, 60/70, 70/80, 80/90, 90/100
Prices Right

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Do Your Customers a Good Turn, Direct Their Attention To "Riverdale" Brand

They will then get delicious eating. When customers are satisfied with their Canned Corn, Tomatoes and Peas, they become sure patrons for the grocer who sells them the satisfying Corn, Tomatoes and Peas.

Isn't that a royal reason why you should stake your faith on

**"RIVERDALE" BRAND CANNED
GOODS**

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

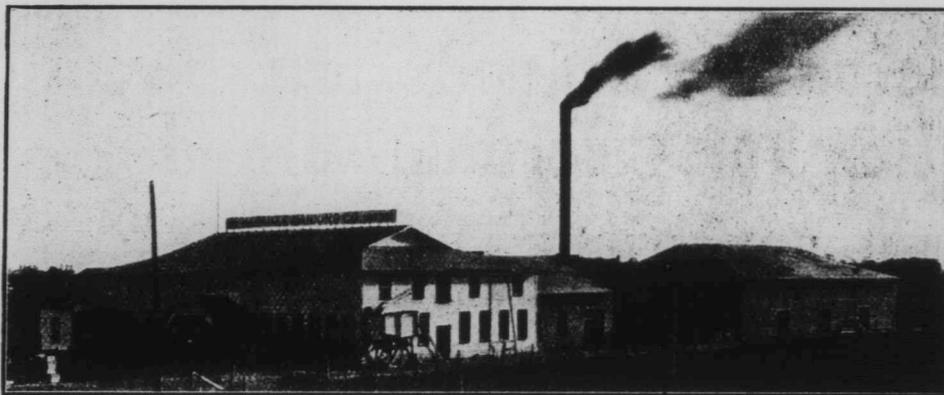
D. RATTARY & SONS

AGENTS

QUEBEC

Montreal

OTTAWA



**Cleanliness is a
mighty important
factor with the
Napanee Canning Co.**

All the floors in our factory are made of cement. The ceilings in our factory are very high. A first-class sewer runs direct from our factory to the river.

These virtues cannot do other than this one thing : produce perfect sanitary conditions for putting up

**“CANADA’S PRIDE”
CANNED FRUIT and VEGETABLES**

Have you ordered our delicious Tomatoes, our delicious Corn ?

**WM. GALBRAITH & SON,
Sole Agents for Montreal**

**NAPANEE CANNING CO., Limited
W. A. CARSON, Manager - - Napanee, Ont.**

**Royal Crown
Witch Hazel Toilet Soap
Is Well Advertised**

Throughout Canada the interest of the public is being aroused and maintained in this combined Skin-Tonic and Soap.

Advertising of which the prudent dealer takes advantage.

If your supply is not up to the mark, why not order?

**The ROYAL CROWN Limited,
Winnipeg, Man.**

W. H.
Millman
& Sons,
27 Front St.
E., Toronto,
Ontario,
Agents.



Wm. H. Dunn,
294-296
St. Paul St.,
Montreal,
Agents for
Quebec and
Lower
Provinces.

HAVE YOU READ

**The
BUSY MAN'S
MAGAZINE**

**THE REVIEW OF REVIEWS FOR
BUSY PEOPLE**

Each issue contains a varied and selected number of articles from the world's leading magazines. This publication is really an ideal magazine, embodying as it does all the best features of the best periodicals.

We are most anxious that you examine a copy closely.

The Busy Man's Magazine is on sale at all bookstores, or it will be sent regularly for one year to any subscriber to THE CANADIAN GROCER for \$1.50.

Have your subscription commence with our OCTOBER NUMBER.

**THE BUSY MAN'S MAGAZINE
Toronto, Canada**

Tartan BRAND

SIGN OF PURITY

MALAGA RAISINS, arrived 27th Sept. We have

22-lb. boxes Choicest Clusters

22-lb. boxes Royal Dehesa Clusters

¼ boxes Choicest Clusters

¼ boxes Royal Dehesa Clusters

22-lb. boxes Vega Clusters

Arriving on Wednesday, 5th Oct., first shipment of NEW FIGS

10-lb. boxes 4-Row Figs

24-lb. and 48-lb. boxes 2½-in. Figs

10-lb. boxes 5-Row Figs

48-lb. 3-in. Erbeli Figs

WAGSTAFFE—These goods are being rapidly sold. If you want a complete assortment of Sealed Fruit, order now.

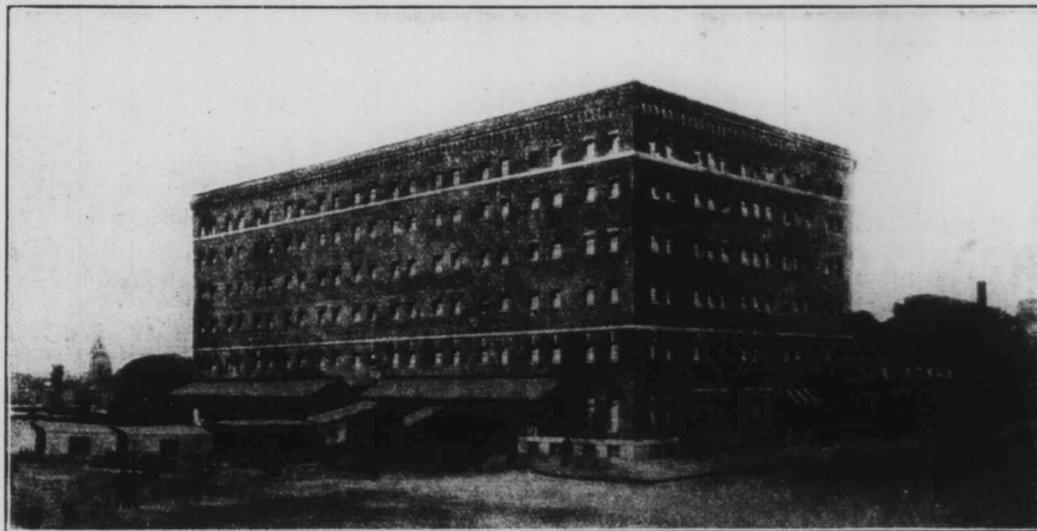
We have a big snap in a Hyson Tea to retail at 25c.

See our travellers or ask for samples

Always when in a hurry phone 596, our long distance number.

BALFOUR, SMYE & CO., Wholesale Grocers, HAMILTON

NOW
READY
TO
RECEIVE
GOODS.



FOR
STORAGE
FREE
OR
IN BOND

THE TERMINAL WAREHOUSE & CARTAGE COMPANY, LIMITED, are now ready to receive goods for Storage, Free or in Bond, in their new absolutely Fireproof Warehouse.

Canadian Canning Companies will increase their business by storing car load lots for sale to Montreal Merchants "Ex-Warehouse," or transhipment to East or West. We can always catch the "last boat."

Merchants and Manufacturers should keep a reserve of goods in a Modern Frost-proof Warehouse where Fire insurance is low, and where deterioration and damage by vermin is reduced to a minimum.

Write for Storage and Insurance rates to the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Currants Currants Currants

GREECE'S FINEST PRODUCTIONS:

**HAYCASTLE, OLYMPIC, PARADISE,
MINERVA, ATHENA**

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about $\frac{1}{4}$ c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers

Importers of Fine Fruits

JUST ARRIVING

$\frac{1}{2}$ -bbls. **Sea Trout**, $\frac{1}{2}$ -bbls. **Labrador Salmon**, $\frac{1}{2}$ -bbls. No. 1 **Mackerel**, $\frac{1}{2}$ -bbls. **Split Herrings**, $\frac{1}{2}$ -bbls. **Labrador Herrings**.

“ALL FIRST-CLASS STOCK”

LUCAS, STEELE & BRISTOL

Wholesale Grocers,

HAMILTON,

ONT.

The distinguishing feature of

Greig's White Swan Flaked Wheat

**FLAKED
WHEAT**

is the large, thin flakey flakes that make it so vastly different from any other wheat produced in Canada.

No attempt is made to compete in price with ordinary kinds of rolled wheat, as there is no comparison in quality. It stands in a class by itself and readily commands its price from particular people.

All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times.

Samples and quotations will be cheerfully furnished.

The Robert Greig Co., Limited
White Swan Mills,
Toronto

“ANTITIS PEPPER”

The New Pepper Packed in 2, 4, and 8 oz.,
1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

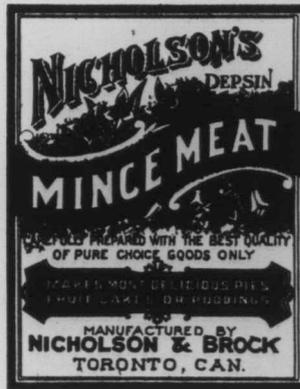
Guaranteed absolutely a pure blend
of Finest Peppers

Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane
LONDON, England

TRIAL ORDERS SOLICITED



NICHOLSON'S MINCE MEAT

Means Much to the Family Exchequer

Just the reason you should speak its merits to customers. They will save the money and you will secure the business.

About: N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Pudding, N. & B. Veriquik Tapioca, Brock's Bird Seed:

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

Red Label Catsup

We are offering an unusual snap in a freshly prepared pint bottle of Catsup, freight paid in 5 case (each 2 dozen) or 2 barrel lots to any station East of North Bay.

This is the best value on the market to-day.

Our travellers have samples and prices; if they don't call, write us.

Have you looked into our Red Feather Spice proposition? It will pay you.

JAMES TURNER & CO., HAMILTON, ONT.
LIMITED



Straight Pointers on Canned Goods

You run no risk at all in recommending "Essex" canned goods to your most particular customers. They measure up to a higher standard than anything you're accustomed to, and are guaranteed strictly high-grade in every detail of quality and flavor. We own the very latest facilities for doing things right, and insist on such satisfaction as the trade has never known before.

The "Essex" Brand

is a step nearer perfection than anything now in sight, both fruits and vegetables being specially selected and carefully handled. The very conditions under which we operate, make cleanliness and thoroughness our first consideration, with no room anywhere in this business for slap-dash methods. If you want the best, insist on the best. Our guarantee goes with every shipment.

THE ESSEX CANNING AND PRESERVING CO., Limited

Head Office: 8 Wellington St. East, TORONTO

Factory: ESSEX, ONT.

1/2-bbls.
bbls. No.
Split
abrador

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RISTOL

ONT.

PER"

in 2, 4, and 8 oz.,
and 7 lb. Tins.

PERS

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England

SON'S

MEAT

the Family Exchequer

you should speak
customers. They will
and you will secure

elly Powder, N. & B.

N. & B. Pudding,

liquik Tapioca,

Bird Seed.

Toronto, Ont.

AMERICAN NEW PURE FOOD LAW

Results Obtained at Meeting of Commissioners With Representatives of Manufacturers and Distributors—Object of the Law to Prevent Misbranding and Adulteration.

When the new pure food law passed by Congress at its last session comes into force in the United States on January 1 the people of the republic will have made a great step in advance in safeguarding their victuals, drinks, sweetmeats and drugs.

Dr. Wiley, chairman of the commission constituted under the new law to formulate rules for its enforcement, thus briefly defines the new act:

"The Food and Drugs Act has two great purposes in view which stand out clearly throughout all of its sections, namely, first, to prevent the introduction of any injurious substance to food and drug products or the abstraction of any valuable properties therefrom; second, to prevent the misbranding of any packages of food or drug products either as to the nature of the contents of the package or their properties, or as to the place, country, state or territory where made or produced. These two purposes of the law have equal weight. The first set of offences is called 'adulteration,' the second 'misbranding.'"

Hear Food Interests.

The commission of three, representatives of the departments of the Treasury, Agriculture and Commerce and Labor at Washington, sat a week in New York to hear the representatives of the food and drug interests tell what they thought the regulations under the act should be or should not be. The National Wholesale Grocers' Association was among those represented and their solicitor, Wm. C. Breed, of New York, obtained from the commission the very important statement that articles manufactured before January 1 to meet the ordinary demands of trade would not be affected by the law.

The enforcement of the law is in the hands of the ministerial heads of the three departments named and they deputed the three commissioners to draw up the necessary rules and regulations. Before meeting the representatives of manufacturers and distributors in New York they had spent six weeks studying carefully the provisions of the new law and the character of the regulations and rules apparently necessary to secure its enforcement. The commission were not argumentative and it was with difficulty they could be got to express their views. They came simply to listen.

Results Obtained.

The actual result of the hearings, from the standpoint of the manufacturers and dealers who presented briefs and oral arguments, as nearly as can be judged from expressions of Dr. Wiley and his associates, may be given as follows:

1. Products necessarily manufactured to meet a normal demand and to take advantage of seasons before the new law becomes effective will be allowed to go into consumption, even if preservatives or coloring matter have been used. Restrictions as to labeling will be imposed.

2. The letter of the law will be adhered to in the matter of the use of coloring matter or preservatives with the single exception noted above. The rulings of the Secretary of Agriculture under the Meat Inspection law will be followed in the recommendations of the Food and Drugs Law Commission. It may be stated on authority that all mineral coloring and preservatives will be prohibited in food products.

3. Benzoate of soda, as a preservative, will come under the ban, in all probability, although the commission has not yet fully decided upon a ruling.

4. The commission, in its rulings, will not embarrass manufacturers by any strict adherence to dictionary definitions in the wording of labels. Trade terms will be recognized when there is no intention to deceive.

5. The present rulings in regard to imported products will stand and may be materially strengthened.

6. Great care will be used in the selection of samples for examination. Only original packages or properly certified goods will be used, the Government largely assuming responsibility where fraud or blackmail is charged.

7. Manufacturers and distributors may guarantee goods in any legal way which they may find convenient.

Special Act for Meat.

In due course the rules and regulations finally formulated will be published. The Food and Drugs Act does not affect meat products, these being cared for by the Meat Inspection Act, also passed by Congress at the last session.

Mr. Breed in a concluding address to the commission said:

"I predict that this meeting will prove to be of more benefit to the cause of pure food than any other gathering ever held. Certainly the manufacturers and distributors of food and drug products who have been attending these sessions must have convinced the Government representatives of their honest desire to comply with the law and assist in its enforcement, and I am sure that after the public statement made by the commission yesterday we are all agreed that the Government will not put such a strict construction of this act as will ruin business interests provided any other construction is possible and will insure pure food and drugs. We believe that a pure and healthful product can be prepared and put out, truthfully labeled, and not require an upsetting of business customs and conditions."

What the effect of the new law will be upon the retailer of groceries cannot easily be premised. It looks on the face of it as if it would relieve him of a good deal of responsibility. The question which naturally arises on this side of the line is, where are we in Canada in regard to pure food?

POINTER TO SALMON TRADE.

The attention of Canadian shippers of whole salmon is drawn by P. B. McNamara, Canadian commercial agent at

Manchester, to the fact that at the present time and until the end of February, prices rule very high and the fish is very scarce. In order to overcome this scarcity and consequent high prices, a scheme is said to be inaugurated whereby the great centres of Great Britain can be supplied by shipments in a refrigerated condition from Siberia. Two steamers specially built for the frozen meat trade are said to be now loading salmon at a port on the Amur River. Immediately on being caught they will be placed in the ship's holds and kept in a frozen state until delivered. The Amur salmon is stated to be equal in size and quality to the Canadian variety. The exports of salmon from Canada to Great Britain in November, 1905, amounted to 90,853 pounds, valued at \$7,119, or an average price of 8c. per pound. The wholesale price of Scotch and Irish salmon at the present time is about 2s. 3d per pound. I am confident that if more attention was paid to the English market a very much larger volume of business could be secured.

REMEDY FOR DUST ON ROADS.

W. A. McKinnon, Canadian commercial agent at Bristol, Eng., writes: "A correspondent writing in the Times of the 29th instant, states that if calcium chloride, which can be purchased at 30s. per ton at the works at Northwich, be used for heavy watering of the streets, at a strength of 1 cwt. to 100 gallons of water, and afterwards for light waterings at half strength, the dust evil will be entirely disposed of. I take it that this has reference to macadam roads. The correspondent writes: 'I was in Woodbridge (Suffolk) on the 20th instant, and the clerk of the council assured me that the streets had not been thoroughly drenched with the solution since July 28. They had been watered lightly once daily early in the morning. They were in perfect condition, and not a particle of dust flying when I inspected them.'"

Perhaps some Canadian municipalities would think it worth while to make a trial of this remedy on some part of its streets where the dust nuisance has been most pronounced.

IMPORTANT VISIT TO CANADA.

Another link in the chain of Bristol's commercial relations with Canada, writes W. A. McKinnon, Canadian commercial agent at Bristol, Eng., will be forged by the visit to all important Canadian centres of Mr. F. B. Girdlestone, secretary and general manager of the Bristol Docks Estate. The object of Mr. Girdlestone's visit is to confer with boards of trade and other organizations, with a view to bringing about a larger traffic between Bristol and Canada. Any improvements in the facilities offered at Avonmouth for such transatlantic trade which may be suggested to Mr. Girdlestone will receive careful consideration by the Bristol authorities.

A PAYING BUSINESS.

The dividend on E. W. Gillett Co's stock for the current quarter will be at the rate of 10 per cent. This will be good news to the many wholesale and retail grocers who are fortunate in being owners of some of the stock.

WIND

Picture of an

The world's man who has the "initiative," that initiative commercial Bulletin and demand brains just as for salt or ora of men of initiative prizes for them. Almost the l is to think up ly new. That the comparatively new things ed. The conti is for "something ent."

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The stuff t the box is wh On the outsid handsome labe but the man w to know what

WINDOW AND INTERIOR DISPLAY

Picture of an Up-to-Date Grocery Department in a General Store—New Idea for Window Grocery Display—A Meal and its Cost.

The world's great prizes are for the man who has that quality which is called "initiative." The reason for this is that initiative is so rare, says the Commercial Bulletin. The laws of supply and demand govern the market for brains just as they govern the market for salt or oranges. Were there plenty of men of initiative there would be few prizes for them.

Almost the hardest thing in the world is to think up something new—absolutely new. That this is so is proven by the comparatively small number of really new things and ideas that are evolved. The continual demand of the world is for "something new, something different."

It is this demand which the window trimmer must try to satisfy every time he puts in a new trim. If it is the same old idea that people have seen over and over again it will not attract the attention that is desired. To use canned cans of tomatoes this week instead of the cans of corn used last week will not be evolving something new, if they are arranged in the same old stereotyped pyramids, stacks and columns.

There are fewer original and effective window displays in grocery store windows than in those of almost any other stores. Lack of suitable material for displays cannot be brought forward as an excuse for this, for certainly the grocer has at his disposal a large and varied stock of goods which are capable of being shown in striking and appealing ways. There is really no excuse for it.

The aim of the grocer should be, of course, to display his goods so conspicuously and attractively as to create in the beholder a desire to eat some of them. This—to create desire—is, of course, the aim of all display and advertising, whether it be display of dry goods, hardware or groceries, or advertising in the newspapers or otherwise. Having created this desire, the next thing is to impress upon the beholder the idea that the things which look so good can be secured at a low price. If a merchant can succeed in impressing these two ideas firmly on the mind of the man or woman who looks in his windows he is pretty likely to make a sale.

Now, since the aim of the grocer is to make the window-gazer's "mouth water," is it wise for him to pile up in his window a great pyramid of cans and bottles? Does the dry goods merchant make great piles in his window of bolts of cloth and closed boxes containing shoes and gloves? Does the cigar dealer display piles of closed cigar boxes?

The stuff that is inside the can or the box is what interests the consumer. On the outside there may be a very handsome label printed in three colors, but the man who buys the package wants to know what the contents look like. It

has been suggested that grocers display in a neat and attractive manner the contents of the cans and bottles, arranged in dishes or on saucers or plates. Canned fruit or vegetables, crackers, canned fish, potted meats, cocoanut, coffee, tea, condensed milk, jellies, preserves, jams and pickles may all be shown in this manner.

A new idea for displaying groceries is that of showing in the window a large card, bearing a model menu, and showing with it the goods themselves. For instance, prepare a card about 14 x 22 inches size, headed "A Delicious Breakfast." The menu might be as follows:

Grapes.

Oatmeal and Cream.

Poached Eggs on Toast.

German Fried Potatoes.

Griddle Cakes, Maple Syrup.

Coffee.

This menu may be altered or elaborated upon to suit the taste of the individ-

This idea may be enlarged upon or varied to suit the taste and conditions in each particular case. If desired, several of these menus may be shown at the same time, and other menus for dinner and luncheon may be easily arranged. Just how, an exceptionally seasonable menu would be one for a picnic dinner, which would be easy because of its almost entire dependence on canned meats and fruits.

Much interest could be added by indicating on the card or a separate card the cost of a meal for each individual.

GROCERIES A GENERAL STORE.

A section of the grocery department of A. Beattie & Co., St. Mary's, Ont., is shown in the accompanying illustration. It is located at the rear of a 150 foot floor, the main part of which is taken up with dry goods. The store occupies a corner, and the grocery department is served by a separate entrance from the side street. The excellence of this department furnishes an index to the high standard maintained throughout the whole store. The business has been established for many years. The staff of nearly fifty is now employed.



GROCERY SECTION—A. Beattie & Co., St. Marys, a Town of 4,000 Population.

ual grocer, but the price of each article should be displayed immediately after it on the menu card.

Then, immediately in front of this menu card, the goods themselves should be shown. The grapes may be either in the original basket or in a dish. The oatmeal packages should be opened at the top and tipped over an oatmeal dish so that its contents are partly poured into the dish. The cream may be shown in a glass pitcher or in a bottle. A loaf of bread with half a dozen eggs will represent the poached eggs on toast and half a dozen raw potatoes are suggestive of the "German fried." The griddle cake flour, with a can of maple syrup, and a large measure full of unground coffee, will complete the display.

A. Beattie & Co. conduct a second store at Thedford, Ont.

EDMONTON OPPORTUNITIES.

Under the above title the Edmonton Board of Trade issued an attractive booklet last month for distribution among the members of the Canadian Manufacturers' party. The introduction consists of a quotation from an article appearing in the Western Board of Trade issue of this paper last June and it is followed by a mass of information about Edmonton given in concise and readable form. Edmonton undoubtedly offers splendid opportunities as a manufacturing site and the Board of Trade are alive to the necessity of advertising.



Established 1886

The MacLean Publishing Co. Limited

JOHN BAYNE MACLEAN - - - - *President*
 Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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MONTREAL	- - - - -	252 McGill Street Telephone Main 1255
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ZURICH	- - - - -	Louis Wolf Orell Fussli & Co.

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NEW ADVERTISERS.

- Crown Mfg Co., Toronto.
- Griffin & Skelley Company, San Francisco, Cal.
- International Stock Food Co., Toronto.
- Mason & Hickey, Winnipeg, Man.
- Royal Crown Limited, Winnipeg, Man.
- Wallaceburg Sugar Co., Wallaceburg, Ont.

U. S. CURRENCY REFORM.

For years business interests in the United States have been hampered by the inelastic nature of their systems of currency and banking. In March last the New York Chamber of Commerce appointed a committee to report a plan for the remedy of the defects in the currency system. The committee after investigation and study covering a wide field of experience and suggestion reported last week, submitting alternative plans.

It recommends as its first choice the creation of a central bank of issue similar to the Bank of Germany or the Bank of France, such bank to deal exclusively with banks, and its stock to be owned in part by banking institutions and in part by the Government, but with the proviso that the representatives of the Government shall be supreme in the management. Under the plan proposed this central bank would issue currency, re-discount for other banks, hold public money, and act as agent of the Gov-

ernment in redeeming its paper money and making its disbursements.

The committee has not shut its eyes to the fact that public sentiment in the United States may not be found in a receptive state as regards what it deems the more desirable solution of the currency problem, and it presents as an alternative a plan under which national banks whose bond-secured circulation equals 50 per cent. of their capital should be allowed to issue additional notes equal in amount to 35 per cent. thereof, such additional notes to be subject to a graduated tax, ranging from 2 per cent. on the first issue of 5 per cent. of the capital to 6 per cent. on the last issue of 10 per cent. thereof. It is proposed that the proceeds of the graduated tax should constitute a guarantee fund in the custody of the Government for the redemption of the notes of failed banks.

Other recommendations are that the law restricting the retirement of national bank notes to \$3,000,000 a month be repealed; that future issues of United States bonds be not made available as a basis for the issue of national bank notes, and that a law be enacted requiring all money in the general fund in the treasury above a reasonable working balance be deposited in national banks.

THE RETAILER'S BANKER.

From practically every standpoint the interests of the jobber and retailer are mutual and each must depend to a certain extent upon the other. Price cutting and kindred evils which injure the retail trade and prevent a fair margin of profit from being secured hurt the jobber almost as much as the retail dealer. Consequently any movement upon the part of retailers to organize to better their position should meet with the approval of the wholesalers, whose capital is invested in stocks to be sold or already advanced to retail customers.

Few retail merchants are in a position to buy their goods for cash, when they are obliged to extend credit to their customers for varying terms from 30 days to one year—and rarely sure of payment of one hundred cents on every dollar of credit outstanding. The comparatively small number doing business on a cash basis might be able to pay spot cash, but the average dealer needs a banker and a bank credit, and he has them both in his jobber.

And how many manufacturers can afford to employ a force of salesmen sufficient to sell a bill of goods to every small buyer in the limited quantities his capital compels him to buy—a half dozen

of this line and a twelfth of a dozen of another?

Jobbers to-day must have ample capital before they can meet the demands made upon them. Great warehouses representing investments of hundreds of thousands of dollars, erected on valuable ground in the wholesale centre of the great cities, bear witness to the importance of the jobber.

The modern jobber knows about how many bales of wire, how many ranges, or how many dozens of shovels will be sold during the season, and he places the order for his season's supply with the different manufacturers. He exercises wisdom, visits the marts frequently, keeps posted on every phase of the situation, is on the watch for bargains, and keeps his large capital employed or husbanded as he reads the signs of the times.

An instance of how the retailers' association could be of assistance to the jobber came to light during the past week. An Ontario wholesaler found cutting going on in a line he sold to retail customers. He notified the manufacturer that the price of his line was not being maintained but as the price cutter was a large retailer who bought direct from manufacturers the manufacturer declined to interfere and the price cutting continued. If the jobber had been assured of the support of an organized retail trade the manufacturer would probably have acted in an entirely different manner.

The relations of banker and depositor should be maintained between jobber and retailer and each should conserve the interests of the other and help to strengthen their trade associations.

MORE ABOUT RETURNED DRAFTS.

In a recent issue the subject of returned drafts was discussed in some of its most common phases and the consideration of the retailer asked in facilitating transactions and saving extra charges. "Goods not yet checked over," "drawee out of town," or merely the word "refused," were quoted as endorsements with which a wholesaler or jobber's paper is frequently returned, resulting in inconvenience in bookkeeping and the loss of the bank's service fee and interest.

In a great many instances there is undoubtedly room for complaint against the retailer, but he, in turn, is not without a grievance. Sometimes he is presented with a draft several days before the goods arrive and he could not reasonably be expected to accept it. The wholesaler or jobber should time his drafts so that sufficient margin may be allowed for checking shipments.

Small shortages or overdrafts may be overlooked as adequate cause for refusal

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to execute an acceptance. A jobber or wholesaler of any standing would certainly hasten to adjust an error of this kind. However, we know of one case where the mistake amounted to over \$50. Good business form, not a fear that he would lose the difference, renders a merchant loth to accept under such circumstances. He follows the principle that it is a good deal easier to keep an account straight than to make it straight once it gets out of plumb.

RUNNING A MUNICIPALITY.

Government by a commission of experts each endowed with executive ability of superior order is, theoretically, the ideal system of municipal administration. Practically it is impossible. The first question confronting the "commissionist" is "how would you elect or appoint the commission.

It is becoming a habit with city and towns people when condemning their municipal government, to remark "government by commission is the only way." Not one in a thousand has given the matter careful consideration.

Municipal government in Canada—and to the average citizen it is the most important government we have—must be worked out on the basis of popular representation. There are now two opposite tendencies in municipal method, the one growing in favor in Canada, is to concentrate executive authority in the hands of a small committee or board, in Ontario called the Board of Control and make the functions of council legislative and supervisory. The other tendency, almost universal in Great Britain, is to divide executive authority among a great number of standing committees. Some councils have scores of such standing committees each devoting itself to a minute detail of civic administration. Of course, the councils are large.

The former system seems the more natural on this side the Atlantic. Nowhere yet has it approached perfection, but it has given good results thus far.

Wishing for municipal government by commission is like crying for the moon. In the first place, it isn't likely to be forthcoming and in the second place they wouldn't know what to do with it if they had it.

If people would only learn that they themselves are the rulers of their city, appreciate their responsibilities of citizenship and vote and act accordingly, the great and pressing problems of municipal government would be quickly solved.

PREMIERS AT OTTAWA.

This meeting of provincial premiers at Ottawa is not a healthy sign. The talk of beginning provincial jurisdiction for a larger subsidy hand out from the Federal treasury smacks of the late Esau's improvident dieker for a mess of pottage with his shrewder and more abstemious brother Jacob. In a democratic country where all government is based upon popular representation, centralization of power is to be guarded against. The Federal authority should take care of only what in the nature of things the provinces cannot do for themselves and the provincial legislatures should in turn delegate to the municipalities all matters that may be made municipally individual or be municipally bounded. The nearer home the subjects of administration can be brought the more intelligent the interest people will take in them, and the

WINDOW DRESSING COMPETITION

Don't forget The Canadian Grocer's monthly window dressing competition. It is an opportunity for clerks to prove their quality. Send a photograph and a short description of how the window is dressed. The prizes are \$5, \$3 and \$2. The store window is a neglected means of advertising that every grocer should cultivate.

cleaner and healthier and more sane will be the national life. The man who neglects his civic responsibilities, no matter how high may be his walk in provincial or federal politics, is not a good citizen, at any rate not as good as he ought to be.

Then there is another, though analogous reason, why the provincial premiers would have been better at home. Sir Wilfrid Laurier stated it in his address to them: "The subsidies which we give to the provinces out of the exchequer cannot be said to be altogether in accordance with the old doctrine that they should have the responsibility of spending who also have the responsibility of collecting the revenue." Perhaps an older doctrine is that the privilege of spending should carry with it the responsibility of collecting. At any rate, both functions, getting and spending, should go together. Nothing in political economy is sounder than that. Therefore for the provincial premiers are heading the wrong way.

DRIED FRUITS IN SEASON.

Not in the memory of man, as Caesar would have said, has there been such a dried fruit season as this. The root of the trouble was the failure of the Valencia and Sultana raisin crops. The Greek currant merchants seeing their opportunity have boosted the price of their product and the American markets are to a great extent falling back upon the California seeded raisin. The crop is all right, large, in fact, but the conditions for marketing it are adverse in the extreme. Railway blockades, scarcity of labor, high prices of materials are all hindering the progress of the crop to the consumer and together with the abnormal demand, furnishing the growers and packers with good reasons for advancing prices.

Despite all drawbacks, however, the consumption of California seeded package raisins will be larger in Canada this year than ever before. This will give the Canadian housekeeper a larger opportunity for studying the comparative merits of the Spanish and California fruit.

The Californian hasn't the flavor of the Spanish; its producers admit that, but it can be seeded successfully and its convenience is expected to commend it to the consumer. Attempts have been made to seed the Spanish fruit, but it has so much sugar and so thin a skin that it is apt to candy before the output is consumed. The Californian fruit is submitted to a sort of sugar refining process after being dried and before being seeded, which aided by its tougher skin and drier quality insures its keeping in good shape. The process to which the California raisin is submitted consists of alternately heating and chilling.

Well informed importers estimate that not more than a fifth of the usual Canadian importation of Valencia raisins will be brought in this year. High prices will of course restrict consumption to some extent, but the deficiency will be made up from California.

EDITORIAL NOTES.

Imports into France increased during the first seven months of this year from \$510,636,000 to \$597,018,000, and exports from \$516,597,000 to \$551,311,000.

The importations of cheese into Australia for 1904 and 1905 were very much below those of previous years. They amounted to £12,494 last year, of which £337 is credited as coming from Canada. New Zealand, Germany, the United Kingdom and Belgium furnished the bulk of the trade. The Canadian share of the trade has fallen very materially. It ought to be increased and should be with careful provision for safe carriage.

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to The Pacific—News of Your Brother Grocer in all the Provinces.

W. T. Smith, Carman, Man., has sold out.

T. L. Cook, Murray River, P.E.I., has assigned.

Brockville, Ont., has organized a board of trade.

E. B. Benson, St. Thomas, Ont., has sold to H. Worsley.

Jos. Rousseau, tea merchant, Levis, Que., has assigned.

Fred Warren, general store, Wales, Ont., has assigned.

Mr. Base has completed a large general store in Vonda, Man.

T. H. Estabrooks, of St. John, N.B., was in Ottawa last week.

Cudmore & Morrison, Saskatoon, are succeeded by Price & Little.

Arthur Hammond, Spring Hill, has sold to John Haffner & Son.

Brownstein Bros., Pierreville, Que., have assigned to A. Lamarche.

Wm. Heughan's general store, Thorn-dale, Ont., is advertised for sale.

Thos. Sanderson has succeeded Sanderson & Kearns, Kinistino, Sask.

J. R. McPetrie has accepted a position as traveler with M. Masuret & Co.

C. Stewart, North Battleford, Sask., is advertising his business for sale.

Hormidas Crevier, general store-keeper, of Cartierville, Que., is dead.

Frank J. Kernick has bought the stock of J. J. Graham, Alliston, Ont.

M. Diamond, Wyoming Park, Ont., is having improvements made to his store.

The general stock of Wilbert Forshee, Dresden, Ont., will be sold by auction.

J. H. Woolliams & Co. have opened a store at 720 Robson street, Vancouver.

McCammon's new store in Moose Jaw, Sask., was opened on Sept. 27th.

The assets of Leon LeBel, general store, Rimouski, were sold on the 10th inst.

A. J. Sweeney, fruits, etc., Hatley, Que., has been succeeded by R. R. Whitcomb.

Powell & Jones, Swift Current, Sask., has been succeeded by Harry Jones.

The assets of J. Elzear Rion, general store, St. Philippe de Nery, Que., have been sold.

Samuel Stevenson, of Kazabazna, Que., is offering to compromise at 25c. on the dollar.

T. G. Siddle & Son, grocers and bakers, London, have sold out to Beach & Son.

H. E. Boule, of Italy, is in Montreal. He will appoint an agent in that city for his olive oil.

Schroeder & Heinrieks, general merchants, Aberdeen, Sask., have dissolved partnership.

Robert E. Stroud has bought the grocery and butcher business of H. Brittain, Toronto.

Hector Dupuis, general merchant, of Glen Robertson, Ont., has assigned to Francis C. Costello.

The business of H. H. Brennan & Son, Ottawa, will in future be known under the name of H. C. Brennan.

McKenzie Bros., Moose Jaw, Sask., have disposed of their business to W. Heasman and Friend Fowler.

The recent collapse of an elevator in Weyburn, Sask., caused damage to the store of N. D. McKinnon & Co.

The premises of Mrs. E. Rogers, Ottawa, were recently damaged by fire. The loss was covered by insurance.

Mrs. A. R. Vandusen, Picton, Ont., is offering her grocery business for sale because of Mr. Vandusen's ill health.

Last shipments of saltpetre are due to arrive, and prices are 15c. to 20c. above figures asked in the Spring.

Laporte, Martin & Cie., Limited, Montreal, are expecting a big lot of canned salmon which they can quote cheap.

The Raymond, Alta., sugar factory starts operations on October 10 after a thorough overhauling of the plant.

William E. Orton, of Lucas, Steele & Bristol, Hamilton, Ont., was married on September 26 to Miss Laura Tovell.

Laporte, Martin & Cie., Limited, Montreal, quote low figures for dried fruits they bought before the advance in price.

David Henderson, M.P. for Halton, complains that bad packing is injuring the Canadian apple trade in British markets.

J. A. Breton, fruit dealer, Montreal, has assigned to Kent & Turcotte, and the assets were advertised for sale on the 11th.

The firm of Watson & Jones, Victoria, B.C., has been dissolved. Frank C. Jones retiring. F. P. Watson will continue.

The general store, etc., of Maurele Tremblay, St. Simeon, Que., is advertised to be sold by the sheriff on the 31st inst.

Laporte, Martin & Cie., Limited, Montreal, are offering a new brand of pure table olive oil, for which they are now the sole agents.

The National Cash Register Co. has been given a provincial charter by the Ontario Government. The capital is limited to \$90,000.

The premises of the Atlantic Soap Co., 74-78 Don Esplanade, Toronto, were damaged by fire to the extent of \$6,000 on Oct. 4th.

The probable amalgamation of the Ogilvie mills and the Lake of the Woods Milling Company is still attracting attention in Montreal.

Robert B. Brown, of Joseph Brown & Sons, Montreal, the banana people, is at present making a tour of the west for business and pleasure.

Robert N. English, a prominent general merchant of Keene, Ont., died on September 23. He was born in Lang, and was sixty-six years of age.

Indications point to an advance of 15 to 20 per cent. in pickles, owing to shortage in the vegetable crop. Glue prices are upward in tendency also.

The stock of Thos. Williamson, general store, Minto, Man., is advertised for sale by C. H. Newton, on the 12th inst.

Laporte, Martin & Cie., Limited, Montreal, report good sales of their special brands of teas in the west, Victoria brand Japan tea being a leader.

A charter has been granted by the Ontario Government to the Ottawa Vinegar Works. The capital is \$40,000, and the head office will be in Toronto.

The grocery store of Robert Taylor, Bathurst and Harbord streets, Toronto, was entered by thieves on the night of the 3rd. Only a small amount of money was taken.

W. H. Halford, representing S. H. Ewing & Sons, Montreal, visited the Quebec jobbing trade last week. He reported an active demand for teas and good business.

Robert A. Mitchell, a director of Mitchell Bros. & Co., Glasgow, the whisky people, is in Montreal. Laporte, Martin & Cie., Limited, are Canadian agents for the firm.

Hamburg has a report that German importations of American pork will be stopped owing to Congress having failed to vote an appropriation for the purpose of microscopic inspection.

Peiler & Gow, commission merchants, of Montreal, have dissolved partnership, and the business will be continued by Herman L. Peiler and J. L. McKenzie, under the name of Peiler & Co.

Mitchell & Sanderson, manufacturers' agents, Winnipeg, have been appointed western representatives of S. H. Ewing & Sons, Montreal. The firm will have charge of Ewing's business west of Fort William.

The funeral of the late Robert B. Powell, Toronto, who died of pneumonia on Oct. 5th, took place on the 8th inst. He had been engaged in the grocery business in Toronto for about 27 years. He leaves a widow and four children.

L. Martineau & Cie, Limited, have been incorporated with a capital of \$100,000, to take over the business carried on by Leon Martineau and Joseph A. Richard, in Montreal. The head office of the firm will be in that city.

E. Van Diver, promoter of the Bon Ami Company, of New York, was a visitor to Montreal this week. The Grocer met him in the office of Hudon, Hebert & Co., Limited, Canadian agents. Mr. Van Diver has conducted a thorough sampling campaign in all the Canadian cities.

J. A. Beaudry, Montreal; E. M. Trowern, Toronto; Geo. Tetran, Montreal; A. L. Green, Belleville; H. F. Lawson, Montreal, have been incorporated under the name of the Retail Merchants' Publishing Co., of Canada. Limited, with a capital of \$15,000, to publish various periodicals. The head office is to be in Montreal.

J. J. Cowie, the Scottish expert on herring curing, who has been giving demonstrations to the fishermen in Baie des Chaleurs, states that herring caught in those waters are equal to the finest English or Scottish fish. With improvements by the railways in the facilities for inter-provincial fish trade, herring importation could be made almost unnecessary in Canada.

(Additional notes on page 35.)

Baking Powder.
Gillett, E. W., Co.
McLaren's, W. D.

Biscuits, Confectionery.
Cowan Co., Toron
Jacobs, W. & R.,
Kingery Mfg. Co.
McLauchlan, So
Mooney Biscuit &
Mott, John P., &
National Licorice
White Candy Co.

Brooms and Brushes.
Woods, Walter, I

Canned Goods.
Balfour, Smye &
Belleville Cannin
Bloomfield Packin
Canadian Canner
Lakeside Cannin
Manitoba Cannin
Man.
Napanee Cannin
Old Homestead C
Turner, James &

Cans, Tin.
Acme Can Co., M

Cash Registers.
National Cash R

Cash Sales Book.
Carter-Crume Co.

Cheese Cabinets.
Walker Bin and S

Cigars, Tobacco.
American Tobacco
Cote, Joseph, Que
Empire Tobacco C
McDougall, D., &
Payne, J. Bruce, (T
Tuckett, Geo. E.,

Clothes Lines.
Hamilton Cotton

Cocoa and Chocolate.
Baker, Walter & C
Cowan Co., Toron
Dunn, Wm. H., A
Epps, James, & C
Lowmyer, Walter B
Mott, John P., & (P
Peter's Chocolate,
Thorne, Hy., & C

Computing Scale.
Computing Scale
Toledo Computing

Concentrated Ly.
Gillett E. W., Co.

Condensed Milk.
Borden's—Wm. H
Truro Condensed

Counter Check B.
Allison Coupon C
Carter-Crume Co.,
Crain, Rolla L., C

Cordials.
Batger's, Rose & I
Gowans, Kent & C

Crockery, Glassware.
Clark, Wm., Mont
Dawson Commissi
Fearman, F. W., (G
Graham Bros., (M
MacLaren Imperi
Montreal Packing
Park, Blackwell O
Power, B. H., Hal
Rutherford, Marst
Ryan, Wm., & Co.

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Montreal Packing
Park, Blackwell O
Power, B. H., Hal
Rutherford, Marst
Ryan, Wm., & Co.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Jacobs, W. & R., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
White Candy Co., St. John, N.B.

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

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Cannery, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

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

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

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

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoa and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Thorne, Hy., & Co., Leeds, Eng.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

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

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.
Crain, Rolla L., Co., Ottawa.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Products and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
Graham Bros., Kilmount, Ont.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance.
Bradstreet Co.

Fish.
Atlantic Fish Co., Lunenburg, N.S.
Connors Bros., Black's Harbor, N.H.
Halifax Cold Storage Co., Halifax, N.S.
Halifax Fish Co., Halifax.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Northrup & Co., Halifax, N.S.
Windsor, J. W., Montreal.

Flavouring Extracts.
Capstan Mfg. Co., Toronto.
Crown Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitkell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, F. & P., Liverpool, Eng.
Wickes, Hamilton & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Brown Bros. & Sons, Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
Griffin & Skelle Co., San Francisco.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ozo, The Company, Montreal.
Ratray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Alexander Milling Co., Ltd., Brandon.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros., Oak Lake, Man.
Mackay, J. Co., Ltd., Bowmanville, Ont.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, A. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co., Tilsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Barbour, G. E., Company, St. John, N.B.
Battle Creek Health Food Co., Battle Creek, Mich.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.

Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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

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

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adams, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax, N.S.
Hazard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meas.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey, J. H., St. Catharines.

Office Supplies.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Oils.
Queen City Oil Co., Toronto.

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

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

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.

Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Hilbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal.
Purnell, Webb & Co., Bristol, Eng.
Sutton, G. F., Sons & Co., London, Eng.
Taylor & Pringle, Owen Sound, Ont.

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

Polishes—Stone.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wincham, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Royal Crown Limited, Winnipeg, Man.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Stock Food.
International Stock Food Co., Toronto.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Crosby, The Molasses Co., St. John, N.B.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P. & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgeson Co., Winnipeg
Crown Mfg. Co., Toronto.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders Ass'n.
"Kit" Coffee Ltd., Govan, Scot.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.

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

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

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

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

INDEX TO ADVERTISERS.

Acme Can Works	15	Eby, Blain Co	3	McDougall, D., & Co.	59	Rapp, Herman & Co.	50
Adam, Geo. T.	2	Eckardt, H. P., & Co.	37	McFall, A. A.	2	Ratray, D., & Sons	19
Adamson, J. & Co.	2	Edwardsburg Starch, outside front cover		McGaw & Russell	2	Robinson, O. E. & Co.	52
Albert Soaps	inside front cover	Empire Tobacco Co.	9	McLaren's Cooks' Friend Baking Powder	inside back cover	Rose & Laflamme	14, 88
Alexander Milling Co.	45	Enterprise Mfg. Co.	62	McLauchlan & Sons Co.	48	Royal Crown Limited	20
Allison Coupon Co.	35	Essex Canning Co.	23	McLaudres, J. A.	46	Rutherford, Marshall & Co.	40
American Tobacco Co.	59	Estabrooks, T. H.	8	McLeod Milling Co.	46	Ryan, Wm., Co.	38
Antisepic Pepper Co.	22	Eureka Refrigerator Co.	4	McWilliam & Everist	52	"Salada" Tea Co.	9
Ashley & Lightcap	22	Everet, J. A., & Co.	50	Mackay, J. Co.	46	Scott, Bathgate & Co.	4
Atlantic Fish Co.	55	Kwong, S. H., & Sons	18	MacLaren's Imperial Cheese Co.	2, 64	Scott, David, & Co.	50
Baker, Walter & Co.	48	Fairbank, N. E. Co.	16	Magor, Frank	outside front cover	Smith, E. D.	54
Balfour, Smye & Co.	21	Farmers' Canning Co.	17	Manitoba Canning Co.	41	Sprague Canning Machinery Co.	48
Battle Creek Health Food Co.	46	Fearman, F. W., Co.	38	Marshall, James	51	Southwell & Co.	47
Benedict, F. L., & Co.	47	Fisher, A. D., Co.	63	Mason & Hick	36	Stevens, H. J.	46
Bickle, J. W., & Greening	55	Gaitkell, J. H.	59	Methven, J., Sons & Co.	50	St. Lawrence Starch Co.	18
Blue Ribbon Tea	3	Gibb, W. A., Co.	51	Miller Bros.	41	Stringer, W. B., & Co.	53
Bowser, S. F., & Co., Inc.	63	Gillard, W. H., & Co.	22	Millman, W. H., & Sons, Ltd.	2	"Sugars" Limited	48
Boyd, Thos., & Co.	50	Gillett, E. W., Co., Ltd.	9	Minto Bros. & Co.	17	Sutton, G. F., Sons & Co.	44
Bradstreet's	4	Gorham, J. W., & Co.	2	Mitchell H. W.	2	Symington T., & Co.	16
Braid, Wm., & Co.	67	Gowans, Kent & Co., outside back cover		Montreal Packing Co.	38	Taylor, W. A.	2
Brown, Joseph & Sons	2	Graham Bros.	41	Mooney Biscuit and Candy Co.	49	Terminal Warehouse and Cartage Co.	21
Campbell, R., Sons	inside back cover	Gray, Young & Sparling	46	Moose Jaw Fruit and Produce Co.	2	Thompson, G. B.	2
Canada Paper Co.	4	Greynon, W. G., & Co.	59	Morse Bros.	66	Tippet, Arthur P., & Co.	1
Canada Sugar Refining Co.	4	Greig, Robt. Co.	22	Mott, John P., & Co.	47	Toledo Computing Scale Co.	63
Canadian Cannery	6	Griffin & Kelley	5	Murray, O., & Co.	57	Toronto Salt Works	40
Canadian Press Clipping Bureau	inside back cover	Halifax Cold Storage Co.	56	National Licorice Co.	inside front cover	Truro Condensed Milk Co., Limited	41
Canadian Shredded Wheat Co.	45	Halifax Fish Co.	56	Napanee Canning Co.	20	Tuckett, Geo. E., & Son Co.	58
Capstan Manufacturing Co.	16	Holbrooks, Ltd.	36	Nelson, H. W., Co.	7	Turner, James & Co.	23
Carman, Joseph	4	Hughes, A. J.	43	Nestle's Chocolate	44	Upton, Thos., & Co.	48
Carrier, F. W.	13	Imperial Extract Co.	49	Nicholson & Bain	10	Vincentelli, F. & P.	48
Carter-Crume Co.	63	Improved Match Co.	18	Nicholson & Brock	22	Wagstaffe Limited	50
Clark, W.	40	International Stock Food Co.	51	Nicholson & Brock	22	Walker, Hugh, & Son	62
Codville-Georgeson Co.	36	James Dome Black Lead	7	Nickel Plate Stove Polish Co.	16	Walker Bin & Store Fixture Co.	62
Codwick, Henry	59	James, F. T., Co.	53	Oakey, John, & Sons	63	Wallaceburg Sugar Co.	62
Coles Manufacturing Co.	62	Japan Teas	12	Oakville Basket Co.	52	Ward, George Ramsay	50
Colson, C. E., & Son	outside back cover	Jones & Swan	2	Ocean Mills	4	Warren Bros. & Co.	12
Connors Bros.	55	Kingery Mfg. Co.	48	Old Homestead Canning Co.	11	Warren, G. C.	4
Cowan Co.	47	Kingston "Cleaner"	inside back cover	Ozo Co.	43	Watson, Stuart	2
Cote, Joseph	59	Kinnear, Thos., & Co.	18	Park, Blackwell Co.	38	Western Canada Flour Mills Co.	45
Cox, J. & G.	48	Kirouac, Nap. G., & Co.	46	Paterson, R., & Sons	12	Wethey, J. H.	outside back cover
Crown Mfg. Co.	13	Kyle & Hooper	4	Patrick, W. G., & Co.	2	White & Co.	50
Davenport, Percy P.	36	Lakeside Canning Co.	4	Payne, J. Bruce	58	White, Cottell & Co.	50
Davidson & Hay	13	Lambe, W. G. A.	4	Peterboro' Cereal Co.	45	Wickes, Hamilton & Co.	56
Dawson Commission Co.	53	Laporte, Martin & Cie, Ltd.	37	Power, B. H.	40	Wilson, Archdale	49
Dominion Brokerage Co.	14	Leitch Bros.	46	Paimenos, Th. J.	53	Wilson, W. H. Co., Ltd.	46
Dominion Molasses Co., outside front cover		Little, Geo.	50	Purnell, Webb & Co.	13	Wiseman, R. B., & Co.	4
Doughty, A. C., & Co.	50	Loggie, W. S., & Co.	54	Quance Bros.	46	Wood, Thomas, & Co.	68
Dunn, Wm. H.	66	Lucas, Steele & Bristol	22	Queen City Oil Co.	63	Woods, Walter, & Co.	40
		Lytle, T. A., Co.	9			Woodstock Cereal Co.	46

Markets and Market Notes

QUEBEC MARKETS.

Pointers:—

- Fish—Revised.
- Evaporated apples—Declined.
- Maple products—Higher.

Montreal, Oct. 10, 1906.

Continued good business makes it possible for the trade to expect a good Fall turnover. Jobbers report many good-sized orders from country points, while collections are said to be first class. The feature of the grocery market this week is the situation in dried fruits. The upward tendency continues in most lines. A small shipment of prunes reached Montreal this week and everybody is after a quantity of the new stock, so that agents are in a quandry. The Oregon crop of prunes is reported almost a failure. It seems that ripening set in too quickly for the packers to take care of the crop. Interest in black teas continues. Advices received say that they are upward in tendency. Since last week prices have advanced over one cent. Honey is higher this week as are also maple products. Sugar is rather easy than otherwise. There is a little more interest displayed in molasses this week and also in coffee.

CANNED GOODS—Nothing further has developed in the canned goods situation. The trade is resigned to the new prices, the normal conditions have been resumed. Many orders have been cancelled, modified or otherwise affected by the new lists. At present, deliveries of confirmed orders are being made. Jobbers have, most of them, received shipments from the factories, and in turn are filling the commands of their customers.

	Group No. 1.	Group No. 2.
Cherries—		
2s, red, pitted.....	2 25	2 22½
2s, red, not pitted.....	1 75	1 72½
2s, black, pitted.....	2 25	2 22½
2s, black, not pitted.....	1 75	1 72½
2s, white, pitted.....	2 40	2 37½
2s, white, not pitted.....	1 90	1 87½
Currants—		
Red, heavy syrup.....	1 80	1 77½
Red, preserved.....	1 90	1 87½
Black, heavy syrup.....	1 90	1 87½
Black, preserved.....		
Gooseberries—		
Heavy syrup.....	1 90	1 87½
Gallons, standard.....		6 50
Lawtonberries—		
Heavy syrup.....		6 50
Gallons, standard.....		5 50
Apples—		
3s.....	1 02½	1 00
Preserved.....	1 2½	1 25
Gallons.....	2 67½	2 65
Preserved.....	3 52½	3 52
Peaches—		
Yellow, flats, 1½.....	1 70	1 67½
" " " 2.....	1 90	1 87½
" " " 2½.....	2 60	2 57½
" " " 3.....	2 85	2 82½
whole 2.....	2 37½	2 35
White.....	1 75	1 72½
" " " 2.....	2 50	2 47½
" " " 2½.....	2 70	2 67½
" " " 3.....	1 27½	1 25
Pie.....	3 57½	3 55
Pie, not peeled, gal.....	3 27½	3 25
Pie, peeled.....	4 52½	4 50

Pears—		
Flemish beauty 2.....	1 65	1 62½
" " " 2½.....	1 97½	1 95
" " " 3.....	2 12½	2 10
Bartlett.....	1 80	1 77½
" " " 2.....	2 17½	2 15
" " " 3.....	2 32½	2 30
Pie.....	1 25	1 25
Pie, not peeled.....	3 87½	3 77½
Pie, not peeled, gal.....	3 27½	3 25
gal.....	2 50	2 50
Pineapples—		
2s, sliced.....	2 25	2 25
2s " " grated.....	2 35	2 35
3s " " whole.....	2 50	2 50
Plums—		
2s, Damson, light syrup.....	1 17½	1 15
3s " " ".....	1 67½	1 65
2s " " heavy syrup.....	1 22½	1 30
2½s " " ".....	1 62½	1 60
3s " " ".....	1 92½	1 90
Gala.....	3 22½	3 20
2s " " Lombard, light syrup.....	1 22½	1 20
3s " " ".....	1 72½	1 70
2s " " heavy syrup.....	1 37½	1 35
2½s " " ".....	1 67½	1 65
3s " " ".....	1 92½	1 90
Gala.....	3 42½	3 40
2s " " Green Gage, light syrup.....	1 27½	1 25
3s " " heavy syrup.....	1 47½	1 45
2½s " " ".....	1 67½	1 65
3s " " ".....	1 97½	1 95
Gala.....	3 72½	3 70
2s " " Egg, heavy syrup.....	1 70	1 67½
2½s " " ".....	1 97½	1 95
3s " " ".....	2 27½	2 25
Raspberries—		
Red, light syrup.....	1 50	1 50
Red, heavy syrup.....	1 75	1 72½
Red, gallons, standard.....	5 50	5 50
" " " so id pack.....	8 50	8 50
Black, heavy syrup.....	1 75	1 72½
Black, preserved.....	1 90	1 87½
Black, gallons, standard.....	5 25	5 25
solid packed.....	8 25	8 25
Strawberries—		
2s, heavy syrup.....	2 00	1 97½
2s, preserved.....	2 15	2 12½
Gallons, standard.....		6 25
VEGETABLES		
Asparagus—		
2s, tips.....	52½	2 50
Beets, sugar.....	0 85	0 85
Beans—		
2s, wax.....	\$0 85	\$0 82½
2s, refugce.....	0 85	0 82½
Corn—		
2-lb. tins, per doz.....	0 92½	0 90
Gallon, per doz.....	5 00	5 00
Peas—		
2s, standard (No. 4).....	0 85	0 82½
2s, early June (No. 3).....	0 95	0 92½
2s, sweet wrinkled (No. 2).....	1 00	0 97½
2s, extra fine sifted (No. 1).....	1 25	1 22½
Pumpkins—		
3-lb. tins.....		0 80
Rhubarb—		
2s, preserved.....	1 17½	1 15
3s, preserved.....	1 92	1 90
Gallons, standard.....	2 65	2 62
Spinach—		
2s, table.....	1 42½	1 40
3s, table.....	1 82½	1 80
Gallons, table.....	5 02	5 00
Squash—		
3-lb.....		1 00
Tomatoes—		
3-lb. tins, per doz.....	1 17½	1 15
Gallon tins, per doz.....	3 52½	3 52½
FISH		
Lobster, tails		
1-lb. flats.....	3 50	3 50
" " " 1-lb. flats.....	3 85	3 85
" " " 1-lb. flats.....	2 00	2 00
Mackerel.....	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Tails, per doz.....	1 80	1 80
1-lb. Flat.....	1 95	1 95
1-lb.....	1 20	1 20
Arrow brand, sock eyes, per doz.....	1 75	1 75
1-lb.....	1 15	1 15
Pink salmon, various brands, per doz.....	1 00	1 00
Cohoos.....	1 40	1 40
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.....	1 20	1 20
Canadian kippered herring, 4 doz. ovals, per doz.....	1 00	1 00
fresh herring in tomato sauce, 4 doz. ovals, per doz.....	1 00	1 00
Canadian plain herring, per doz.....	1 00	1 00
Scotch kippered herring, per doz.....	1 35	1 40
herring in tomato sauce, per doz.....	1 30	1 35

SUGAR —Sugar is fairly easy this week. There has been a falling off in demand since last report. Prices are steady as quoted hereunder. Advices from primary markets do not mention any new features in connection with the Cuban situation.		
Granulated, bbls.....	\$4 40	\$4 40
" " " 1-bbls.....	4 15	4 15
" " " bags.....	4 35	4 35
Paris lump, barrels	5 05	5 05
" " " half-barrels.....	5 05	5 05
" " " boxes, 100 lbs.....	4 95	4 95
" " " boxes, 50 lbs.....	5 05	5 05
Extra ground, bbls.	4 80	4 80
" " " 50-lb. boxes.....	4 90	4 90
" " " 25-lb. boxes.....	5 00	5 00
Powdered, bbls.	4 60	4 60
" " " 50-lb. boxes.....	4 80	4 80
Phoenix	4 40	4 40
Bright coffee	4 20	4 20
yellow.....	4 25	4 25
No. 3 yellow.....	4 25	4 25
No. 2.....	4 10	4 10
No. 1 " bbls.....	4 00	4 00
No. 1 " bags.....	3 95	3 95
SYRUPS AND MOLASSES —There is a little more interest in molasses this week than there has been for some time. Syrups are beginning to sell better also.		
Barbadoes, in puncheons	0 30	0 30
" " " in barrels.....	0 32	0 32
" " " in half-barrels.....	0 33	0 33
New Orleans	0 22	0 22
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 02	0 02
" " " 1-bbls.....	0 03	0 03
" " " 2-bbls.....	0 02	0 02
" " " 35-lb. pails.....	1 40	1 40
" " " 25-lb. pails.....	1 00	1 00
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
" " " 5-lb. " 1 doz. ".....	2 36	2 36
" " " 10-lb. " 1 doz. ".....	2 36	2 36
" " " 20-lb. " 1 doz. ".....	2 25	2 25
TEA —The tea market this week is rather strong. There is considerable interest displayed in all blacks, which, according to latest reports are advancing. Since last report there has been an advance of from 1c. to 2c. on low grades, medium and higher. Quite a lot of attention has been given to black teas of every description since the close of the Japan season, the demand being continually strong. Prices are more likely to advance than decline, if present indications work out. China blacks are firm while greens present no new feature. Ceylon greens are scarce, the market here being scantily supplied. A good figure is obtainable for anything in this line.		
Japans—Fine	0 26	0 30
Medium.....	0 20	0 23
Good common.....	0 18	0 18
Common.....	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes.....	0 17	0 20
Pekoe Souchongs.....	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons.....	0 16	0 17
Gunpowders	0 13	0 14
China greens—Pingsney gunpowder, low grade	0 11	0 15
" " " pea leaf.....	0 19	0 22
" " " pinhead.....	0 28	0 32
COFFEE —Coffee orders are becoming larger with the advance of the Fall season. Jobbers report a noticeable increase in the business received from country points.		
Jamaica	0 10	0 11
Java	0 18	0 30
Mocha	0 19	0 22
Rio, No. 7	0 09	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13

FOREIGN DRIED FRUITS —The feature of the market this week is the situation in California. Packers are working under the most deplorable conditions. There is scarcity of labor; of packing material; of cars and of everything else essential to the carrying on of their business, except fruit. There is plenty of fruit but no way of shipping it. It is said that one large packing house is not in the slightest interested in any new business. There has been		
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Valencia Raisins—		
Fine off-stalk, per lb.....		5 05
Selected, per lb.....		4 25
Layers.....		4 25
Dates—		
Dates, Hallowees, per lb.....		4 25
California Evaporated.....		4 25
Apricots, per lb.....		4 10
Peaches.....		4 00
Pears.....		3 95
Malaga Raisins—		
London layers.....		3 95
" " " ".....		3 95
" " " ".....		3 95
Royal Buckingham		3 95
Excelsior Window		3 95
California Raisins		
Loose muscatels, far.....		3 95
" " " ".....		3 95
" " " ".....		3 95
" " " ".....		3 95
Prunes—		
30-40s.....		3 95
40-50s.....		3 95
50-60s.....		3 95
60-70s.....		3 95
70-80s.....		3 95
80-90s.....		3 95
90-100s.....		3 95
Oregon prunes (Italian).....		3 95
Oregon prunes (French).....		3 95
Currants—		
Filiatras, uncleaned.....		3 95
Fine Filiatras, per lb.....		3 95
" " " ".....		3 95
" " " ".....		3 95
Finest Vostizaa		3 95
Amalias		3 95
Sultana Raisins—		
Sultana raisins, per lb.....		3 95
" " " ".....		3 95
Eleme Table Figs—		
Six crown, extra fine.....		3 95
Four crown, fancy, 1.....		3 95
Three crown.....		3 95
Glove boxes, fine qu.....		3 95
Fancy washed figs, 1.....		3 95
" " " " pulled figs, 1.....		3 95
" " " " stuffed figs, 1.....		3 95
12-oz. boxes.....		3 95
SPICES —		
since last report improving.		
Peppers, black		3 95
" " " white.....		3 95
Ginger, whole.....		3 95
Ginger, Cochin.....		3 95
Cloves, whole.....		3 95
Cream of tartar.....		3 95
Allspice.....		3 95
Nutmeg.....		3 95
PEELS —P.....		
changed, the		
Ci ron peel, per lb.....		3 95
Lemo peel, per lb.....		3 95
Orange peel, per lb.....		3 95
EVAPORA		
ed apples are		
dealers being		
some varietie		
very good, so		
been shipped		
BEANS —I.....		
in beans about		

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.

Secretary W. A. Coulson is in the country this week beginning in the Dauphin district a campaign of organization in the country towns and villages. With the month of October money is commencing to circulate more freely, business is more active and dealers are anxious for local organization.

It is through the local organization that dealers derive their principal benefit from the association. Through the local organization dealers in the same town or district are brought in touch with each other and are able to deal with local problems arising from local conditions. They meet once or twice a month and compare notes, giving each other information as to bad accounts and agreeing as to the policy to be pursued in regard to credit and other matters.

It is from the local association the local organization of dealers that the direct, tangible, dollars and cents benefit from membership in the association is derived. The secretary is willing and anxious to assist in the organization of local sections, but he cannot do the work of several men, and there are limits to the work of this character which he can undertake. In this matter each local section must work out its own salvation. The central one has shown the correct method of work and it is up to the country dealers to work upon the lines laid down. Distances are too great for the secretary to visit the scene of every complaint and moreover his time is pretty fully occupied with the larger affairs of the general association.

But while it is from the local organization that the direct tangible benefit from membership in the association is derived it must not be thought that the central organization is of no importance. It is concerned with the general interests of the trade and is the mouth-piece of the retail trade in general. This is an age of consolidation and organization, and the other branches of the trade have long had their own associations. The manufacturers and the wholesalers are organized to protect their own interests and it is the part of wisdom and prudence for retailers to unite to protect their own interests. It is not intended to suggest that the manufacturers and wholesalers would be deliberately unfair to the retailers, but "business is business" and business is essentially selfish; consequently it is well that the retailer should be able to act with his fellows in an association when dealing with organizations of wholesalers and retailers. The individual who opposes an association stands a poor chance of success.

It is for this reason that the central office has the right to appeal with confidence to the retail trade for support. It is surely worth \$5 per year to every retailer in the west to be identified with an association of his fellows, to know that he is helping to support an organization which has been formed to protect the general interests of the retail trade.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Oct. 11, 1906.)

With colder weather business is reported more active in the country and liberal buying is reported by commercial travelers. Values are steady in most lines and there is still a strong upward tendency in foreign dried fruits.

CANNED GOODS — Blueberries are quoted now at \$2 per case in 2's and at \$2.15 per case in gallons. There is an active demand for all lines of canned goods. We quote:

FRUITS.		Group	Group
		No. 1.	No. 2 & 3
Apples—			
gallons, per doz.	3 24	3 20	
3-lb.	2 49	2 44	
Cherries—			
red pitted, per 2-doz. case	4 73	4 78	
red unpitted, " "	3 73	3 78	
black pitted, " "	4 73	4 78	
white pitted, " "	5 03	5 08	
Currants—			
new, red, 2 doz. cases per case	3 83	3 88	
black	4 03	4 08	
Gooseberries—			
new	4 53	4 58	
Pears—			
2's, F.B., per 2-doz. case	3 58	3 53	
3's, " "	4 49	4 44	
Peaches—			
2's	4 08	4 03	
3's	6 14	6 09	
Plums—			
Damson, 1's	2 63	2 58	
Lombard, 1's	2 73	2 68	
Greengage, 1's	2 83	2 78	
Pumpkins—			
3's	2 09	2 04	
Pineapples—			
2's, sliced, 2 doz. cases, per case	4 20		
2's, whole, " "	3 75		
2's, whole, " "	4 60		
2's, grated, " "	4 40		
Raspberries—			
red (new)	3 73	3 78	
black (new)	3 73	3 78	
Strawberries	4 80	4 75	
gallon, per doz.	6 80		
Blueberries, 2's, per case	2 10		
gallons, " "	2 15		
Goodwillie's Goods.			
Strawberries, per case	3 10		
Red raspberries, per case	2 60		
Red cherries, " "	2 60		
Red currants, " "	2 60		
Black currants, " "	2 60		
Lawtonberries, " "	2 60		
VEGETABLES.			
Beans—			
golden wax, " "	1 93	1 88	
refugee, " "	1 98	1 93	
Corn—			
2's	2 13	2 08	
Peas—			
(No. 4) 2's	1 93	1 88	
(No. 3) 2's	2 13	2 08	
(No. 2) 2's sweet wrinkle	2 23	2 18	
(No. 1) 2's extra fine sifted	2 73	2 68	
Succotash—			
2's	2 63	2 58	
Beets—			
whole, " "	2 08		
sliced, " "	2 28		
whole, 3-lb., " "	2 64		
sliced, " "	2 84		

Spinach—			
2's, per doz.	3 08	3 13	
3's	4 04	4 09	
gallon, per doz.	11 10		
Asparagus per doz.	2 89		
Tomatoes			
per case	2 79	2 74	
Beans golden wax	1 93	1 98	
refugee	1 93	1 98	
crystal wax	2 13	2 18	
FISH.			
Salmon, Fraser River sockeye, per case	7 25		
" Skeena River, " "	7 10		
" Red Spring, " "	6 85		
" humpback, " "	6 30		
" cohoes, " "	4 00		
(Prices are for delivery in October-November.)			
Lobsters (new), 1-lb. flats, per case	16 50		
" 1-lb. tails, per case	10 50		
" " 1-lb. tails, per case	15 00		
" " flats, per case	15 50		
MEATS.			
Pork and beans 1's, per doz.	1 25		
" 2's	1 90		
" 3's	2 60		
Clark's 1 lb. plain, per case	2 30		
" 2 " " "	1 85		
" 3 " " "	2 40		
" 1 " tomato sauce, per case	2 30		
" 2 " " "	1 85		
" 3 " " "	2 40		
" 1 " Chili " "	2 25		
" 2 " " "	1 95		
" 3 " " "	2 35		
Soups, per doz.	1 25		
Canned chicken (Man. Can. Co.) per doz	3 25		
" turkey	3 30		
" chicken, per doz	3 30		
" turkey	3 30		
Urned beef	2 80		
" 2's	1 60		
" Man. Can. Co. 2's per doz.	2 50		
Roast beef (Man. Can. Co.), 2's, per doz	1 35		
" 1's	2 50		
" (Clark's), 1's, per doz	1 55		
" 2's	2 65		
Potted meats, 2's, per doz.	0 55		
Veal loaf 1 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 50		
Lunchonnet 1's, " "	3 00	3 43	
Sliced smoked beef 1-lb. tins, per doz.	1 80		
" 1-lb. tins, " "	3 10		
" 1-lb. glass, " "	3 35		
Chipped " 1-lb. tins, " "	1 45		
" 1-lb. glass, " "	2 50		
Sliced bacon, 1-lb. tins, " "	3 05		
" 1-lb. glass, " "	3 10		
Corned beef 1-lb. tins, per doz.	1 50		
" 2-lb. " "	2 65		
SUGAR—Prices continue as last week:			
Montreal granulated, in bbls.	5 00		
" " in sacks	4 95		
" yellow, in bbls.	4 60		
" " in sacks	4 55		
Wallaceburg, in bbls.	4 90		
" in sacks	4 85		
Berlin, granulated in bbls.	4 90		
" " sacks	4 85		
Icing sugar in bbls.	5 60		
" in boxes	5 80		
" in small quantities	6 20		
Powdered sugar, in bbls.	5 40		
" in boxes	5 60		
" in small quantities	5 85		
Lump, hard, in bbls.	5 70		
" " in 100-lb. cases	5 70		
Raw sugar	4 50		
SYRUPS AND MOLASSES — Corn syrups are in particularly active demand but molasses is not in very much request. We quote:			
Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25		
" " 5-lb. tins, per 1 " "	2 70		
" " 10-lb. tins, per 1 " "	2 65		
" " 20-lb. tins, per 1 " "	2 61		
" " barrel, per lb.	0 03 1/2		
" Sugar syrup, per lb.	0 03 1/2		
Beaver Brand, 2 lb. tins, per 2 doz. case	3 10		
" 5 " " 1 " "	3 60		
" 10 " " 1 " "	3 30		
" 20 " " 1 " "	3 21		
Barbadoes molasses in 1-bbls, per gal.	0 40		
New Orleans molasses in 1-bbls, per lb.	0 03 1/2		
Porto Rico molasses in 1-bbls, per lb.	0 04 1/2		
Blackstrap, in bbls., per gal.	0 31		
" " gal. bts. each	0 33		
" " gal. bts. each	2 25		
COFFEE—Prices are quoted as follows:			
Whole green Rio, per lb.	0 11 1/2	0 12	
" roasted " per lb.	0 16 1/2		
Ground roasted Rio	0 16		
Standard Java in 25-lb. tins, per lb.	0 33		
Old Government Java in 25 lb. tins, per lb.	0 32		
" Mocha	0 32		
Imperial Java, in 25 lb. tins, per lb.	0 29		
Pure mocha	0 25		
" Maracaibo	0 19		
Choice Rio	0 17		
Pure	0 16 1/2		
Seal Brand (C & S) in 2-lb. tins, per lb.	0 32		
" 1-lb.	0 33		
Local Blends:—			
Mocha and Java in 2-lb. tins, per lb.	0 23		
" " 1-lb.	0 24		

WITH THE TRADE AT OTTAWA

Business Brisk—Canned Goods Prices—The Potato Market—The Flour Situation—Death of Mrs. H. N. Bate, a Lady Highly Esteemed.

Business has been reported fairly good during the past week among retailers. Wholesalers are extra busy taking into stock Fall and Winter supplies. New raisins and figs are to be had and are being snapped up freely.

A good deal of comment is heard on the new price set for canned goods. Some retailers feel that with corn selling at 3 for 25c. and tomatoes at 10c. it is poor satisfaction putting in a Winter supply. Of course the above prices are not what should be, but because of those merchants who bought from independent factories having an extra advantage of 10 off they are able to sell at above figures and show a seasonable profit. Other dealers who bought from the association have to follow and sell at what is the bare cost of handling. However, there is the consolation of the possibility of a rising market, which may help to strengthen retailers' prices. It is also thought by some of the merchants here that if the leading stores would come out with their opening prices of this season's goods at 10c. for corn and peas and 12 1-2c. for tomatoes, it would have a beneficial effect to all and set the canned goods business on a proper basis as far as the retail trade of Ottawa is concerned.

Over 1,200 boxes of cheese were boarded on the local board Friday last and the price obtained was 12 3-4c. for both white and colored.

Small fruits are pretty well over for the season with the exception of grapes, which are not any too plentiful. Apples are commanding good prices on this market. Not much local grown stock is to be had, which other years, when supplies are plentiful, has had an effect on western grown fruit.

Shipments of potatoes from outside points have been arriving on this market and selling at 85c. to 90c. a bag with a good demand; it looks as if these prices will be maintained for a while.

The flour market is brisk, their being a good demand by housekeepers at this season, as many who do not bake their own bread during the Summer do so when the cold weather starts. Prices to the trade here are: For Hungarian Patent, \$4.40 per bbl, and Strong Bakers, \$3.90. Bran is quoted about \$19. and shorts \$22.

The death occurred on Friday last of the wife of H. N. Bate, head of the firm of H. N. Bate & Sons, wholesale grocers, this city. Mrs. Bate was an estimable lady and one who will be greatly missed by a large circle of friends. She was ill about two weeks before her death. The funeral took place on Monday the 8th

inst., from her late residence, Fenwick House, to All Saint's Church (Anglican), thence to Beechwood Cemetery. The cortege was the largest seen in the city for some time. Sir Wilfrid Laurier and other members of the Cabinet were in attendance besides a large concourse of prominent Ottawa people. The casket was borne by her sons, Gerald, Harry A., Llnorllyn, Thomas A. and Frank, with her nephew, H. Christie, and it was a sad sight to notice with what loving care they deposited it to its last resting place.

The Ottawa grocery trade extends its deepest sympathy to Mr. Bate and his family in their bereavement.

The Ottawa Retail Grocers' Association meet on Wednesday this week.

HERE AND THERE WITH THE TRADE.

Hood & Teetzel, Nelson, B.C., have dissolved.

M. C. F. Hambly, Toronto, has sold to W. E. Thompson.

Adams & Furville, general store, Stettler, have dissolved.

Wm. McClelland, Niagara, was in Toronto Wednesday of last week.

Neil Marron, grocer, Barrie, was a visitor in Toronto last week.

G. E. Porter & Son, Edmonton, Alta., are giving up business.

J. G. Steacy, general merchant, Crystal City, Man., is selling out.

A. E. Dell, general merchant, Niagara Falls South, has taken in a partner.

W. E. Medland, 228 Queen street east, Toronto, is taking a fortnight holiday.

APPLE EXPORT SITUATION.

Shipments From American Ports Last Week.

Fred Barker, Toronto, gives the following statement of apple shipments for the week ending October 6:

	Liverpool.	London.	Glasgow.	Various.	Total.
Montreal	17,162	1,533	16,585	3,909	38,189
New York	6,644	3,904	3,091	1,708	18,347
Boston	17,338	856			18,194
Halifax	1,932	13,034			14,966
Week's total	43,076	19,327	19,676	7,517	89,596
Same week's total, 1905...	67,827	36,004	32,801	21,559	161,191
Season to date	104,068	41,919	72,694	14,902	233,583
Last season to date	201,555	92,133	112,280	46,633	452,601

Mr. Barker says: Liverpool cable under date of October 8 is: "12,000 bbls. selling; Virginian apples selling; Kings, XXX, 15s. to 21s. 6d.; Greenings, XXX, 14s. to 17s.; XX, 11s. to

Francis Allore, of Stoco, Ont., has made an assignment to C. W. Huyek.

Bradley & Son, St. Catharines, report business their way is very satisfactory.

H. Knowles, Newmarket, took a day off last week and visited the Markham Fair.

S. M. Warriner's general store, Stouffville, Ont., has been sold to H. Tunory.

A. Provan, Toronto, took a holiday last week and made merry at the Markham Fair.

Hartley Authors and Geo. Clayton, Toronto, saw the Markham Fair together last week.

A meeting of creditors of Walker & Hurlburt, Thornbury, Ont., was held on the 4th inst.

Mr. Jacob Doersam is erecting a two-storey brick addition to his store in Waterloo, Ont.

The Alberta-Pacific Co. have acquired the grain elevator of John Lineham, Okotoks, Alta.

Leon E. Dyer will continue the business formerly conducted by Dyer & Son, at Sutton, Que.

The business of McKenzie Bros., Moose Jaw, Sask., has been sold to Heasman & Fowler.

Campbell, Titsworth & Morris, of Lacombe, Alta., have been succeeded by Campbell & Titsworth.

The business of J. Ouellette, general storekeeper, Papineauville, Que., has been advertised for sale.

J. A. Ratcliffe & Co., Stouffville, Ont., report that they have done an unusually large business in fruit this Summer.

The enlargement of the Welland Canal is being urged before the grain commission, in order to lower rates and preserve the grain carrying trade for Canada.

SITUATION WANTED.

COMMERCIAL TRAVELLER—good salesman seeks situation. Box 125 Canadian Grocer.

13s.; Colverts, 11s. to 15s.; Snows, 12s. 6d. to 20s.; demand active for best qualities."

A Glasgow cable of same date reads: "Numidian, Marina, selling; conditions are improved; market has an improving tendency; good demand for best quality. Kings, 16s. to 25s.; King Pippins, 14s.

to 16s. 6d.; Baldwins, 11s. 6d. to 15s.; Blenheims, Wagners, 14s. 6d. to 15s. 9d.; Greenings, Colverts, Fallwaters, 10s. 6d. to 14s.; Wealthy, Snows, Gravensteins, 13s. to 18s. 6d."



They Cost Less Than Nothing

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

IF A MAN WANTS CREDIT

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

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

ALLISON COUPON CO.,

Manufacturers
 Indianapolis, Indiana.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT
 622 McIntyre Block, - - WINNIPEG, MAN.
Square your accounts

EVAPORATED APPLES

Chops, etc.
 Quality Guaranteed
 Correspondence Solicited.

COLLIER BROS., NAPANEE, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " " 1 year.....	17 00
" " " 6 months.....	10 00
52 " " " 1 year.....	10 00

REPRESENTATIVES WANTED

AGENCY—Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f t.)

AGENCIES WANTED

A GENTLEMAN with considerable experience in manufacturing business and manufacturers' agencies, and possessing a good connection among the grocers, druggists and confectioners of Montreal, desires to obtain the Montreal agency for one or more firms selling to the above-mentioned class of trade. All references as to character and ability. Address at once "Nagroch," care of CANADIAN GROCER, Montreal Office.

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

POSITION WANTED.

GROCERIES, PROVISIONS—Foreign and Colonial—Patent medicines, wines and spirits. Englishman, having had seventeen years' first-class experience, wants position as traveler, manager, or head counterman. Age 32. Good address. Good references. Distance no object. Thomas Lee, Queen's Hotel, Vegreville, Alberta. [47]

SITUATIONS VACANT.

WANTED—Broom and whisk maker, good wages will be paid for good workman who is steady and likes work. Apply Box 124, CANADIAN GROCER, Toronto.

GOLD STANDARD BAKING POWDER

IS
"GUARANTEED THE BEST"

IF YOU SELL IT YOU ARE GIVING YOUR CUSTOMERS THE HIGHEST VALUE POSSIBLE, AND YOU ARE ENJOYING A GOOD, SURE, SAFE PROFIT. THE QUALITY IS ALWAYS THE SAME. "GUARANTEED THE BEST."

THE QUESTION IS



ARE YOU SELLING IT? IF NOT, BETTER WRITE US ABOUT IT.

The Codville-Georgeson Co.
 Limited
 WINNIPEG and BRANDON
 MANITOBA

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

For Sale by All Wholesale Dealers.
 SEE THAT YOU GET THEM.

PRICES HAVE ADVANCED

But we can still book orders at the old figures, having bought before the increase.

We sell, to arrive, all fruits of 1906 crop:

Prunes

- "Griffin & Skelley," sizes from 30/40 to 90/100. . 25-lb. boxes
- "Webfoot," sizes from 30/40 to 90/100 . 10 and 25-lb. boxes
- "Santa Clara" Prunes, sizes 40/50 to 70/80

Malaga Raisins

- Empress Cluster, in 1-lb. cartons, 5½-lb. and 22-lb. boxes
- Duchess " " " " " " " " " " " "
- Countess, in 5½-lb. and 22-lb. boxes
- Princess " " " " " " " " " " " "

Seeded Raisins

- Choice Peacock Brand, in 1-lb. packages
- Dragon Brand, in 12-oz. packages
- Griffin & Skelley, in 1-lb. packages

Valencia Raisins

F.O.S. Selected and 4 Crowns. Best brands.

Currants

- Fine Filiatras, in ½ c/s
- Cleaned Loose, in ½ c/s
- Vostizzas, in ½ c/s
- Cleaned, in 1-lb. pkgs.

Evaporated Fruits

Peaches Apricots Pears Nectarines

Also: FIGS, NUTS, SHELLED NUTS AND WALNUTS, Etc.

NO TROUBLE TO QUOTE. WRITE OR WIRE.

Laporte, Martin & Cie, Ltee.

WHOLESALE GROCERS, MONTREAL

ROLL BACON

is a good seller at this time of year.

We are offering Choice New Cured Stock.

It will pay you to order a shipment of this favorite line by mail or telegram at once.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

FRESH PORK SAUSAGE

The coming in of colder weather gives an appetite for something savory, and nothing fills this want better than fresh pork sausage. We make them in our own sausage room, and there is none finer or cleaner in America. They are made of fresh pork, pure spices, ground by ourselves, and they are sure to please.

F. W. FEARMAN CO.,

HAMILTON LIMITED



"CORONA"

CHOICE NEW CURE

PLATE BEEF

IN 200 POUND BARRELS

Every Piece cut from Select Cattle

QUALITY GUARANTEED

READY FOR SHIPMENT

MESS BEEF

Write for Prices

The Montreal Packing Co.,

MONTREAL, P.Q. Limited



SECOND

Speak to us



FIRST

Speak to yourself

About our

SAUSAGE

You cannot get any better at any price.

So get the rewards of satisfaction now through ordering now.

THE WM. RYAN CO., Limited

70-72 Front St. East, TORONTO, ONT.

EVERYTHING IN THE PROVISION LINE

The situationally unchanged business is... were again... our previous... great many... "short,"... for the firm... is hardly... buying at... Shipments... be seen from... ly 30,000... which indi... largely wan... tracts, and... goods, held... houses, wer... the present... is very high... quiet with... Our receipt... week 76,767... packages of... of cheese ar... for the sam... May 1, 1,8... 524,470 pack... with 1,832,2... 854 package... responding... Our export... week 105,66... packages of... of cheese ar... for the sam... total since... cheese and... as compared... cheese and... for the co... year.

According... of cheese s... boxes and... crease of 14... ly a decrea... 88,015 boxe... date of las... receipts are... our export... than last ye... plus stock... same time.

These are... The receipt... ports are c... lated that... viously wer... than actual... year it is l... cover this... we find tha... year were... they were... would near... of cheese le... at this tim...

Stocks i... about 100,0... time last y... siderably hi... ago, but la... insufficient... prices went... we are at... lower than... expect a fu...

Produce and Provisions

CHEESE AND BUTTER BULLETIN.

The situation on cheese remains practically unchanged since last week. New business is scarce, while the shipments were again heavy, which simply confirms our previously expressed opinion that a great many September cheese were sold "short," and which may also account for the firm country markets, when there is hardly any new business to warrant buying at present prices.

Shipments of cheese last week, as will be seen from figures later on, were nearly 30,000 boxes more than the receipts, which indicates that the goods were largely wanted on previously made contracts, and also that a large quantity of goods, held here for account of British houses, were ordered to be shipped as the present demand for prompt shipment is very light and our market is very quiet with prices even a shade lower.

Our receipts at Montreal were last week 76,767 boxes of cheese and 13,064 packages of butter, against 87,294 boxes of cheese and 21,720 packages of butter for the same week of last year, or since May 1, 1,884,708 boxes of cheese and 524,470 packages of butter, as compared with 1,832,280 boxes of cheese and 656,854 packages of butter for the corresponding period of last year.

Our exports from Montreal were last week 105,667 boxes of cheese and 12,261 packages of butter against 119,334 boxes of cheese and 20,807 packages of butter for the same week of last year, or a total since May 1 of 1,787,069 boxes of cheese and 339,191 packages of butter, as compared with 1,616,626 boxes of cheese and 509,378 packages of butter for the corresponding period of last year.

According to these figures our receipts of cheese show an increase of 52,128 boxes and our shipments show an increase of 140,443 boxes, leaving naturally a decrease in our Montreal stocks of 88,015 boxes as compared with the same date of last year, while in butter our receipts are 132,384 packages less and our exports are 170,187 packages less than last year, which would mean a surplus stock of 37,803 packages over the same time of last year.

These are the figures as we get them. The receipts are not accurate; the exports are correct. It is generally calculated that our receipts of cheese previously were about 10 per cent. more than actual figures published, and this year it is believed that 5 per cent. will cover this difference. Taking this basis we find that our receipts of cheese last year were 2,015,508 boxes and this year they were only 1,978,944 boxes, which would mean that we hold 124,579 boxes of cheese less in store in Montreal than at this time last year.

Stocks in England are reported at about 100,000 boxes larger than at this time last year. Present prices are considerably higher than at this date a year ago, but larger supplies last year proved insufficient for the Winter's trade and prices went to fully 70s. per cwt. As we are at present fully 5s. per cwt. lower than this, it seems reasonable to expect a further advance in prices.

Mr. G. G. Publow, the chief dairy instructor for Eastern Ontario, made the statement that he found hardly any September cheese in the factories he visited last week, ending October 6. The country seems bare of cheese, when formerly they had a fair quantity unsold, and altogether the situation seems decidedly "bullish."

The situation on butter seems very strange. According to figures given above, our stocks of butter are fully 37,803 packages larger than at this time last year. In spite of this, it is hard to find any good "stored" creamery butter and there is a positive scarcity of this grade on our Montreal market, but our prices are, and have been, above the export basis right along, and the decreased shipments demonstrate this very clearly. We can only account for this, that probably the west has sent in more dairy butter, which may show an accumulation of stocks here.

At present it is firmly believed that prices of finest creamery butter will be higher in the near future. At any rate the tone of the market, both in Montreal and at country points, is very firm.

OUR LONDON (ENG.) LETTER.

The cheese market in London has ruled something quieter during the past week, due, no doubt, to the fact that the quarter day is at hand, and people are busy getting their finances in order. Sellers are retaining their firm attitude, and it is quite possible that, apart from the advent of quarter day, buyers are beginning to feel that prices are too stiff and that a policy of caution is advisable. It is difficult to accurately gauge the trend of public consumption, but one or two of the larger dealers declare that the advent of colder weather has brought a falling off in demand for cheese. This is certainly rather curious, and hardly what one might have expected. Still, the demand for cheese has not been so peculiar during the past few months, and demand and supply have been so surprisingly irregular, that one has come to expect almost anything. Supplies of Canadian cheese continue to come to hand in fair quantities, and there are at time of writing some 30,000 boxes on the way to London. Total stocks in depot figure out at about 199,000 boxes, so that it will be seen that a healthy position is maintained, with a slight inclination for stocks to slowly accumulate. "Choicest" August make of Canadian is still on offer, and is realizing from 63s. to 64s. As mentioned last week, cable advices for October make are exceedingly high, and it remains to be seen how sales will be effected at such figures as Canadians are demanding. While there has been perhaps a little more money in Canadian cheese, as well as butter, for importers over here, it must be confessed that profits are not being easily made, and Canadian

farmers stand to reap a harvest of dollars again this year.

There has been a brisk demand for all higher grades of butter throughout the week, and buyers have been compelled to cope with an advancing market. Canadian make is moving well at prices ranging from 114s. to 116s for best quality. Lower grades are not in such good demand, whilst dairies realize 92s. to 96c., which is a slight advance. As far as quality is concerned there is not much to report. It will be a long time before the evil effect, brought about by the recent mouldy arrivals on this market, is effaced. The writer has before him quite a list of factories in Canada who have made for themselves an undesirable reputation. It must be borne in mind all the time, however, that butter of an excellent quality is also being received. One does not want to magnify the harm done even in the smallest degree. It is bad enough as it is.

PROVISION SITUATION.

"I can't tell you any more than I told you a week ago," said a leading pork packer to the Canadian Grocer's reporter yesterday, when questioned as to the condition of the market. "We're a week nearer the trying holiday season; that's all."

Hogs continue in fairly short supply and anxiety to get them occasioned a rise of 15c. in the price of live hogs. Packers are paying this week \$6.40 f.o.b. country points. Receipts were slightly larger than the week before, not much.

The English market has assumed a steady tone and there is a good demand for Canadian products. Prices are unchanged.

There is a good domestic demand for all classes of pork products and supplies are none too large. Short supplies for a long period have prevented any accumulation and the heavy demand from the north country is now on. In the whole line of provisions there was not this week an indication anywhere of a weakening in price and the packers all talked strong. That, of course, is natural. Prices at this time usually decline but the continuance of demand and short stocks are holding things steady as yet. At any rate there is not talk of any further advance. Even at the present high prices good bacon will go far further in feeding a family than the same money's worth of fresh meat, and that fact, in part at least, helps to explain the continued demand.

From May to September, Canadian shipments of cheese to England were 150,000 boxes more than for the corresponding period last year, while shipments of butter were 135,000 tubs less. A rise of twopence a pound in the price of butter is probable.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

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

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



**WILSON'S
Fly Pads**

Every country store should stock them, because every housekeeper wants them.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

**BROOMS
BRUSHES
BASKETS**

WOODEN WARE | WILLOW WARE

Paper Bags | Twines
Wrapping Paper |
Grocer's Sundries

WALTER WOODS & CO.

Hamilton and Winnipeg

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Prices are about firm this week, no change having occurred. There is said to be a little business passing in an export way, but local trade is not large—nothing unusual at this season.

Lard, pure tierces	0 11 1/2	0 12
" " 56-lb. tubs	0 11 1/2	0 11 1/2
" " 20-lb. pails, wood (10 1/2)	0 11 1/2	0 12
" " cases, 10-lb. tins, 60 lbs. incase	0 12	0 12
" " 5-lb.	0 12 1/2	0 12 1/2
" " 3-lb.	0 12 1/2	0 12 1/2
Lard, Boar's Head brand, tierces, per lb.	0 09 1/2	0 09 1/2
" " 1-bbl., per lb.	0 09 1/2	0 09 1/2
" " tubs	0 10 1/2	0 10 1/2
Cases, 20 3-lb. tins, per lb.	0 10 1/2	0 10 1/2
" " 12 5-lb. tins	0 10 1/2	0 10 1/2
" " 6 10-lb. tins	0 10	0 10
20-lb. wood pails, each	1 95	1 95
20-lb. tin pails, each	1 85	1 85
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	\$22 50	\$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.	0 15 1/2	0 15 1/2
Hams	0 14 1/2	0 16
Extra plate beef, per bbl.	12 50	13 00

BUTTER—Export demand for butter is very light, prices on the other side having declined, while here, in some cases, they have advanced. Demand is now all for local account, since prices are above an export basis. The local situation will govern matters now for the balance of the season. The demand for home consumption is increasing every year and is becoming quite a factor to be reckoned with towards the end of the season. Local merchants are buying, and are storing some from current receipts for Winter requirements.

Choicest creamery, salt	0 23 1/2	0 23 1/2
Medium creamery	0 23	0 23 1/2
Western dairy	0 20	0 20

CHEESE—The market continues quiet with business restricted. Shipments lately have been very heavy, a lot of early purchases having been going forward, resulting in the current demand being very light. This dullness has had the effect of reducing prices 1/4c. all round, but even at the decline demand has not been stimulated. Prices, however, are not expected to decline much further for the best goods, and dealers anticipate firm prices until the close of navigation.

Ontarios	0 13	0 13 1/2
Townships	0 13	0 13
Quebecs	0 12	0 12 1/2

EGGS—Very few eggs are coming in from the country. The receipts are much below the consumption, and dealers have been using cold storage stock. It is thought that holders in the country who have been unwilling to part with their eggs will thus be brought around to

pay the prices offered them by city buyers. Meantime good selects bring anything between 22c. and 23c. Good cold storage eggs, which are equal to No. 1, bring 19c.

TORONTO.

PROVISIONS—The demand for pork products keeps up and there is no sign yet of the usual Fall decline in prices. Deliveries of hogs have been so short that stocks have not accumulated. Lard quotations are fractionally higher. Dressed hogs are up a quarter.

Long clear bacon, per lb.	0 12 1/2	0 12 1/2
Smoked breakfast bacon, per lb.	0 16	0 16
Roll bacon, per lb.	0 12 1/2	0 12 1/2
Small hams, per lb.	0 15 1/2	0 16
Medium hams, per lb.	0 15 1/2	0 16
Large hams, per lb.	0 14	0 15
Shoulder hams, per lb.	0 11 1/2	0 11 1/2
Bacon, plain, per lb.	0 17	0 17
" " pea meal	0 17	0 18
Heavy mess pork, per bbl.	22 00	22 50
Short cut, per bbl.	23 50	24 00
Lard, tierces, per lb.	0 11 1/2	0 11 1/2
" " tubs	0 12	0 12 1/2
" " pails	0 12	0 09
Compounds, per lb.	11 00	12 00
Plate beef, per 200-lb. bbl.	8 00	8 00
Beef, hind quarters	3 00	5 00
" front quarters	6 50	7 00
" choice carcasses	5 00	5 50
" common	0 07 1/2	0 08 1/2
Mutton	0 10 1/2	0 11 1/2
Lamb	9 25	9 50
Hogs, street lots	0 07	0 10
Veal	0 07	0 10

BUTTER—The market is a shade higher but the situation is not materially changed from last week. Only very choice creamery prints bring 27c. Choice dairy prints are in limited supply.

Creamery prints	0 25	0 27
" " solids, fresh	0 23 1/2	0 24
Dairy prints, choice	0 22	0 23
" " tubs, choice	0 21	0 22
Baker's butter	0 17	0 18 1/2

EGGS—The Ontario hen has about suspended operations for her usual Fall holiday. The result is that commission men are breaking into their storage supplies. These are in many cases better quality than those newly arriving from the country, the former having been properly and the latter improperly stored. Consequently prices are advanced.

Eggs (strictly new laid)	0 22	0 24
" fresh	0 19	0 21
" " bakers'	0 16	0 17

CHEESE—Quotations are unchanged from last week.

Cheese, large	Per lb.	0 13 1/2
" " twins	0 13 1/2	0 14

FOWL—Prices are slightly firmer than a week ago. Supplies are holding back

The Cost of Living

Has been greatly increased by the high price of meats and dairy products. The remedy lies with the consumer through the free use of

Clark's Canned Meats

which are relatively cheaper, as well as wholesome and nutritious.

Is your stock well assorted?

by city buy-
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.....	0 12½	0 12½
.....	0 12½	0 16
.....	0 12½	0 16
.....	0 15½	0 16
.....	0 15½	0 16
.....	0 14	0 15
.....	0 11½	0 11½
.....	0 17	0 18
.....	22 00	22 50
.....	23 50	24 00
.....	0 11½	0 11½
.....	0 11½	0 11½
.....	0 12	0 12½
.....	0 09	0 09
.....	11 00	12 00
.....	8 00	8 00
.....	3 00	5 00
.....	5 50	7 00
.....	5 00	5 50
.....	0 07½	0 08½
.....	0 10½	0 11½
.....	9 25	9 50
.....	0 07	0 10

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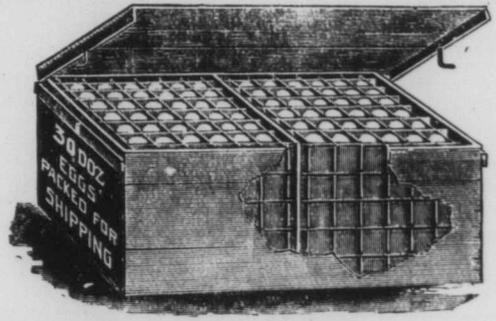
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EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from
The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE Manitoba Canning Co. Ltd.

GUARANTEES
ALL ITS TINNED MEATS

**Corned Beef, Roast Beef,
Chicken, Tongue, Potted
Meats, etc.**

YOU RUN NO RISK

SELLING AGENTS
Nicholson & Bain, Galloway & Parnell
WINNIPEG and CALGARY VANCOUVER

TRURO HIGH GRADE GOODS

JERSEY
Sterilized Cream



REINDEER
Condensed Milk



REINDEER
COFFEE
MILK and
SUGAR



COMBINED
Ready to use.

Good quality for the Consumer.
Good profits for the Dealer.

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

HAM

put up in our **Oval Wood Dishes** makes
a safer and neater parcel than if merely
wrapped in paper, because :

- 1st. Our **Oval Wood Dishes** being clean
and strong preserve the ham from
"handling."
- 2nd. Our **Oval Wood Dishes**, being
unleakable, the parcel of ham can
be laid beside other parcels with-
out soiling them.

We manufacture these **Oval Wood Dishes**
in five sizes and now have an assortment
of 18,000 ready for shipment.

Just the article you need for parcelling up
Lard, Butter, Mince Meat, Sausage,
Sliced Meat, Comb Honey, Beefsteak,
Pickles, etc.

Write or wire for prices.

GRAHAM BROS., Kinmount, Ont.

Agent—Maritime Provinces
W. S. CLAWSON & CO., 11-12 South Wharf St., St. John. N.B.
Quebec, W. J. EYRE, 60 Queen St., Ottawa.
Ontario, McEACHERN & McPHERSON, 23 Scott St., Toronto.
Winnipeg, A. E. ROY, 159 Portage Ave. East, Winnipeg.

a little waiting for Thanksgiving. Live weight quotations are:

Old fowl.....	0 07	0 08
Ducks.....	0 19	0 10
Young chickens.....	0 09	0 10

HONEY—The market is firm at present prices.

Honey, strained, 60 lb tins.....	0 10	0 11
" " 10 lb tins.....	0 11	0 11
" " 5 lb tins.....	0 12	0 12
" " in the comb, per doz.....	2 00	2 50
Buckwheat honey, per lb.....	0 08	0 08
" " in comb, per doz.....	1 50	1 50

WINNIPEG MARKETS.

BUTTER—Creamery is very firmly held at prices quoted and an advance is expected. We quote:

Finest fresh creamery, in 56-lb. boxes.....	0 22
" " in 28-lb. boxes.....	0 22
" " in 14-lb. boxes.....	0 22
" " in 1-lb. bricks (eastern).....	0 26
" " " (western).....	0 24

Produce houses are paying 15c. f.o.b. country stations for No. 1 dairy butter.

CHEESE—

Finest Ontario, large.....	0 14
" " Manitoa, large.....	0 13
" " twins.....	0 13
" " small.....	0 14

LARD—

Tierce basis, per lb.....	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb.....	0 00
20-lb. tin pails, in 80-lb. cases, per lb.....	0 00
10-lb. " in 60-lb. ".....	0 00
5-lb. " " ".....	0 00
3-lb. " " ".....	0 01
20-lb net white wood pails, per lb.....	0 00

CURED MEATS—

Hams, selected stock, special mild cure.....	0 18
Bacon, " " ".....	0 22 1/2
Backs, " " ".....	0 18 1/2
Hams, light, 10 to 12 average.....	0 17 1/2
" " medium 14 to 16 average.....	0 17
" " heavy, 20 to 30 for slicing.....	0 15 1/2
" " heavy, skinned 2 to 30 for slicing.....	0 17
Picnic hams light, choice, 6 to 8.....	0 13 1/2
Shoulders light, choice.....	0 11
Breakfast bacon, clear, bellies, light 8 to 10.....	18
" " clear bellies 12 to 14.....	17
Clear backs, b bacon light.....	18
" " b bacon 12 to 14.....	17 1/2
Spiced rolls, long if in stock.....	0 18
" " short.....	0 13
Dried beef ham, sets.....	0 12
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear.....	0 13
" " " smoked.....	0 14
" " " boneless backs.....	0 13
Shoulders " " ".....	0 13

BARREL PORK.

Heavy mess pork, boneless, per bbl.....	24 00
" " " per 1/2 bbl.....	12 00
Standard mess pork, per bbl.....	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet.....	4 50	2 30	1 20
Pig's tongues.....	14 50	7 50	3 00
Boneless hocks.....	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.....	0 04		
hocks.....	0 05		

EGGS—Produce houses are paying 18c. per dozen f.o.b. country points.

GOOD FOR CANADIAN CHEESE.

"I have canvassed the opinion of several large wholesale dealers regarding the condition and quality of Canadian cheese handled by them, and they are unanimous in their praise of this season's shipments," writes P. B. McNamara, Canadian commercial agent at Manchester. "The only feature that mars their serenity is the high price it commands, 61s. to 62s. 6d, which they claim tends to lessen their average profits. One of the largest cheese factors in Cheshire says, that now, and for a series of years, cheese making has paid the producer much better than milk selling, and since the beginning of the present year Cheshire farmers have been realizing 10s. per cwt. more for their cheese than last year. Twenty-five thousand tons are annually made in

Cheshire, and in its manufacture 60,000,000 gallons of milk are used. When we consider the large quantity manufactured in this country as well as that shipped from the United States, it speaks volumes in praise of the Canadian products that it appeals to the taste of the public, and commands such a high place in its esteem."

WINE MERCHANT DEAD.

Euclide Mathieu, proprietor of Mathieu, Freres, Montreal wine merchants, is dead. Mr. Mathieu had not been seriously ill until about three days before his death, but from that time he rapidly sank. He was favorably known in commercial circles, having had a lifelong experience in business. He is survived by a wife and four children.

ITEMS OF INTEREST.

M. H. Lounsbury, Hamilton, is giving up business.

A branch of the Imperial Syrup Co., Montreal, has been established in Winnipeg.

R. Bishop, general merchant, Algonquin, Ont., is advertising his business for sale.

The general store of Wedlock Bros., Stanley Bridge, P.E.I., has been destroyed by fire.

Liddle, Brown & Co., general merchants, Latchford, Ont., have assigned to Jas. G. Strong.

D. N. MacLeod, general merchant, Parkhill, Ont., has disposed of the grocery department of the business.

The entire plant of the Ontario Grape Growing & Wine Mfg. Co., at Barnesdale, near St. Catharines, was burned on October 3rd.

The recent freshets have practically destroyed the Fraser River salmon hatcheries, but the northern hatcheries appear to have escaped.

Melrose Abbey cheese factory, between Norwood and Havelock, Ont., was destroyed by fire, for the third time, on September 15.

Thirty thousand pounds of decomposed poultry were condemned and seized at two cold storage warehouses in Chicago by the city health department.

W. S. Clawson, of W. S. Clawson & Co., St. John, N.B., was in Montreal during the week and gave The Canadian Grocer a call. He was introduced on 'Change by J. W. Windsor.

Thomas E. Botterill, manager of the Canadian Fairbanks Co., in Vancouver, has been appointed manager of the Winnipeg branch, and has been succeeded in Vancouver by W. A. Akhurst.

As a step towards the prevention of typhoid in Port Arthur, Ont., Medical Health Officer Laurie will institute a grocery-shop inspection, in order that all decaying fruit and vegetables shall be regularly removed.

British Columbia cheese is now on sale in many of the retail stores in Victoria. Three factories will shortly be in operation, and the quality of the product is said to compare very favorably with the best from Ontario. The factories are owned by the British Columbia Cheese Co., and F. S. Rolph is superintendent.

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged

the Premier

Sauce of the world

Holbrooks Limited

Canadian Branch:
28 Front St. E., TORONTO

Canadian Manager, H. GILBERT NOBBS

UCE

he Premier
he world

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GILBERT NOBBS

Small, firm Vegetables, well cut, made crisp, delicious and appetizing by being pickled in our special Malt Pickling Vinegar.

We make the best bulk pickles in Canada. That is our reputation, and we live up to it.

Put up in the best and most attractive packages obtainable, they will keep better, taste better and sell better than any other pickle on the market.

And they ought to be when you consider the care we take. We select the seed, supervise the planting, the cultivating and packing. The vegetables come to us straight from the fields.

When in our factory they are given the careful attention of years of experience. Technical skill and the most modern methods and equipment achieve results that are making our brands known from ocean to ocean.

Packed in 1-gal. to 10-gal. Pails.

Write for Prices.

THE OZO CO., LIMITED



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CEREAL AND CONFECTIONERY

Grain Markets are Uninteresting—Millers Busy With an Active Domestic Demand for Flour—Not Much Export Business—Cereal Mills Busy.

Markets are uninteresting this week. There has been a slight advance in Manitoba wheat, barley is firmer and oats are up $\frac{1}{2}$ c., but very light business is passing. Winnipeg interests, it is said, are keeping the market up. The domestic flour trade is very brisk. While some flour is moving for export the business is in no way heavy. The cereal mills report a strong domestic demand and some export business.

MONTREAL.

GRAIN—Barley is up, while there has been other advances in corn and peas. Deliveries of new oats are light, being sufficient to fill local demand.

No. 4 barley, store	0 52 $\frac{1}{2}$
Feed barley, store	0 51 $\frac{1}{2}$
No. 2 white oats	0 41
No. 3 white oats	0 40
No. 4 white oats	0 39
No. 3 yellow corn	0 18
No. 2 peas, basis 78 per cent. points	0 71 $\frac{1}{2}$

FLOUR—There has been another advance of 10 cents in flour since last report. Demand is said to be excellent on all sides. There has been considerable inquiry in for export business.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	4 10	4 60
Glenora	4 10	4 60
Manitoba spring wheat patents	4 40	4 60
" strong bakers	4 10	4 60
Buckwheat flour	2 00	2 10
Five Roses	4 60	4 60

ROLLED OATS—The market for rolled oats is firm in tone. The talk of a shorter crop than last year's has had the effect of keeping prices pretty firm.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated	2 40	2 50
Rolled oats, 90-lb. bags	2 30 $\frac{1}{2}$	2 40
" 80-lb. bags	2 07 $\frac{1}{2}$	2 10
" bbls.	4 90	4 90
Choice boiling peas	1 60	1 10

FEED—Bran and shorts are very scarce, it being almost impossible to secure either. Prices are firm.

Ontario bran	18 50	19 50
Ontario shorts	21 00	22 00
Manitoba shorts	21 50	22 00
" bran	18 00	19 00
Mouillie, milled	24 00	24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 30

HAY—Hay has been quiet lately. Farmers show no inclination to part with their stocks notwithstanding the good figures offered. Cable advices from the Old Country report the situation as without change.

No. 1	12 00	12 50
" 2	11 50	11 50
Clover mixed	10 50	11 00
Clover, pure	11 00	10 50

TORONTO.

GRAIN—Trade in grain continues rather quiet. A clique in Winnipeg, so 'tis said, is keeping prices above an export basis. Saturday there was a recession and No. 1 Northern sold at 79c., but the lost ground has been recovered.

(F.o.b. Georgian Bay points.	
No. 1 hard	0 81 $\frac{1}{2}$
Manitoba wheat, Northern No. 1	0 80
" " " No. 2	0 78
" " " No. 3, nominal	0 73 $\frac{1}{2}$
Red, new per bushel, 78 per cent. points	0 71
White new " " " "	0 71
Mixed, new " " " "	0 70 $\frac{1}{2}$
Spring, nominal " " " "	0 65
Goose, " " " "	0 65
Barley, No. 1, " " " "	0 49
" No. 2, " " " "	0 50
" No. 3x, " " " "	0 47 $\frac{1}{2}$
" No. 3, " " " "	0 45 $\frac{1}{2}$
Oats, white " " " "	0 36
mixed " " " "	0 35

CEREALS—Prices are unchanged during the week, but business continues very active.

Rolled wheat in boxes, 100 lbs.	nominal	2 25
" 50 lbs.	"	1 25
Rolled oats, carlots, per bbl., in bags	"	4 25
" " " " " " " "	"	4 50
" " for broken lots in wood	"	4 75
" " broken lots in bags	"	4 50
Oatmeal, standard and granulated, carlots, on track, per bbl.	"	4 80
" " " " " " " "	"	4 75

FLOUR—Quotations here are unchanged. The domestic trade is reported by the millers to be very brisk, but export business not very good.

Pure winter wheat per bbl in sacks	4 60	4 25
85 per cent patents	3 70	3 85
Straight roller	3 65	3 70
Blended	3 80	3 90

PROFITS IN FLOUR.

Lake of the Woods Milling Co. Annual Meeting—Officers.

On October 3 the annual meeting of the Lake of the Woods Milling Co. was held in Montreal. From statements submitted the profits for the year were shown to be \$375,152.13. The board of directors elected follows: Robert Meighen, Hon. Robt. Mackay, Robert Reford F. H. Mathewson, Abner Kingsman, Jas. N. Pyke, R. M. Ballantyne, W. W. Hutchison, Montreal; G. V. Hastings, Winnipeg.

At a later meeting the following officers were appointed for the ensuing year: Robert Meighen, president and managing director; Hon. Robt. Mackay, vice-president; G. V. Hastings, general manager; W. W. Hutchison, eastern manager; F. E. Bray, secretary; F. S. Meighen, treasurer; R. Neilson, assistant secretary; G. H. Kelly general superintendent; W. A. Matheson, manager wheat department; T. G. Cherry, local manager, Keewatin; R. S. Thompson, local manager, Portage la Prairie; N. J. Breen, manager flour department, Winnipeg.

CANADIAN WHEAT IN JAPAN.

Canadian Commercial Agent Alex. MacLean writes from Japan: "Discussing the prospective importing and grinding of wheat in Japan, which some say the new tariff is designed to encourage, a director of a milling company says that his company get wheat at present from the United States. He was well informed as to the quality of Canadian wheat and would like to have it, but under present conditions it could be imported only at a loss. Not only from the United States, but from Australia,

he could get wheat cheaper than from Canada.' And as it is with wheat, so must it be with flour. The trifle of Alberta flour that last season offered in this market, however, did show that competition would be practicable. Doubtless the now approaching flour season will make another advance in the same direction."

JAPAN'S RICE CROP.

The outlook for the rice crop is cheering not only to the Japanese farmer, but to every business interest in the country, writes Alex. MacLean, Canadian commercial agent at Yokohama. According to the native press, a recent estimate made by the Department of Agriculture and Commerce is that the coming crop will exceed that of last year by over 80,000,000 bushels, representing a money value of about \$100,000,000. The year 1904, which is said to be a record year, gave a yield of 255,000,000 bushels; but this season's estimated 274,000,000 bushels is regarded without precedent.

ELECTRIC POWER FOR MILL.

The Brampton Milling Co. are now installing four electric motors, Westinghouse type, to operate their plant. One 50 h.p. for rolls and first floor; one 30 h.p. to operate second and third floors; one 5 h.p. to operate elevator, and one 30 h.p. to operate chopper. They expect to be in running order with electric power by 15th of October, when they will have an up-to-date, modern plant in every respect. The steam plant remains in tact as usual in case of emergency and can be put in operation in thirty minutes.

NOTES.

The C.N.R. will erect two elevators at Vegreville, Alta.

Swain & Co., flour and feed, Portage la Prairie, have sold to H. Shaw.

R. C. Scott, flour and feed, Ninette, is advertising his business for sale.

The name of the Anchor Cereal Co. will be changed to the Anchor Elevator & Warehousing Co.

The Peterboro Cereal Co. has added a homing mill to its plant. It will be in operation about Oct. 15th.

A large grain company is being formed by Senator Jensen, of Nebraska, to erect elevators in Saskatchewan.

Probably 1,000,000 bushels of Canada's wheat exported last year were lost in transit, according to evidence taken by the Grain Commission.

The Peterboro Cereal Co. have received an order from China for three dozen Kkovah jelly, through their demonstration at the T. Eaton Co.

A paragraph in last week's issue stating the appointment of F. A. Verey as local sales agent at Toronto for the Edwardsburg Starch Co., made mention of the former local manager, the late Chas. P. Graham, as "Mr. Campbell." It was an inadvertance.

J. N. Christie, representing Wm. Galbraith & Son, Montreal, was in Toronto this week on his way home from a trip to the north shore. Mr. Christie said the hay crop on Manitoulin Island was so poor that many farmers will have to sell their stock. He found business very active in the north.

TRI

TRISCO same as St pressed int

TRISCO stitute for with butte

TRISCO house keep land or oookery.

TRISCO before serv Wheat Co shredded sent free.



"It's

BEST B

is produc milling thorough

PUI

It contain Manitoba made in scientific plant in

For Supp is withou

Wester



TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit—except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a "breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house keepers, campers, for excursions on land or on sea. The best of all wafers for chafing dish cookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.



"It's All in the Shreds"

BEST BAKERS' FLOUR IN THE WORLD

is produced by the perfect union of skilled milling and fine wheat. This ideal is thoroughly realized in

PURITY FLOUR

It contains nothing else than the very choicest Manitoba Hard Wheat. The Wheat itself is made into Flour by the most skilled and scientific millers in the best improved milling plant in the world.

For Superior Bakers' Trade **PURITY FLOUR** is without a peer in the Great Dominion.

Western Canada Flour Mills Co., LIMITED



Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6080.

Phone in your Orders at our expense

THE NEW PACKAGES CANADA FLAKES

"ENGLISH"

TEN (10c.) CENTS

THE LARGEST PACKAGE
THE BEST-MADE FOOD
COUPON IN EACH PACKAGE

\$2.85 PER CASE

"HOUSEHOLD"

The 25-cent package with fancy china tableware in every one.

The greatest seller. The best value.

Try a case and prove its qualities.

\$5.00 single case. \$4.90 in 5-case lots.

PETERBOROUGH CEREAL CO., Limited
PETERBOROUGH

That Cranky Woman

who complains about the flour you sell her can be conciliated. The worst grumbler in Canada will have her troubles if she sets out to find fault with

"Premier Hungarian"

"White Rose" and

"Royal Patent" Brands

Tell her that these brands are ground in a big up-to-date mill by up-to-date methods from the best wheat grown in the best wheat district in Manitoba.

Tell her it's from the "Wheat City."

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

THE ALEXANDER MILLING CO.
BRANDON, MAN. LIMITED

WANTED

Choice boiling Peas in two-bushel bags; also, good malting Barley. Send samples with prices delivered Montreal.

H. J. STEVENS,
126 Board of Trade, Montreal.

Mill Feed always wanted.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers.

"McLEOD'S SPECIAL"

A high-grade patent made from specially selected wheat. Suited for either bread or pastry. Stock it up.

THE McLEOD MILLING CO., LIMITED
Stratford, Ontario

J. A. McLANDRESS, West Lorne, Ont.
WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillip & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

BETTER FLOUR

means a better trade for the grocer.

Anchor Brand

Flours are the better kind. A trial order will convince you.

Mixed cars if you want them.

LEITCH BROS.

OAK LAKE, MANITOBA

What About Our

POT and PEARL BARLEY and FEED

WRITE FOR INFORMATION

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

A. A. McFALL

Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices

QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS.

DELHI, ONT.

CORONET ROLLED OATS

Small orders shipped same day as received

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1126. Pears.—A large Yorkshire firm of fruit importers desire to get in communication with Canadian exporters of high quality pears in boxes; best of bank references furnished.

1127. Apples.—Leeds firm desire to get in communication with Canadian shippers of apples for October and November.

1128. Cigarettes.—A Hull firm desire to open up an export trade in cigarettes shipped direct from Cyprus, and also desire to get in communication with wholesale agents in Canada.

1129. Hay and apples.—A Yorkshire firm of hay merchants desire to hear from Canadian shippers of Canadian hay and apples with facilities for large and regular trade.

1130. Apples.—A Hull firm of fruit brokers doing a large import trade in apples, desire to get in communication with shippers of Canadian apples on commission; highest bank references furnished.

1146. Groceries.—A Glasgow correspondent has asked to be referred to likely firms in Canada who are in a position to ship goods to Great Britain suitable for the grocery trade.

1147. Rice.—A London firm of import and export merchants who are in touch with millers and shippers wish to hear from importers of rice in Canada.

1148. Pipes.—A firm manufacturing patent jointed pipes for gas and water mains, sewers, drains, etc., desire to get into touch with earthenware pipe manufacturers in Canada.

1152. Herrings.—A Norwegian correspondent desires to have the names of some first class firms in Canada importing salted and pickled herrings.

1153. Compressed yeast.—A Cape Town, South African firm, desire to correspond with a Canadian manufacturer of compressed yeast.

1154. Baking powder.—A Cape Town, South African firm, is desirous of cor-

W. H. WILSON CO., Limited

HIGH GRADE VINEGARS

CIDER AND EVAPORATED APPLES

TILLSONBURG,

CANADA

GRANOSE BISCUITS

are made of Granose flakes pressed into oblong moulds. They are delicious and tasty cakes.

Our advertising has introduced them throughout Canada.

Have you them in stock?

The Battle Creek Health Food Company,
Limited

Canadian Factory and Office, LONDON, ONT.



"one-line ask you

So an

exclusive that you prevent y

CANADA: No bott Co

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Remember t

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For

John

J. A. TAY
Montreal



**Make your assortment of
Jams and Jellies up-to-date
and see that Southwell's
are on the list.**

A grocer can make no greater mistake than to isolate himself. Yet the number of grocers who work on the

"one-line" idea is by no means small. We don't ask you to sell

Southwell's Jams and Marmalades

exclusively. We ask you to sell them. The fact that you have other goods in your store will not prevent you from trying "Southwell's"

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

*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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

MOTT'S Chocolate

That's all you require to say when asked for the Best. Your guarantee is the reputation borne by the goods for over forty years.

Remember to specify

"DIAMOND" brand for cooking

"ELITE" brand for eating—

For sale by all up-to-date jobbers and—

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

J. A. TAYLOR
MONTREAL

SELLING AGENTS:
E. S. McINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG

THERE'S EVERY REASON

why you should push Suchard's Cocoa. It gives a larger profit per pound than lower grade goods.

It is safe. Even your most particular customer cannot be dissatisfied with

SUCHARD'S COCOA

It is a business bringer. The customer who buys Suchard's from you will not only come back for more cocoa, but will get the impression that you handle the best line of goods on the market.

AGENTS:

FRANK L. BENEDICT & CO.
MONTREAL

responding with a Canadian manufacturer of baking powder.

1155. Mixing machine.—A Cape Town, South African firm, desire to get into touch with a Canadian manufacturer of a dough-mixing machine for household use.

1156. Hides and skins.—A large Hull firm inquires for Canadian shippers of hides and skins in large quantities and regular shipments, and invite correspondence.

1157. Hay.—A Yorkshire firm of hay importers asks for names of shippers for Canadian hay and invite correspondence with definite prices for shipments of timothy and clover hay; either c.i.f. Hull or f.o.b. Canadian ports.

1160. Pomfret cakes, etc.—A large Yorkshire firm manufacturing pomfret cakes, liquorice, wafer sticks, twists, etc., desire to get in touch with Canadian firms, well known, to push their goods in Canada.

1161. Bottles.—A large Yorkshire bottle manufacturing firm desire to get in touch with Canadian fruit canners. Inquirants manufacture all classes of bottles, and have facilities for meeting any requirements.

1162. Sweet-meats, etc.—A large Yorkshire firm manufacturing liquorice sweet-meats, pomfret cakes, etc., desire to negotiate with wholesale confectionery houses in all parts of Canada, and invites correspondence.

1165. Apples.—A Leeds fruit importer desires to get in touch with Canadian shippers of apples for distribution in the North and West Ridings of Yorkshire.

1166. Wheat.—A large Yorkshire wholesale society make inquiry for shippers of Canadian and Manitoba wheats, and invite correspondence, with prices c.i.f. Liverpool or Hull.

1167. Hay.—A Yorkshire hay importer invites correspondence with Canadian shippers of timothy and clover hay for Winter season; also peat moss litter.

1169. Fruit exporters.—A foreign fruit and produce company established in London desire to get into touch with Canadian fruit and produce exporters.

1177. Apples.—A Glasgow colonial produce importer wishes to get into touch with shippers of Canadian apples.

1178. Agents.—A firm of merchants and exporters in the Midlands desire to appoint agents in the Dominion.

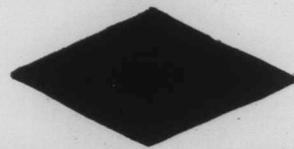
1180. Tallow.—A correspondent desires to act as agent or broker on this side for exporters of Canadian tallow.

1183. Confectionery.—A London firm manufacturing chocolate and other confectionery goods, is prepared to appoint suitable Canadian resident agent.

1186. Honey.—A Liverpool firm desire the addresses of Canadian shippers of honey.

1187. Apples.—A Yorkshire fruit association desire to get in direct communication with an apple exporter in a position to send them 600 barrels a

DIAMOND Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

SPRAGUE

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



IT'S A MONEY MAKER

every time, but you will never know it if you never try it. Catalog tells all.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of



PURE, HIGH GRADE COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Registered, U. S. Pat. Off. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.



UPTON'S

Jams
Jellies and
Orange
Marmalade

ARE LEADERS
IN THEIR LINE

They have been made and sold in Canada for years and stand the test of time.

Other brands come and go, but Upton's will stay.



1845-1906

COX'S INSTANT POWDERED GELATINE

An old friend in a new guise.

Saves time and trouble Recipes in every package

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

Cultivate your Biscuit trade by ordering
McLAUHLAN'S
Cream Soda Biscuits
McLAUHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

THE CANADIAN GROCER

week during the season. The best of bank references given.

1188. Hay.—A Yorkshire firm of hay merchants desire to import Canadian hay direct, and invites correspondence.

1189. Apples.—A Yorkshire apple importer, dealing in Canadian apples, invite correspondence with Canadian exporters.

1190. Cheese, eggs, etc.—A Yorkshire retail grocers' company desire to hear from Canadian exporters of cheese, eggs, and other products handled by English provision stores.

1191. Apples.—A large Yorkshire firm of apple exporters invites correspondence with Canadian shippers. Reference: Union of London and Smith Bank.

1193. Apples.—A Leeds firm of apple importers doing a large business both in green and canned apples and other fruit, invites correspondence with Canadian packers. Best of bank references given.

1195. Apples.—A Yorkshire apple importer desires to get in touch with a Canadian shipper who can supply him with 100 barrels per week. Best of bank references given.

1196. Apples.—A Yorkshire firm of apple exporters desire to get in touch with Canadian shippers of apples in large quantities. Satisfactory bank references furnished.

1197. Cheese, butter, etc.—A Yorkshire produce firm desire to get in communication with Canadian shippers, direct, of cheese, butter, glycerined eggs, hog products and canned fish.

1199. Yeast.—A Cape Town South African manufacturers' agent desires to represent a Canadian manufacturer of compressed dry yeast.

1203. Eggs, butter, etc.—A firm handling large quantities of eggs, butter, canned goods, wish to get in communication with firms in Canada.

1209. Straw.—A Birmingham firm wish to get in touch with Canadian firms in a position to ship bale straw in large quantities.

1212. Lamps.—A Birmingham firm is looking for a market in Canada for all kinds of lamps.

1214. Lamps.—A Birmingham firm is in a position to supply carriage contractors, cargo, and engine room lamps.

1218. Agent.—A Birmingham firm wish to appoint an agent in Canada for their Manchester goods.

1221. Cider.—A Birmingham firm wish to hear from Canadian firms in a

position to ship quantities of the best quality cider.

1222. Apples.—A Cape Town South African firm of produce and indent merchants holding good bank references, desire to get into immediate communication with a reliable firm exporting Canadian apples (Russets and Baldwins in barrels).

1223. Bacon, hams, etc.—A Cape Town South African firm of commission agents doing business with the largest firms in South Africa, are desirous of getting into touch with the best Canadian houses exporting bacon, hams, butter and cheese.

1224. Eggs and butter.—A reliable South African firm of produce merchants with excellent bank references desire to get into communication with the largest and best firms exporting eggs and butter.

1225. Grain.—A Cape Town South African firm with good bank references desire to get into communication with Canadian exporters of grain.

1226. Evaporated apples, etc.—A Cape Town South African firm desire to be placed in communication with reliable exporters of evaporated apples, etc.

1227. Grain, flour and oatmeal.—A South African firm of commission agents doing business with some first-class houses in South Africa desire to get into communication with Canadian exporters of grain, flour and oatmeal.

1230. Syrup.—A Norwegian firm desire to get into touch with Canadian firms exporting syrup.

1234. Bran and oatmeal.—An importer at Aberdeen is open for good connections in Canada with shippers of broad, flakv, wheat bran, and also with millers of oatmeal.

1235. Agents.—An Edinburgh firm of Scotch whisky distillers is desirous of appointing a reliable Canadian firm to act as purchasing agents.

1238. Honey.—A London firm ask to be placed in communication with Canadian shippers of honey.

GUILD MEETING POSTPONED.

The meeting of the Wholesale Grocers' Guild, which was to have taken place in Ottawa this week has been postponed for two or three weeks owing to the death of the mother of H. A. Bate, president of the Ottawa Guild.

Have
an
Ideal

Sowing the wild oats of quality is a poor Grocery policy.

The steadfast quality course is the one that pays

Attach yourself to



and endeavor to enlarge your trade.

All the while we will be educating the public right in your town.

3-lb. Cards or Tins

THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL



OUR RECORD

is "Best Essence Makers"
ORDER

Shirriff's Flavoring
Essences

and you get record goods.

Always sell Shirriff's.

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO

THE CANADIAN GROCER

TRADE NOTES.

Charles Kelly has opened a store in St. John's, Nfld.

H. P. Eckardt & Co. say buyers of figs should communicate with them.

Will Laidlaw, of St. Marys, Ont., has left for Cranbrook, B.C., to accept a position as grocery manager for the Fink Mercantile Co.

N. N. Munro, representing McLarens Limited, in Hamilton, was a caller at the Montreal office of The Grocer this week. Mr. Munro represents McLarens in the east and reports good business.

W. J. Snell's fine new branch store at Balmy Beach, Toronto, is about completed and he expects to stock it in about three weeks. Of course he continues at East Toronto as the home place.

C. E. Kyle, of Toronto, who was in Preston Springs, Ont., with Mrs. Kyle last week, stepped off a car in the dark. It was standing on a bridge and Mr. Kyle fell 10 feet into the river. A

sprained ankle, a ducking and a ruined suit of clothes resulted.

Alex. Curry, one of the oldest and most prominent residents of Innisfail, Alta., died there on September 25. He was in his 62nd year and had been in business with his brother, S. G. Curry, for 14 years, but for the past year had been carrying on business under the name of the Curry & Constantine Co.

J. E. Belair, Montreal; John Meldrum, Westmount, Que.; F. S. Patterson, Westmount; J. Belair and George Britain, Montreal, have been incorporated under the name of the John Meldrum Grain & Produce Company, to take over the business of J. E. Belair. The capital of the firm is \$20,000, and the head office will be in Montreal.

The United States Pure Food Commission has forbidden the use of mineral blueing substances in bleaching sugar, and as a consequence the people of the United States may soon be using sugar of a distinctly yellowish shade. The sugar chemists claim that the process is

merely purification, and therefore quite allowable, but the commission cannot see it in that light.

A very neat booklet has been issued by the Terminal Warehouse & Cartage Co., Montreal, giving particulars about their splendid new building, which has just been completed. The reading matter is set forth in clear, bold type, and gives pointers to merchants on shipping. It is not every merchant who considers the advantages of shipping ex-warehouse. Several excellent engravings illustrate the little work.

James B. Campbell, of the Acme Can Works, Montreal, who accompanied the C.M.A. on the western excursion, has returned. This was Mr. Campbell's first trip to Winnipeg and he is greatly pleased with the modern method of hustling and the general prosperity there is in Winnipeg and other centres. F. G. Miller, formerly with Log Cabin Brand canned goods, is the western agent of the Acme Can Works. Mr. Campbell was kept busy with the trade and reports good orders.



FOR 57 YEARS

WHITE, COTTELL'S VINEGAR

has held a place in the front line of English-made vinegars.

ITS DELICATE MALT FLAVOR, its pleasant pungency, its perfect quality, are always maintained, and it gives satisfaction in all cases.

See that it is in your stock.

OUR ADDRESS,

Warner Rd., Camberwell, S. E., London, Eng.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

This space \$15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried
fruits. Newcastle is the centre of one of the
largest mining and industrial districts in the
United Kingdom, with a population of up-
wards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams,
Butter, Cheese and Poultry. Telegraphic
Address: Avouching, LONDON. Codes:
A. B. C. 4th and 5th editions, A1, Western
Union. Highest References.

James Methven, Son & Co., St. George's House,
EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.

CORRESPONDENCE INVITED.

LONDON is the CAPITAL
of the BRITISH EMPIRE, and will
take any worthy productions of her chil-
dren across the seas.
JAMES EVERETT & CO., Grocers' Agents,
28 Gt. Tower St., LONDON, E.C., ENG.
do business with all the best buyers. Send
them something to sell.

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

This space \$15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

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

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Pro-
duce, gives personal attention to hand-
ling of same, and guarantees prompt re-
turns. Reference—Clydesdale Bank,
Aberdeen. Codes—A. B. C. 4th and 5th Eds

OSWALD MURRAY & CO.
Merchants and Manufacturers' Agents,
53 Gracechurch Street, London, England.
Are open for Agencies for Canadian pro-
duce (fruits, pulps, &c.) such as are used by
Confectioners and Jelly makers, and are in
touch with all these firms in the United
Kingdom. First-class references.

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

P. & F. Vincentelli Makers and Exporters of Candied Peels.
Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A. B. C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports
and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

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

This space \$15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers
of Hams, Cheeses and Canned Goods. To
canvass for orders from large English whole-
sale buyers. Extensive connection. High-
est references and security.

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

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W. H. MERRIMAN

**WHOLESALE GROCER
ST. CATHARINES, ONT.**

Special Notice to the Trade :

I wish to announce that from this date no I will be the wholesale distributor of the celebrated **International Stock Food Co.'s lines**

in the territory as shown on the map opposite. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment of goods on hand for the Fall trade. My representative will call on you in the near future with full particulars. Thanking you for past favors,

I am, yours truly,
W. H. MERRIMAN.



**INTERNATIONAL STOCK FOOD
3 FEEDS FOR ONE CENT**

MANUFACTURED IN THE

Largest Stock Food Factories in the World

MINNEAPOLIS, U.S.A.

Cash Capital Paid
in, \$2,000,000

TORONTO, CANADA

We Manufacture and Guarantee :

**International Stock Food
International Poultry Food
International Louse Killer
International Worm Powder
International Heave Cure**

**International Colic Cure
International Harness Soap
International Foot Remedy
International Hoof Ointment
International Pheno-Chloro**

**International Compound Absorbent
Silver Pine Healing Oil
International Call Cure
International Stock Dip
International Distemper Cure**

THE INTERNATIONAL LINE is well known throughout Canada as the quickest seller and most profitable specialty line a dealer can carry. The goods are well advertised to the consumer, and it will pay you in GOOD HARD CASH to devote a little of your spare time to pushing the sale in your locality. If you don't care to wait till our representative calls on you, write direct to W. H. MERRIMAN for the BEST MONEY-MAKING PROPOSITION of the year.

QUICK SALES and SURE PROFITS

A beautiful colored lithograph of Dan Patch, 1.55, and Cresceus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to W. H. MERRIMAN telling where he saw this advertisement. Grocers in other parts of Ontario address

International Stock Food Co.

Toronto, - - Canada

FRUITS, VEGETABLES AND FISH

Canadian Fruit Crop, Except Apples, About Ended—The Lemon Crop—Large Sized Fruit will be Scarce—California Orange Outlook

As another Canadian fruit crop wanes trade interest turns again to foreign markets. The first shipment of new Mesuma lemons are just about leaving Naples and will arrive about the first week in November. The latest reports from Italy indicate very little rain, with the result that the size of lemons are running smaller than usual. The outlook is that large sized lemons will be scarce. Orders recently placed for 300's have been turned down.

Practically all the lemons consumed in Canada come from the Mediterranean. California is increasing its output, but it is held here that the California fruit is inferior both in keeping quality and in flavor to the Italian. The trees of Sicily sink their roots sometimes to a depth of 45 feet into crevices of the limestone rocks. In California the soil is sandy and the roots spread out to get the moisture.

The demand for lemons does not cease with the passing of Summer's heat. Cooling in Summer, warming in Winter; there's nothing better for a cold in its incipient or advanced stages than a hot lemonade. The lemon trade is nearly as heavy in Winter as in Summer.

The California orange crop, according to recent reports, is likely to be less than last year. There will, though, it is said, be an equal number of boxes for shipment, indicating that while not so many the oranges will be larger. They will begin to arrive here in November.

The Mexican oranges, too, will put in an appearance about the middle of November. The crop is reported 25 per cent. below last year's with the demand 25 per cent. heavier.

The cranberry season opened with a derangement among the growers. That was adjusted. The price at the shipping point has advanced \$1 in four days.

MONTREAL.

GREEN FRUITS — Dealers report good business for this season. Prices have fluctuated considerably since last week, but there are no startling changes to announce. Canteloupes, western melons and Canadian plums are out of the market. New figs are quoted 9 1-2c to 15c., according to quality. Dealers report a large demand for bananas, which is unusual at this season of the year. A great deal of this trade comes from the grocers, which augurs well for the future of this fruit. Lemons are a

little lower this week, while oranges are unchanged.

Late Valencia oranges, per box	5 00
Dates, per lb.	0 04 0 05
Bananas, fine stalk	1 50 1 75
jumbos	2 00 2 25
Cocoanuts, per bag of 100	3 60
Pineapples	5 00 5 50
Apples, bbl.	2 00 4 00
New apples, baskets	0 20 0 40
Crab apples, per basket	0 35 0 50
Lemons	6 50 7 00
Limes, per hundred	1 25
Peaches, per box	2 40 2 25
Plums	1 25 1 75
Pears per box	2 25 3 00
Jamaica oranges, per bbl.	5 40
New figs per lb.	0 09 0 11
Spanish Onions, crates	2 75
55 lb cases	0 85
Cranberries, Cape Cod, per bbl	7 75
Jamaica grape fruit box	6 00
Canadian pears, per basket	0 60 0 75
peaches	0 40 1 00
grapes, per basket	0 21 0 35
Almeira grapes, per bbl.	4 50 5 00

VEGETABLES—Business in vegetables is reported as being very good. Demand has been good in some lines while there has not been much trade passing in others. Potatoes are the most interesting line at present; the market for them has been going first this way and then that in such a manner that nobody seems to know where it is. Quotations from 80c. to 90c. a bag are from 10c. to 20c. lower than last week, but are likely to change at any time. Tomatoes have advanced as has also lettuce. Imported cucumbers will be on the market shortly. Supplies of Canadian are almost nil.

Parsley, per doz. bunches	0 20 0 25
Sage, per doz.	0 60
Savory, per doz.	0 60
Green peppers, per basket	0 50
Montreal cabbage, per doz	0 50 0 75
tomatoes, basket	0 75
per box	1 50
Turnips, bag	0 75
Water cress, per doz.	0 75
Lettuce, per doz	0 40 0 50
Boston lettuce, per doz.	1 10
Spinach, per bbl.	2 00
Cucumbers, per doz.	0 10 0 15
Celery, per doz	0 25 0 40
Potatoes, per bag	0 80 0 85
Jersey sweet potato's basket	1 25
barrel	3 75 4 00
Georgia sweet potatoes, bbl	2 50 2 75
Bets 3 doz.	0 25
Carrots, per 3 doz.	0 2.
bag	0 75
Wax beans, per basket	2 50
Green beans	2 50
Corn, per doz.	0 12 0 15

FISH—Oysters continue of particular interest in this market. Considerable trade has been done in this line since the opening of the season. Malpeques are in good demand. Prices are well maintained. Gaspé salmon is quoted again this week, 16c. being asked. No. 1 N. S. herring is also on the list. Dealers are asking \$5 a barrel. Salt herring is lower this week. In fresh fish the feature is the advance of the 3c. in halibut. Supplies are not large. Lake fish is in fairly good supply, while haddock are rather scarce. Stocks of fresh smoked fish are arriving daily. Prices show no very great changes.

Fresh haddock, express, per lb	0 04 1/2
Fresh steak cod	0 05 1/2
halibut	0 12
Lake trout	0 8
Sea trout	0 10
Flounders	0 8
Grass pike	0 07 1/2
Doe, per lb.	0 10
Mac'arel large	0 10
Small sturgeon	0 08
Gaspé salmon, chilled, per lb.	0 15

CRANBERRIES

(CAPE CODS)

SWEET POTATOES

(JERSEYS)

JAMAICA ORANGES

(NEW STOCK)

VERDELLI LEMONS

FLORIDA ORANGES

The first of the Season, Fancy packing and well colored for first shipments.

A few boxes of Florida Grape Fruit in this Car.

Valencia Onions

Canadian Onions

McWILLIAM

Mc. AND E.
EVERIST

Canadian Fruits in Baskets
PEACHES PEARS GRAPES

DRIED APPLES

BRIGHT, DRY STOCK
WANTED

O. E. ROBINSON & CO.
INGERSOLL

ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

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

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

Oakville Basket Co.
Oakville, Ont.

Fresh frozen fish—
B.C. salmon, per lb.
Dore, per lb.

Smoked fish—
New kippered herring
Yarmouth bloaters,
St. John bloaters,
New haddies, in 15-lb
Smoked herring, in

Oysters—
Standards, bulk, per
Selects, bulk, per ga
Oysters, barrels, ...
Oyster pails, pinta, 1
 quarts

Prepared fish—
Boneless cod, " Fav
fish, 2-lb. 1
 " fish, 25-lb.

Skinless cod, large, 1
Scotch cured herring,
Salt and pickled fish—
Labrador herring, pe

" " No.
" " Ne.
" " per
" salmon—
" " in
" " in 1

Jackerel, per pail
No. 1 green cod, in bbls,
Small, " " "

FRUIT—The
this week is a r
of cranberries.
a dollar a barrel
The fruit mark
close this week
now moving can
houses of the v
tario fruit crop,
pretty well gath
bananas is rather
is firm. Melons
quantities of gra
market appears
readily.

Oranges, late Valencias, 1
Jamaicas, per ba
" Florida, 125-216...
Grape fruit, 54's, 64's, 80's
Lemons, Messina, 300's, 360
Limes, per crate
Apples, Fall, per bbl.
" Fancy snows, per t
" Spies XXX, per t
" XX, per bb
" Baldwins, XXX, 1
" XX, pe
" other Winter varie

" farmers' per bbl.
Bananas, per bunch,
Red bananas per bunch...
Plums, Canadian, per bask
" Idaho, 4 basket c
Peaches, per basket
Pears, per basket
Grapes, small baskets....
Crabbs, per basket
Cranberries, per barrel....
" era " "

VEGETABLES—
ful and lower. J
handling only
wares. The blight
in Ontario spuds t
satisfactory handli
Brunswick stock
Sweet potatoes a
quality, and the p
Green corn is pra
wise the situation
was.

Potatoes, Delawares, per ba
Ontario
Sweet potatoes, per barrel, 1
 per basket
" 3 bushel
Onions, Spanish, per large c
 " small case.
" Yellow Danvers, b
Canadian, per bag.
Cabbage, new Canadian, per
Wax and green beans, per b
Beets, new, per bushel....
Carrots, Canadian, per bush
Lettuce, per doz. bunches...
Radish, per doz.
Mushrooms, 1-lb. boxes, per
Beans, white, prime, bush
 " hand-picked, b
" Lima, per lb.
Tomatoes, Canadian, per bas

Fresh frozen fish—	
B.C. salmon, per lb.....	0 14
Dore, per lb.....	0 09
Smoked fish—	
New kippered herring, per box.....	1 00
Yarmouth bloaters, per box.....	1 25
St. John bloaters.....	1 10
New haddies, in 15-lb boxes, per lb.....	0 07
Smoked herring, in bundles, per box.....	0 12
Oysters—	
Standards, bulk, per imp. gal.....	1 40
Selects, bulk, per gal.....	1 60
Oysters, barrels.....	7 00
Oyster pails, pinta, per 100.....	1 00
quarts, ".....	1 25
Prepared fish—	
Boneless cod, "Favorite," 1 and 2-lb. bricks.....	0 06
" " fish, 2-lb. bricks, per lb.....	0 05 1/2
" " fish, 25-lb. boxes, per lb.....	0 04 1/2
Skinless cod, large, per case.....	5 50
Scotch cured herring, 25 lb. kits.....	1 00
Salt and pickled fish—	
Labrador herring, per bbl.....	5 50
" " No. 1 N.S. herring, bbls.....	5 00
" " Ne. 2 " half bbls.....	2 75
" " " per half bbl.....	3 00
" " salmon—	
" " in bbls.....	13 00
" " in 1/2 bbls.....	7 00
Mackerel, per pail.....	1 75
No. 1 green cod, in bbls, per 200.....	6 50
Small.....	5 00

TORONTO.

FRUIT—The feature of the market this week is a rapid advance in the price of cranberries. In four days it went up a dollar a barrel at the shipping point. The fruit market here will probably close this week as the volume of fruit now moving can be handled at the warehouses of the various firms. The Ontario fruit crop, except apples, is now pretty well gathered. The demand for bananas is rather better and the market is firm. Melons are done. Considerable quantities of grapes are arriving, but the market appears to absorb everything readily.

Oranges, late Valencias, 126's, 216's, 250's, 288's.....	4 25	5 50
" " Jamaicas, per barrel.....	5 50	6 01
" " " box.....	3 00	3 25
" " Florida, 126s-216s.....	3 75	
Grape fruit, 54's, 64's, 80's.....	5 25	5 50
Lemons, Messina, 300's, 360's, per box.....	6 75	8 60
Limes, per crate.....	1 25	
Apples, Fall, per bbl.....	2 00	2 50
" " Fancy snows, per bbl.....	3 00	3 25
" " Spies XXX, per bbl.....		
" " XX, per bbl.....		
" " Baldwins, XXX, per bbl.....		
" " XX, per bbl.....		
" " other, Winter varieties, XXX, per bbl.....		
" " farmers', per bbl.....		
Bananas, per bunch.....	1 25	2 35
Red bananas per bunch.....	2 20	2 50
Plums, Canadian, per basket.....	1 60	
" " Idaho, 4 basket crates.....	1 25	
Peaches, per basket.....	0 40	1 10
Pears, per basket.....	0 40	0 75
Grapes, small baskets.....	0 20	0 25
Crabbs, per basket.....	0 30	0 40
Cranberries, per barrel.....	8 50	
" " " crate.....	3 60	

VEGETABLES—Potatoes are plentiful and lower. Jobbers profess to be handling only New Brunswick Delawares. The blight, it is said, is so bad in Ontario spuds this year that it is not satisfactory handling them. The New Brunswick stock is very fine quality. Sweet potatoes are plentiful, of fine quality, and the price is a little easier. Green corn is practically done. Otherwise the situation is about the same as it was.

Potatoes, Delawares, per bag.....	0 80
" " Ontario.....	0 75
Sweet potatoes, per barrel, 10 pks.....	3 00
" " " per basket.....	0 60
" " " 3 bushel.....	3 75
Onions, Spanish, per large case.....	2 75
" " small case.....	1 15
" " Yellow Danvers, bags.....	1 15
" " Canadian, per bag.....	1 15
Cabbage, new Canadian, per bbl.....	1 50
Wax and green beans, per basket.....	0 40
Beets, new, per bushel.....	0 30
Carrots, Canadian, per bushel.....	0 40
Lettuce, per doz. bunches.....	0 20
Radish, per doz.....	0 25
Mushrooms, 1-lb. boxes, per lb.....	0 75
Beans, white, prime, bush.....	1 75
" " " hand-picked, bush.....	1 90
" " Lima, per lb.....	0 07
Tomatoes, Canadian, per basket.....	0 30

For Thanksgiving

ORDER EARLY Piles of Seasonable Goods

Florida Oranges,

New Figs, Cranberries,

Bananas, Snow Apples

White & Co., Limited

TORONTO

and HAMILTON

OYSTERS
Long Island Natives, easily the best.
per Imperial Gallon.
\$1.75

ST. NIKLUS EXSEL (Teddy)

Roosevelt may change the spelling of "St Nicholas" but Tracuzzi will see that the quality of the lemons is right

W. B. STRINGER & CO., Sole Agents - Toronto

For prudential reasons we have decided to discontinue the handling of Fruits and Vegetables in connection with this business, and we purpose taking the initiative in everything that makes a **FISH BUSINESS** thoroughly up-to-date. This organization includes the best experience to be had and we claim preeminence in every detail of Fresh, Frozen, Smoked and Salt Fish.

THE F. T. JAMES COMPANY, Limited

Wire, Phone, or Mail your Orders

WHOLESALE FISH MERCHANTS, TORONTO

76 Colborne St 33 Church St.

SPANISH ONIONS

Ours are the best. \$1.00 per small crate, \$2.75 for large crate.

Your consignments of Poultry, dead or alive, solicited. We have the trade.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

SEASONABLE GOODS

FANCY

CAPE COD CRANBERRIES
JERSEY SWEET POTATOES
CALIFORNIA VALENCIA ORANGES
(The only good Orange now)
NEW LEMONS

Also—All kinds of DOMESTIC FRUITS

Our prices always right

HUGH WALKER & SON GUELPH ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S. E. D. Adams
St. John. B. J. Fumter White
Montreal, N.D. Rattray & Sons

Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C. F. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,

4 Cullum St., E.C., LONDON, ENG

ORDER EARLY—PACKING NOW

**“DUFF’S”
LABRADOR HERRING**

**ABSOLUTELY THE FINEST LABRADOR’S EVER SENT TO CANADIAN MARKET
PACKED IN SPECIAL BARRELS WITH
GALVANIZED HOOPS**

Sold in bbls., ½-bbls. and 20-lb. Pails. Sold by leading Wholesale Grocers and Fish Dealers.

PUT UP ONLY BY

THE ATLANTIC FISH COMPANIES, Limited

Head Office: **LUNENBURG, N.S., Can.**

Labrador Herring Station, Bay of Islands, Nfld.

Selling Agents—**A. H. Brittain & Co., Montreal. H. S. Connor, Winnipeg, Man,**

DELICIOUS KIPPERED HERRING

**We have the Best
Pack that was ever
placed on the Cana-
dian market.**

Ask your Wholesale Grocer for the

**“BRUNSWICK
BRAND”**

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black’s Harbour, N. B.

**6 Reasons for Buying and Selling
King Oscar Sardines**

- 1 KING OSCAR SARDINES are packed from the choicest fish.
- 2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.
- 3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.
- 4 KING OSCAR SARDINES are boneless and scaleless.
- 5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.
- 6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

EFFECTIVE ADVERTISING

The Editor-Clerk—Running a Store Paper—How it is Gotten Out—Story of how One was Managed—A Sample Ad—Casual Advertising.

THE EDITOR CLERK.

I'm an editor now. You probably wouldn't have expected that of a clerk in a general store. Well, a fellow never knows what honors he will have put upon him if he sticks to his job and works hard. We've started a store paper and I'm Johnny-on-the-spot. I run it. You see our business has grown a great deal and we are branching out all the time. On that account and because the boss thought that I was getting so much on hand running the advertising that I didn't do much else, he made me let all my work go except fixing up the windows and writing the advertising.

The Suggestion.

I suggested starting a store paper a good while ago but he wouldn't stand for it. He said that the regular newspapers were good enough for him and he guessed that if I kept our space in those filled up with good stuff, it would make all the advertising that we'd need for a while.

Well, I didn't say much more then, but this Fall I tackled him again about it and he wanted to know what made me so keen for a store paper. I told him that we were using as big space in the newspapers as there was any use of having and that I was writing as good ads as I could. That means that if we kept on doing so, that was about the best we could do for the papers. If we wanted to bear on heavier yet, we would have to take up some other form of advertising.

Rounding Up.

I thought that we could say a good many more interesting things about our goods than people would read in the papers, and besides there were a good many people out in the surrounding country that didn't get the papers. Their money is as good as anybody's and we might as well be getting it. Then I said that there are a lot of people right in town who belong to a class by themselves and will give more attention to something special that comes right to them by mail than they ever will to a newspaper ad. That's true, too. The newspaper is the best, but it isn't the only medium for store advertising, not by a jugful.

The Decision.

The upshot of it all was that we started a little paper on our own hook. The boss had some idea that it might be better to buy one of these ready-made affairs that gives you a page of your own ads and the rest "boiler plate" stuff about "A Thousand Household Hints," "How to be Beautiful," etc., etc. I told him that if he was going to run a paper, it ought to be his paper and he ought to have the say about what would go into it as long as he was to be responsible for it. And it seemed to me that maybe we wouldn't be satisfied with just that page of advertising. We might want more. Anyway, I showed him that these ready-made advertising schemes, papers or anything else, are made up to fit anybody, and of course they are like a suit of clothes would be

that was made to fit any one who might try it on, it wouldn't fit any one at all.

Gaining the Editorship.

I got him to let me run that paper to suit myself. He said I could try it and if the first edition didn't suit him when it was done, it would go into the fire and I would lose my job as editor. That just suited me because I'd been getting a great bump on myself lately and thought I knew pretty near all there was to be known.

The Paper.

I went to work on the paper. I planned to issue it every two months at first. I had the printer get up a special heading for the sheet and I was going to make it eight pages. Well, it came up to a week of the time when we were going to get it out and the copy wasn't all ready. I sat up two nights pretty nearly all night and managed to get it

QUALITY STORE.

This is a practical day and generation. Public patronage rests upon positive merit. The foundation of value is quality.

For this reason

OUR COFFEE

is the best that is sold in London. Ground, pulverized or in the bean. 40c per pound.

It has no superior; people who once use it, always use it.

HARRY RANAHAN

515 Richmond Street.

'Phone 1024.

so that it was just the way I wanted it. Then I took it to the printer and had a proof made.

I was so proud of the way it looked that I thought I'd show it to the old man without waiting until the edition was printed.

A Criticism.

I took it in and handed it to him and sat down for him to look it over. He looked down the first page, then the second and so on until he had read it through. Then he handed it back to me and said:

"Is this the paper?"

"It's the proof of it," I answered.

"I'm glad it's no worse," said he.

"I'm glad the paper is no worse and I'm glad it's only a proof. It won't cost as much to tear this up as it would to tear up a whole edition."

"What's the matter with it?" I asked.

"Why, that's not a paper," he said. "That's nothing but a four-page dodger."

Then it struck me what was the trouble and he was right. I felt pretty cheap. I had made it all advertisements but two columns and they were some jokes that I cut out of an almanac.

The New Order.

I asked him if I lost my position when I hadn't got the whole edition printed yet and he said not. I went out and postponed the day of publication. Then I set about collecting clippings from the magazines and newspapers. When I had a lot of good, interesting stuff I went to work and arranged it through the paper, alternating it with advertisements and generally running the middle of the three columns all this kind of stuff. I had short anecdotes, little squibs of verse, items of general interest and quite a bit of local information. It was really interesting reading and then I made the headings of the advertisements a little more catchy.

"All's Well," Etc.

I didn't get this set up and a proof made until I had showed the boss the copy. This time he said it was all right. He doesn't know a great deal about advertising, but he's long on common sense. I went ahead and got out the paper like the revised copy and I've been getting out one every two months since. It has paid us well. We can't tell just exactly how much, but we've had a good many calls for goods advertised nowhere else.—Brains.

HARRY RANAHAN'S AD.

For a 35-line ad the one shown on this page is very effective. The compositor used excellent taste and judgment, with the result that the ad has a full measure of distinctiveness.

The matter is pointed, clear in construction and appealing in tone.

London has first-rate grocery advertisers.

CASUAL ADVERTISING.

By "casual" advertising is meant the stay-out-to-day and go-in-to-morrow-or-next-week kind that some men indulge in. It may also be termed "spasmodic" advertising. It is the kind that no man can afford, even though his business is in great measure dependent on seasons. Of course, the ice cream man will not do a heavy business in the Winter, nor the fur dealer in July. Yet neither has a good reason for ever stopping his advertising—ice cream is used to some extent all the year round, and the fur advertisement seen in midsummer may help to solve a Christmas problem. Clothing, and shoes, and dry goods, and groceries, and so on sell all the time—people have to have them all the time.

Keeping Name Before Public.

Then, "keeping one's name before the public" is necessary to genuine success in trade. "Genuine success"—is it a new phrase? Is there any kind of success but success? There are kinds of success, just as there are degrees of heat. It is not hot when it is merely warm, although water will not freeze. And the fact that a business does not stop, or that its owner gets a living from it, does not prove it to be genuinely successful. Genuine success in business consists in getting out of it all there is in it—up to the measure of one's limitations.

Opportunities Unlimited.

It is true that only a few men see it that way. But Marshall Field did—John

Wanamaker does—and are others. Marshall Field! John Wanamaker! saw, where others not. Absolutely, the amount of business. There may be an home town—but t

Dissatisfac

A fair degree of actual gauge of business is doing well might better. By and t he is not an advertiser more advertising, vester in the great passes a divider

HA

High

Fish

Pyke
John A
Anders

See

HAL

Our Ocean

Corn

Order.

my position when the edition printed I went out and publication. Then clippings from the pers. When I had ting stuff I went it through the with advertise- unning the middle all this kind of anecdotes, little of general interest l information. It reading and then of the advertise- atchy.

" Etc.

up and a proof wed the boss the e said it was all ow a great deal he's long on com- read and got out ised copy and I've every two months vell. We can't tell , but we've had a goods advertised

HAN'S AD.

one shown on this . The compositor nd judgment, with has a full measure

ed, clear in con- g in tone. le grocery adver-

ERTISING.

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s name before the to genuine success "success"—is it a any kind of suc- here are kinds of re are degrees of when it is merely r will not freeze. business does not vner gets a living e it to be genuin- e success in bust- ing out of it all o the measure of

Unlimited.

a few men see it all Field did—John

Wanamaker does—and there have been and are others. There was only one Marshall Field! And there is only one John Wanamaker! Know why? They saw, where others could not or would not. Absolutely, there is no limit to the amount of business one man may do. There may be an apparent limit in his home town—but the world is wide.

Dissatisfaction a Virtue.

A fair degree of prosperity is not an actual gauge of genuine success. He who is doing well might very often be doing better. By and through advertising, if he is not an advertiser; by and through more advertising, if he is already an investor in the great safe bank that never passes a dividend. Sociologists say

there is no hope of helping those who cannot—or will not—see that they need help. And the business man who is satisfied with his business as it is, is not likely to have a larger business. Dissatisfaction and unrest must precede every rise to better things. Also, there must be a belief that there are better things. And then there must be "doing." Dissatisfaction and unrest will not accomplish anything of themselves, and it is only when they lead to action that they are at all worth while. Intelligent action is meant. Not merely doing for the sake of keeping mind and body engaged. Not advertising for the sake of having something in the paper—it must be thoughtful, intelligent advertising.

The Reasons.

The man who wants to do more business—who is capable of doing more business—will advertise. He will advertise regularly, even though not as largely at all seasons. Some of the reasons why he will are in the paragraphs that follow: Casual advertising costs too much in dollars and cents. The now-and-then advertiser pays more for space each insertion than the regular patron of the newspapers. It brings no permanent results. Over and over it has been proved that trade secured through advertising has been lost when the advertising was discontinued. Incidentally, the chief reason for its loss was that "the other fellow" went on advertising.—Selected.

A. A. B.

HALIFAX FISH CO.

Limited

Packers of

High Grade Boneless Codfish for Grocery Trade

Registered brands: H.F.Co., Scotia and Chebucto.

Head Office: HALIFAX, CANADA

Works—DARTMOUTH, N.S.

Fishing Plant—Mutton Bay and Mecattina Island, Labrador.

SELLING AGENTS:

Pyke Bros., Halifax, N.S.

Robert Stewart, Quebec, P.Q.

John A. Moir, Montreal, P.Q.

F. Grierson, Ottawa, Ont.

Anderson, Powis & Co., Toronto, Ont.

Alfred Powis, Hamilton, Ont.

Wm. G. Coles & Co., London, Ont.

Traveling Agent: H. T. Graham, Montreal, P.Q.

See our nearest agent for prices, etc., or write us direct.

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of Fresh Frozen Smoked Salt Fish Etc.

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD- CURED SMOKED SALMON and KIPPERED MACKEREL **Cannot be Equalled**

Correspondence Solicited.

HALIFAX, Nova Scotia

A Friend—Of Mine

went into a grocery store the other day and asked for a 10-cent cigar.

The grocer brought out a box of Pharaoh.

My friend seeing other cigars in the case asked the grocer why he selected Pharaoh cigars when he (the buyer) mentioned no brand.

The grocer's reply was "Biggest part of my trade is Pharaoh and Pebble. I carry other lines for a few customers. But when smokers do not mention a brand, I find in nine cases out of ten they come back for Pebble for 5-cents and Pharaoh for 10-cents; hence I win a steady customer."

I should like to read some questions of yours!

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

CANADA



Lay For the Man

who says there is no profit for the grocer in tobacco selling.

The man who says anything so ridiculous is just as apt to say "nobody will be using pipes six months hence."

Why, the sales of **T. & B.** have simply galloped ahead. Likewise the grocers' profits. One going sets the other going.

You are doing the right thing when you stock up **T. & B.**

Certainly! Certainly! Certainly!

THE GEO. E. TUCKETT & SON CO., LIMITED

HAMILTON, CANADA

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Apple Shipment
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FREIGHTS AND CHARTERS

Apple Shipments Increasing—Large Consignment of Flour in Sacks to Various South African Ports—British Demand for Flour Irregular.

Trade during the past week in shipping circles has been normal. Outgoing boats have been well loaded in almost every instance with various Canadian products destined for the United Kingdom and other parts of the world.

Shipments of butter during the past week were fairly large. Demand from the other side could not be said to have been more than fair, owing no doubt to the high prices ruling.

Cheese exported was large in quantity. Exporters have been very busy filling their engagements. A great deal of what has gone out comprises orders taken the previous week, but which were not to be shipped for a fortnight. The high figures asked for cheese while keeping down trade to a certain extent, does not seem to effect conditions as much as one would think.

Inquiry for flour from British and other ports has varied, being good at times, and poor other periods. It is in sacks that most of the flour going out is contained. A recent boat destined for South African ports carried over 20,000 sacks for different points. England is importing more or less flour, but demand from the Old Country cannot be called large.

Grain is beginning to move out in quantities, and some good shipments have been made during the past few weeks.

Apples are rapidly gaining in exportation. Ocean going vessels leaving the port lately have nearly all carried consignments of good size to European ports.

Hay shipments have not been large, owing to the state of the markets.

There has been practically no movement either up or down in the level of the water in the harbor lately, so that the situation in this respect is unchanged.

Rates this week show no alterations.

The Bray Head, for Belfast, cleared with a general cargo on October 4. The Canada and the Hungarian sailed from Montreal on October 5, the former for Liverpool and the latter for London. Both boats carried general cargoes.

REPUTATION OF 150 YEARS.

Purnell Webb & Co., Bristol, England,
Continue to Grow Bigger.

Purnell, Webb & Co., of Bristol, Eng., rank among the oldest brewers of malt vinegar in the kingdom. Their reputation has been maintained for 150 years and trade has grown accordingly, so that recent extensions to their already large plant have been necessary in order to keep pace with orders.

The works are up-to-date in every department, and a recently published

article in Grocery on the various processes employed, makes most interesting reading. Briefly stated, these are as follows:

The grain, received in barges, is turned into hoppers and screened; it then passes into the mashing machine to the mash basin; hot liquor from the boiling vats is admitted at the same time, and in a few hours it becomes sweet wort. This wort is then drained off, and pumped into the cooling room, whence it is carried on into the fermenting rounds. Then follows the acidifying process, which frequently extends over three weeks. Several vats are used for this purpose, the vinegar being passed from one to the other by means of pumps. When this process is completed to the satisfaction of the examiners, the vinegar is placed in casks for shipment.

One point in particular which should tend to perfection, is that spring water, obtained in the Mendip Hills, is used in the making.

The several qualities of Purnell's vinegar are always kept at fixed standards. Each cask bears a signature of purity, and a guarantee stands at the foot of each invoice.

The company manufactures besides vinegar several well-known brands of pickles and condiments, such as "B.V." sauce, "P.W.," Worcestershire and "Ye Olde Devonshire." In the success which has attended this department, the quality of the vinegar used has of course had much to do, and this can only be taken as another proof of its excellence.

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and
Smokers' Sundries from

JOS. COTE

Importer of Pipes, Havana Cigars,
Wholesale Tobacconist

186-188 St. Paul St.

QUEBEC

Don't forget that this firm is the leader for
Leaf Tobacco in Canada.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

ELECTIONS IN MONTREAL

Retail Grocers Choose Their Officers— Warmly Contested Presidential Election
—A. Laniel Chosen—What He will Aim to do.

There was a great meeting of the Montreal Retail Grocers' Association last Thursday evening. The occasion was the annual election of officers, and the hall at 270 St. Catherine street east, was taxed to its capacity to hold all who were present. There must have been between one hundred and one hundred and fifty grocers and those connected with the grocery trade, present. And the hall was not large enough. In his opening address President Daoust, who occupied the chair, remarked that ordinarily the hall was too large, but on this occasion it was far to small.

Two grocers had been nominated for the presidency. These were A. Laniel and J. A. Maynard. From the first it was seen that there was going to be a very closely contested election, which was further evidenced by the expressions heard on all sides.



A. Laniel,
President Montreal Retail Grocers' Association.

On entering the hall one thought at once of the Stock Exchange in session, everybody was excited. A circular distributed which was signed "A Grocer Devoted to the Interests of the Association." This contained some hot stuff and was evidently prepared with the end in view of advocating the interests of Mr. Laniel.

The meeting was called to order about nine o'clock, and after a little preliminary business, during the course of which much impatience was exhibited, the election was proceeded with.

The Scrutineers.

Considerable time was spent in choosing scrutineers who would be sufficiently disinterested in the result of the elec-

tion, in the opinion of both parties, to act satisfactorily. N. Chartrand and H. Poirier were finally decided upon and both of them gave entire satisfaction.

Candidates' Addresses.

The candidates for the presidency were given five minutes each to address the meeting. Mr. Laniel was called upon first, but only spoke for two minutes, asking that he be allowed the other three minutes afterward. He explained that he did not expect to be called upon, and wanted time to think of something to say. Mr. Maynard then took the floor for his five minutes. He spoke of what he intended to do if elected—to work for lower business taxes, fight against the peddlers and generally work for the good of the association. Mr. Maynard spoke for rather more than five minutes until forced to discontinue by repeated cries of "Time's up," by the impatient electors. Then Mr. Laniel was given his remaining three minutes, which he used to the utmost advantage, explaining just what his policy would be if the grocers saw fit to honor him with election to the president's chair. He was loudly applauded when he sat down.

Voting then commenced amid much excitement and loud talking. When the ballots were counted it was announced that Mr. Laniel had been elected. By what majority it was not stated, but it is understood to have been a fairly large one.

In a short address Mr. Laniel thanked the grocers for honoring him with their confidence.

Other Officers.

The remaining officers were elected as follows: Vice-president, J. A. Dore (by acclamation); E. P. Guillemette; secretary, A. Sarazin (by acclamation); treasurer, H. Laniel.

The retiring president, P. Daoust, made a short speech in which he thanked the members for their goodness to him in honoring him by election to the office of president two years in succession.

Retiring President Appreciated.

P. Bruneau, the ex-treasurer, in a short but forcible address said many complimentary things about Mr. Daoust and the interest he had always taken in the association and the grocery trade generally, especially during the time he occupied the president's chair. All of what he said was heartily assented to by the meeting.

All the new officers are good men, well qualified for the duties apportioned them.

Speaking to The Canadian Grocer after the meeting, Mr. Laniel said that his programme would be a simple one. "I will look after the interests of the association and the grocery trade gen-

erally to the best of my ability. I will do my best to secure increased membership for the association; will make a stiff fight against the pedlar nuisance, try to make arrangements with the wholesale trade which will result in the grocers getting back the one per cent. discount of which they were deprived lately. I will do my best to reduce the business and water taxes, and work along lines which will bring the greatest benefit to the retail grocery trade."

The New President.

A. Laniel, who has just been elected president of the Montreal Retail Grocers' Association, is known to nearly everybody in grocery circles in Montreal.

Born in St. Genevieve, Jacques Cartier County, forty-three years ago, he came to Montreal at the early age of seven, and has resided in the city ever since.

His first connection with the grocery business was with his father, M. Laniel, who kept a store at the corner of Fulford and Albert streets for many years. During the time he was working under the eye of the elder Laniel he gained



P. Daoust,

Retiring President Montreal Retail Grocers' Association.

much experience which has since stood him in good stead.

When he was twenty-three he took over his father's business, having entire charge of the store.

It was necessary to move from the old store about ten years ago, and Mr. Laniel rented a store at 193 McCord street. He bought this property in 1900 and erected the present large store there.

His trade is mostly among the Irish people, he being located in the Irish section of Montreal. He has three clerks to assist him and carries a full line of groceries, wines, liquors and fruits.

Mr. Laniel has been a member of the association for ten years and has always worked hard at picnics and on other occasions, for the welfare of the members.

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The advert

Little Sermons on Advertising

Delivered by John C. Kirkwood.

INSTRUCTIVE ADVERTISING.

When a man opens his mouth to talk business, he should say something. To merely mention his name; or to show a picture of his factory, and say "That's my factory;" or to recite a list of the things he has to sell, isn't likely to sell goods. Think of your salesman going into a man's store and shouting:

"William A. Carter, representing T. Robertson & Co., Tinware, Halifax."

Do you think he will get much of an order? Why, he has not even asked for business.

Yet one sees many advertisements that do not say a single thing except to state the name and address of the advertiser.

Or again, suppose William A. Carter should say, in addition: "Tin pails, coffee pots, pie-plates, and strainers," would it improve things much?

The salesman who wants to sell goods nowadays has to have more than a name and a price list. There are too many people calling on a man in these times to coax for orders, for the order to go to the man with no better reason or an order than his name, his house's name, and a price list. The merchant likes to buy from the friendly salesman, the man who can take time to cultivate his favor, who shows his interest in the merchant's welfare. Merchants are human. They like to have a hand-shaking acquaintance with the men who sell them goods. And merchants are business men, as well; they want to be assured of the quality, the value, the selling-power, and the selling points of the goods they are asked to buy.

The advertisement is a salesman and should talk like

a salesman. It can contain a hand-shake; it can show an interest in the merchant's business; it can even tell a good story, if it seems worth telling. And it must get down to business, it must persuade, and quote, and explain. It may have to do some arguing. It may have to show the merchant how to sell the goods, teach him about the goods, and thus fit him and his staff to talk the line intelligently and forcefully to the consumer.

Such advertisements are read, because they are interesting and instructive; because they contain "meat." They are not wishy-washy, empty, dull; they are full of life, and a merchant responds to such advertisements. He cannot help but yield to their power. He may be slow to respond, but sooner or later he will be convinced that the house that has such an evident interest in him; that "talks business"; that quotes figures and helps him sell the goods, is the house he wishes to buy from.

Such advertising pays both the advertiser and the retailer. Once in a while one comes across a firm that tries to do advertising in this instructive style by pamphlets, circulars, booklets, sent under cover of a wrapper. This way may be effective, but if not backed up by advertising in the merchant's trusted newspaper, pamphlets, circulars, and booklets are likely to miss their mark. A merchant wants the houses he deals with to talk to him in his trade newspaper. He subscribes to this newspaper for news helpful to him in his business, advertising news included. And the firm who neglect to use this medium, or who misuse the space they may have engaged, are failing to use an influence powerful, persuasive, and profitable.

Printer's ink is a good salesman if well used.

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

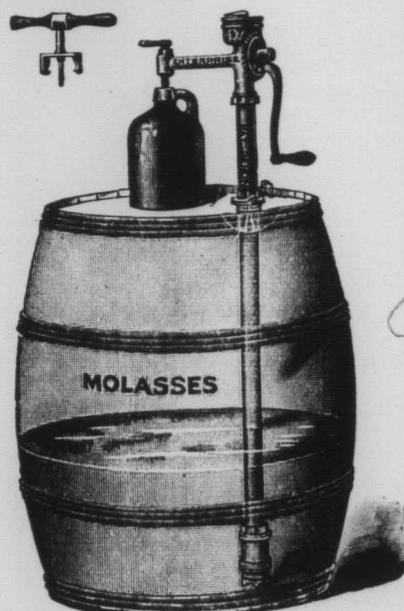
"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost \$6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVES**, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.



The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating

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

Our Grinders Wear Longest



No. 65

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

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing 1/2 lb. 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.

A MODERN GROCERY FITTED WITH "WALKER BINS"



GEO. A. VICK & SONS, ORILLIA, ONT.

Walker Bin Fixtures Make an Old Store New

They so change its appearance and display the stock so cleanly and invitingly that everything tempts the appetite. Everything in sight, too, under glass, and protected from dust, insects and tasters.

There is no way to so effectively display goods as with **"WALKER BINS"**

Booklet for the asking. It's worth the little trouble it takes to write for it.

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

Representatives

Manitoba:—Stuart Watson. Winnipeg. Saskatchewan and Alberta:—The H. W. Laird Co., Limited, Regina, Sask.

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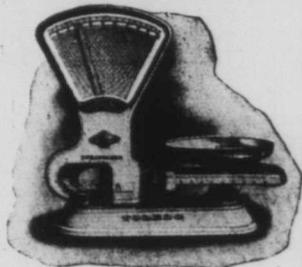
S. F

530

SEND FOR

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.

Oakey's 'WELLINGTON' KNIFE POLISH

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

JOHN OAKEY & SONS, Limited
 Manufacturers of
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
 Wellington Mills, London, England
 Agent:
JOHN FORMAN, - 644 Craig Street MONTREAL.

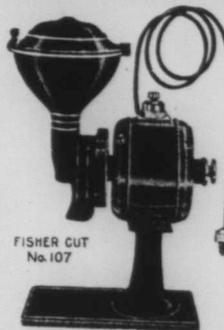
Q. How much is speed worth in your store

A. The price of one of our SPECIAL DUPLICATING Counter Check Books

The Carter-Crume Company, LIMITED TORONTO and MONTREAL



ELECTRIC POWER COFFEE MILLS



FISHER CUT No. 107

This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

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

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

? If the insurance company wanted a picture of your store would you include your oil room ?

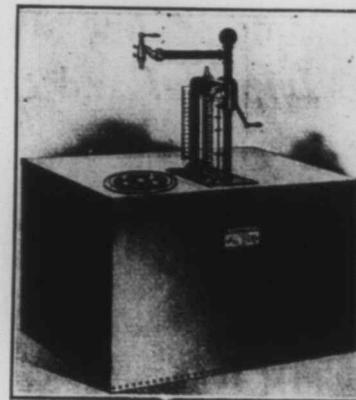
You would, if you used a Bowser Perfect Self-Measuring Tank. It's the cleanest, safest, most convenient and most economical store equipment sold to-day.

300,000 now in use.

S. F. BOWSER & CO., Inc.

530 Front Street West, Toronto, Ont.

SEND FOR CATALOG.



Cut No. 9
 First Floor Outfit
 With All Metal Tank

OCERY
 BINS"



ONT.
 Store New
 ck so cleanly and
 everything in sight.
 ad tasters.
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 NS"
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IRE CO., LIMITED

katchewan and
 Regina, Sask.



Morse Bros. Quality and Style

Have been established by almost half a century of successful, high grade, stove polish making and that is why our well-known and popular

trade mark of the **RISING SUN** has won its way into the minds of so many millions of housekeepers who want and will have the best. You get the benefit of all this popularity when you push **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in tins. They both pay you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BATGER'S

**WHOLE
FRUIT
STRAWBERRY
JAM**

150
YEARS'
EXPERIENCE

With 150 years' experience, and the best garden Strawberries that are grown in England, **BATGER & CO.** are to-day making **STRAWBERRY JAM** that is known for its delicious flavor and preservation of the fruit in its natural form. Not a jumble of sugar and crushed fruit, BUT every strawberry **WHOLE** and **DELICIOUS**. This is one reason why **Batger's** is a good seller.

**ROSE & LAFLAMME
MONTREAL**

**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

has the words "Imperial Brand
Maple Syrup" on the label—the
trouble comes of the other
half.
Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal



The increasing demand from all parts of Canada for

**"Eagle" Brand Condensed Milk and
"Peerless" Brand Evaporated Cream**

is due to the fact that the public have learned that they are the most perfect brands on the market. The legend

BORDEN'S BRANDS

is their guarantee for buying. FOR SALE BY ALL JOBBERS.

WILLIAM H. DUNN, Montreal and Toronto,

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

(UNSWEETENED)

WM.

WM.

Coupon Books
For sale in Canada by
Limited, Toronto. C
Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and

In lots of less than 100
books, 1 kind assorted
100 to 500 books
100 to 1,000 books

Allison's Coupon

\$1 00 to \$3 00 books
5 00 books
10 00 "
15 00 "
20 00 "
25 00 "
50 00 "



The Davidson & Hay,

Fly
Wilson's Fly
50 10c. packet
three boxes for

Bode's Brands of C
RETAIL PRICE

Bode's Mental "Pepsin"
5 cent 1 kgs. to the box...
Bode's Crushed Fruit Gum
pkgs. to the box.....
Bode's Pepsin Gum, 23 5-cent
the box.....
Bode's Chulets in 3-lb. box
teed 200 to the pound...
Bode's Chulets. 60 5-cent. p
cartoon.....

OS.
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want and will have
SUN PASTE Stove

U.S.A.



WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

ONCE USED ALWAYS USED

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	Un- num bared.	Covers and num Coupons numbered
100 to 500 books	4c.	4c.
100 to 1,000 books	3c.	4c.
	3c.	3c.

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "
50 00 "	12 "

Cleaner.

Per doz.
4-oz. cans \$ 0 90
6-oz. " 1 35
10-oz. " 1 85
Quart " 3 75
Gallon " 10 00

BRUNSWICK'S EASYBRIGHT
CLEANER
CLEANS EVERYTHING.

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

Bode's Brands of Chewing Gum.
RETAIL PRICE LIST.

Per Box
Bode's Menthal "Pepsin" Gum, 40 5-cent pkgs. to the box..... \$1 5
Bode's Crushed Fruit gum, 36 5-cent pkgs. to the box..... 1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box..... 0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound..... 1 4
Bode's Chulets, 60 5-cent. pkgs. to the carton..... per carton 1 00

Infants' Food.

Robinson's patent barley 1-lb. tins....	\$1 25
" " " 1-lb. tins....	2 25
" " " 1-lb. tins....	1 25
" " " 1-lb. tins....	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

Orange marmalade.....	\$1 50
Clear jelly marmalade.....	1 80
Strawberry W. F. Jam.....	2 00
Raspberry " ".....	2 00
Apricot " ".....	1 75
Black currant " ".....	1 75
Other jams.....	\$1 55
Red currant jelly.....	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case.....	0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate.....	0 07
7 and 14-lb. wood pails.....	0 07
30-lb. wood pails.....	0 06 1/2
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per doz.	0 07 1/2
7 and 14-lb. wood pails, 8 pails in crate.....	0 07
30-lb. wood pails.....	0 06 1/2
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....	\$1 60
5, 7, 14 and 30-lb. pails, per lb.....	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces.....	\$0 08 1/2
1-bbls.....	0 29 1/2
Tubs.....	0 69
Cases, 3-lb. tins.....	0 09 1/2
" 5-lb. ".....	0 09 1/2
" 10-lb. ".....	0 09
20-lb. wooden pails.....	1 83
20-lb. tin pails.....	1 73
Wood net, tin gross weight.	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper.....	per lb. \$0 40
Fancy boxes (36 or 50 sticks).....	per box 1 25
" Ringed " 5-lb. boxes.....	per lb. 0 40
" Acme " pellets, 5-lb. cans.....	per can 2 00
" " (fancy boxes 40) per box.....	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....	per can 3 00
Licorice lozenges, 5-lb. glass jars.....	1 75
" " 20 5-lb. cans.....	1 50
" Purity " licorice 10 sticks.....	1 4c
" " 100 sticks.....	0 73
Dulce large oent sticks, 100 in box.....	

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.....	\$3 60
3 cases of 4 doz.....	\$3 50
5 cases or more.....	3 40

Mince Meat.

Wetley's condensed, per gross net.....	\$12 00
per case of doz. net.....	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins.....	per doz. \$1 40
" 1-lb. tins.....	2 50
" 1-lb. tins.....	5 00
Durham 4-lb. jar.....	per jar. 0 75
" 1-lb. jar.....	0 25
F. D., 1-lb. tins.....	per doz. 0 85
" 1-lb. tins.....	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins.....	per lb. \$ 0 35
1-lb. tins.....	0 35
1-lb. tins.....	0 33 1/2
4-lb. jars.....	per jar 1 30
1-lb. jars.....	0 35
Old Crow, 12-lb. boxes—	
1-lb. tins.....	per lb. 25
1-lb. tins.....	0 23
1-lb. tins.....	0 23 1/2
4-lb. jars.....	per jar 0 70
1-lb. jars.....	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case.....	per doz. \$1 00
Home-made, in 1-lb. glass jars.....	1 40

In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Saratoga Chips.

MRS. ROBER'S SARATOGA CHIPS.

36 large size pkgs., per case.....	\$5 40
72 small " ".....	5 40
Assorted 18's and 36's.....	5 40
In bulk - Bbls., 50-lb., per lb.....	0 25
" " 1/2 bbls., 25-lb. ".....	0 25
Terms 30 days net, or 1 per cent. 10 days.	

Sauces.

Worcestershire, Holbrook's, small, per doz.....	\$2 15
Worcestershire, Holbrook's, large, per doz.....	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

GOOSE BRAND.

DWIGHT'S BAKING SODA

Case of 1-lb. containing 60 packages 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.

Per case.	
No. 1, cases, 60 1-lb. packages.....	\$ 2 75
No. 2, " 120 1/2-lb. ".....	2 75
No. 3, " 120 1-lb. ".....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case.....	2 85
5 cases.....	

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....	per gross \$10 30
" " black.....	15 30
Oricle soap.....	" 10 30
Gloriola soap.....	" 12 00
Straw hat polish.....	" 10 30

Fancy China for Christmas

It will pay you to wait for our lines. Not alone some splendid assorted packages, but many staple articles from open stock are now being offered at ten per cent. below regular price. No job goods, but good up-to-date lines.

Write a card and we will tell you when our traveller can see you.

If in Toronto soon we would like you to call and see the different lines.

GOWANS, KENT & CO.
TORONTO LIMITED

Nothing Better

can be procured in the quality of the ingredients used in the preparation of

WETHEY'S Condensed Mince Meat

(In Packages)

The Choicest Fruits. The Tenderest Meats. The Purest Spices. The Best of Peels.

The perfect blending of these and other dainty ingredients has given to "Wethey's" the reputation it enjoys.

Buy only the red brick package. Your wholesaler has it.

If Not, Write Us Direct

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

CROSSE & BLACKWELL, Ltd.

London, England

Some of our new lines are :

C. & B. Chicken Breasts (in Jelly). Vacuum Glass Jars.

C. & B. French Sardines. In Oval Glass.

C. & B. Chicken and Tongue. In Vacuum Glass.

C. & B. Veal and Ham. In Vacuum Glass.

C. & B. Prawns in Aspic. In Vacuum Glass.

Potted Meats (all Styles). In Vacuum Glass.

The finest retail grocery offerings for Xmas trade.

Agents : C. E. COLSON & SON, Montreal