

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 Brs., $\frac{1}{2}$ Brs
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. McINDOE, 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

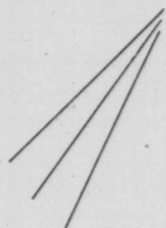
Hallifax, - Nova Scotia

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.)

RETURNED  
Set 24/10 b.  
Dunbar  
5 6.  
Page No. 72  
adad

H  
A r  
Do  
Th

# 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.

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

—OFFICES IN CANADA—

CALGARY, ALTA.  
HALIFAX, N.S.  
OTTAWA, ONT.

HAMILTON, ONT.  
QUERBEC, QUE.  
VANCOUVER, B.C.

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**  
ronto

**NOW.**

utton's  
forces-  
shire  
ruce  
cannot  
beaten

r  
uality  
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

The f

Offic  
9



# New Crop Broom Corn

Now Arriving

The first of this season's crop is just at 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  
cover  
ments,  
and se  
Drinke  
those u

THERE MI  
A REASON



ch  
MA  
be  
an  
Go  
ev

"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. LYTTLE CO. Limited**  
**TORONTO CAN.**

The famous "Made-in-Canada" Pickle

E. NICHOLSON

D. H. BAIN

CABLE ADDRESS  
NICHOLSON, WINNIPEG.

CODES,  
A.B.C. 4<sup>TH</sup> 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	"
<b>Grand Total.....</b>				<b>180,599,384</b>	<b>"</b>

Population of the three provinces in 1906:

<b>Manitoba</b> .....	<b>360,000</b>
<b>Alberta</b> .....	<b>185,000</b>
<b>Saskatchewan</b> .....	<b>260,000</b>
<b>Grand Total.....</b>	<b>805,000</b>

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**

## 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.**

# 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**

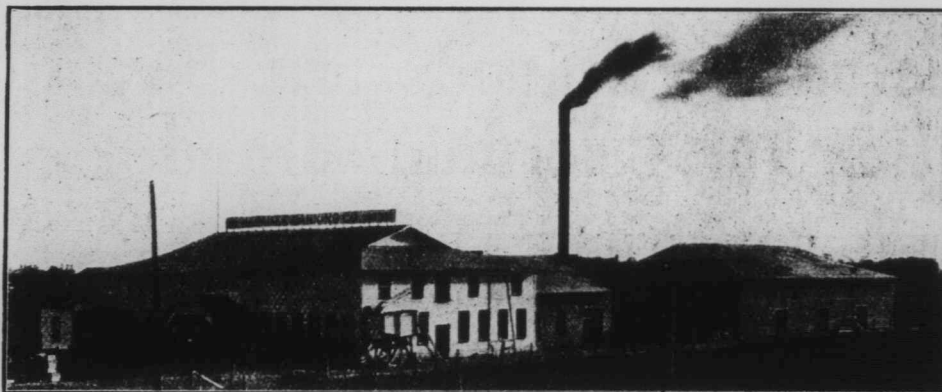
**D. RATTARY & SONS**

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

**T**HE 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

OCK"

RISTOL

ONT.

PER"

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

PERS

nd  
ppers

ifically Prepared

h Lane  
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."

It is this d trimmer must he puts in a ne old idea that p over again it v tion that is c cans of tomat the cans of co be evolving so arranged in t pyramids, stac

There are f window displa dows than in stores. Lack displays cano an excuse for cer has at his ied stock of of being show ing ways. Th it.

The aim of course, to dis spicuously and in the beholde them. This—t course, the aim tising, whether hardware or g the newspaper created this d impress upon the things wh secured at a l can succeed ideas firmly of woman who lo pretty likely to

Now, since to make the water," is it v his window a bottles? Does make great pi of cloth and shoes and glov er display pil

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.

CANADA—		OFFICES
MONTREAL	- - - - -	252 McGill Street Telephone Main 1255
TORONTO	- - - - -	10 Front Street East Telephone Main 2701
WINNIPEG	- - - - -	511 Union Bank Bldg. Telephone 3726 F. R. Munro
VANCOUVER	- - - - -	Geo. S. B. Perry
ST. JOHN, N.B.	- - - - -	7 Market Wharf J. Hunter White
GREAT BRITAIN—		
LONDON	- - - - -	88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim
MANCHESTER	- - - - -	92 Market Street H. S. Ashburner
FRANCE—		
PARIS	- - - - -	Agence Havas, 8 Place de la Bourse
SWITZERLAND—		
ZURICH	- - - - -	Louis Wolf Orell Fussli & Co.

Subscription, Canada and United States, - \$2.00  
 Great Britain 8s. 6d., elsewhere - 12s.  
 Published every Friday.  
 Cable Address { Adscript, London.  
 Adscript, Canada.

**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

to execute an wholesaler of tainly hasten kind. However where the m \$50. Good b that he wou ders a merch such circumst principle that keep an accou it straight on

**RUNNING**

Government Government parts each end ity of superio the ideal syste tration. Pract first question sionist" is "h point the comm

It is becomi towns people municipal gove ernment by con Not one in a matter careful

Municipal go and to the aver important gove worked out on presentation.

posite tendenci the one growin to concentrate the hands of a in Ontario call and make the l relative and sup dency, almost tain, is to di among a great mittees. Some such standing ing itself to a administration are large.

The former s tural on this where yet has i but it has given

Wishing for commission is I to the first ph forthcoming and wouldn't know they had it.

If people wo themselves an their city, appr ties of citizensh cordingly, the p blems of muni be quickly solve

with of a dozen of

have ample capi-  
meet the demands  
warehouses re-  
of hundreds of  
ected on valuable  
e centre of the  
ss to the impor-

ows about how  
ow many ranges,  
shovels will be  
, and he places  
n's supply with  
ers. He exercises  
narts frequently,  
phase of the sit-  
for bargains, and  
employed or hus-  
he signs of the

e retailers' asso-  
tance to the job-  
g the past week.  
r found cutting  
old to retail cus-  
he manufacturer  
e was not being  
price cutter was  
ught direct from  
facturer declined  
ice cutting con-  
rad been assured  
organized retail  
would probably  
ly different man-

er and depositor  
tween jobber and  
conserve the in-  
and help to  
associations.

#### UNED DRAFTS.

subject of return-  
in some of its  
id the considera-  
ed in facilitating  
g extra charges.  
over," "drawee  
y the word "re-  
as endorsements  
ler or jobber's  
ned, resulting in  
ping and the loss  
e and interest.  
nces there is un-  
omplaint against  
in turn, is not  
ometimes he is  
several days be-  
nd he could not  
to accept it. The  
should time his  
margin may be  
ipments.

erdrafts may be  
cause for refusal

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 Hudson 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, (

**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., &  
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., (

**Dairy Products as**  
Graham Bros., (

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

**Acme Can Works**  
Adam, Geo. & Co  
Adamson, J. T., I  
Albert Soaps  
Alexander Milling  
Allison Coupon C  
American Tobacco  
Antitis Pepper Co  
Ashley & Lightca  
Atlantic Fish Co.

**Baker, Walter & C**  
Balfour, Smye & C  
Battle Creek Heal  
Benedict, F. L., &  
Bickle, J. W., & G  
Blue Ribbon Tea  
Bowser, S. F. & Co  
Boyd, Thos., & Co.  
Bradstreet's  
Braid, Wm., & Co  
Brown, Joseph & S  
Campbell's, R. So  
Canada Paper Co  
Canada Sugar Ref

**Canadian Canners**  
Canadian Press Cl

**Canadian Shredder**  
Capstan Manufac  
Carman, Joseph  
Carrier, P. W.  
Carter-Crume Co.  
Clark, W.  
Codville-Georgeson  
Colbeck, Henry  
Coles Manufaktur  
Colson, C. E., & So  
Connors Bros.  
Cowan Co.  
Cote, Joseph  
Cox, J. & G.  
Crown Mfg. Co.  
Davenport, Percy I  
Davidson & Hay  
Dawson Commiss  
Dominion Brokers  
Dominion Molasses  
Doughty, A. G., &  
Dunn, Wm. H.

**Baking Powder.**

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

**Biscuits, Confectionery, Gum, Etc.**

Cowan Co., Toronto.  
Jacobs, W. & R., Dublin, Ireland.  
Kingsley Mfg. Co., Cincinnati.  
MoLauchlan, Sons & Co., Owen Sound.  
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 Canners, Hamilton.  
Lakeside Canning Co., Wellington, Ont.  
Manitoba Canning Co., Grande Pointe, Man.  
Napanea Canning Co., Napanee, Ont.  
Old Homestead Canning Co., Picton.  
Turner, James & Co., Hamilton, Ont.

**Cans, Tin.**

Ame 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., Kimmount, Ont.  
MacLaren Imperial Cheese Co., Toronto  
Montreal Packing Co., Montreal.  
Park, Blackwell Co., Toronto.  
Power, B. E., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

Acme Can Works ..... 15  
Adam, Geo. T. .... 2  
Adamson, J. & Co. .... 2  
Albert Soaps ..... inside front cover  
Alexander Milling Co. .... 45  
Allison Coupon Co. .... 35  
American Tobacco Co. .... 59  
Antisepic Pepper Co. .... 22  
Ashley & Lightcap ..... 22  
Atlantic Fish Co. .... 55  
Baker, Walter & Co. .... 48  
Balfour, Smye & Co. .... 21  
Battle Creek Health Food Co. .... 46  
Benedict, F. L., & Co. .... 47  
Bickie, J. W., & Greening ..... 55  
Blue Ribbon Tea ..... 3  
Bowser, S. F. & Co., Inc. .... 63  
Boyd, Thos., & Co. .... 50  
Bradstreet's ..... 4  
Braid, Wm., & Co. .... 67  
Brown, Joseph & Sons ..... 2  
Campbell, R., Sons ..... inside back cover  
Canada Paper Co. .... 4  
Canada Sugar Refining Co. .... inside front cover  
Canadian Canners ..... 6  
Canadian Press Clipping Bureau ..... inside back cover  
Canadian Shredded Wheat Co. .... 45  
Capstan Manufacturing Co. .... 16  
Carmen, Joseph ..... 4  
Carrier, F. W. .... 13  
Carter-Crume Co. .... 63  
Clark, W. .... 40  
Codville-Georgeson Co. .... 36  
Colbeck, Henry ..... 59  
Coles Manufacturing Co. .... 62  
Colson, C. E., & Son ..... outside back cover  
Connors Bros. .... 55  
Cowan Co. .... 47  
Cote, Joseph ..... 59  
Cox, J. & G. .... 48  
Crown Mfg. Co. .... 13  
Davenport, Percy P. .... 36  
Davidson & Hay ..... 13  
Dawson Commission Co. .... 53  
Dominion Brokerage Co. .... 14  
Dominion Molasses Co. outside front cover  
Doughty, A. C., & Co. .... 50  
Dunn, Wm. H. .... 66

**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. & F., Liverpool, Eng.  
Wicks, 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., Bowmansville, 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.  
Furnell, Webb & Co., Bristol, Eng.  
Sutton, G. F., Sons & Co., London, Eng.  
Taylor & Pringle, Owen Sound, Ont.

**Polishes—Metal.**

Oakey, 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.

McDougall, D., & Co. .... 59  
McFall, A. A. .... 2  
McGaw & Russell ..... 2  
McLaren's Cooks' Friend Baking Powder ..... inside back cover  
McLauchlan & Sons Co. .... 48  
McLaudress, J. A. .... 46  
McLeod Milling Co. .... 46  
McWilliam & Everist ..... 52  
Mackay, J. Co. .... 46  
MacLaren's Imperial Cheese Co. .... 2, 64  
Magor, Frank ..... outside front cover  
Manitoba Canning Co. .... 41  
Marshall, James ..... 51  
Mason & Hick y ..... 36  
Methven, J., Sons & Co. .... 50  
Miller Bros. .... 41  
Millman, W. H., & Sons, Ltd. .... 2  
Minto Bros. & Co. .... 17  
Mitchell, H. W. .... 2  
Montreal Packing Co. .... 38  
Mooney Biscuit & Candy Co. .... 49  
Moose Jaw Fruit and Produce Co. .... 2  
Morse Bros. .... 66  
Mott, John P., & Co. .... 47  
Murray, O., & Co. .... 57  
National Licorice Co. .... inside front cover  
Napanea Canning Co. .... 20  
Nelson, H. W., Co. .... 7  
Nestle's Chocolate ..... 49  
Nicholson & Bain ..... 10  
Nicholson & Brock ..... 22  
Nichel Plate Stove Polish Co. .... 16  
Oakey, John, & Sons ..... 63  
Oakville Basket Co. .... 52  
Ocean Mills ..... 4  
Old Homestead Canning Co. .... 11  
Ozo Co. .... 43  
Park, Blackwell Co. .... 38  
Paterson, R., & Sons ..... 12  
Patrick, W. G., & Co. .... 2  
Payne, J. Bruce ..... 58  
Peterboro' Cereal Co. .... 45  
Power, B. H. .... 40  
Paimenos, Th. J. .... 53  
Furnell, Webb & Co. .... 13  
Quance Bros ..... 46  
Queen City Oil Co. .... 63

Rapp, Herman & Co. .... 50  
Ratray, D., & Sons ..... 19  
Robinson, O. E., & Co. .... 52  
Rose & Laflamme ..... 14, 68  
Royal Crown Limited ..... 20  
Rutherford, Marshall & Co. .... 40  
Ryan, Wm., Co. .... 38  
"Salada" Tea Co. .... 9  
Scott, Bathgate & Co. .... 4  
Scott, David, & Co. .... 50  
Smith, E. D. .... 54  
Sprague Canning Machinery Co. .... 48  
Southwell & Co. .... 47  
Stevens, H. J. .... 46  
St. Lawrence Starch Co. .... 18  
Stringer, W. B., & Co. .... 53  
"Sugars" Limited ..... 48  
Sutton, G. F., Sons & Co. .... 44  
Symington T., & Co. .... 16  
Taylor, W. A. .... 2  
Terminal Warehouse and Cartage Co. 21  
Thompson, G. B. .... 2  
Tippet, Arthur P., & Co. .... 1  
Toledo Computing Scale Co. .... 63  
Toronto Salt Works ..... 40  
Truro Condensed Milk Co., Limited. 41  
Tuckett, Geo. E., & Son Co. .... 58  
Turner, James & Co. .... 23  
Upton, Thos., & Co. .... 48  
Vincentelli, F. & F. .... 50  
Wagstaffe Limited ..... 15  
Walker, Hugh, & Son ..... 62  
Walker Bin & Store Fixture Co. .... 62  
Wallaceburg Sugar Co. .... 15  
Ward, George Ramsay ..... 50  
Warren Bros. & Co. .... 12  
Warren, G. C. .... 4  
Watson, Stuart ..... 2  
Western Canada Flour Mills Co. .... 45  
Wethey, J. H. .... outside back cover  
White & Co. .... 50  
White, Cottell & Co. .... 50  
Wicks, Hamilton & Co. .... 56  
Wilson, Archdale ..... 49  
Wilson, W. H. Co., Ltd. .... 46  
Wiseman, R. B., & Co. .... 4  
Wood, Thomas, & Co. .... 68  
Woods, Walter, & Co. .... 40  
Woodstock Cereal Co. .... 46

Williamson, gen-  
, is advertised  
ton, on the 12th  
  
, Limited, Mont-  
of their special  
west, Victoria  
a leader.  
  
granted by the  
to the Ottawa  
capital is \$40,000,  
be in Toronto.  
  
Robert Taylor,  
streets, Toronto,  
on the night of  
amount of money  
  
representing S. H.  
real, visited the  
ast week. He rem-  
nd for teas and  
  
a director of  
, Glasgow, the  
ontreal. Laporte,  
d, are Canadian  
  
rt that German  
an pork will be  
ress having failed  
n for the purpose  
n.  
ission merchants.  
lved partnership.  
be continued by  
J. L. McKenzie,  
er & Co.  
  
n, manufacturers  
been appointed  
of S. H. Ewing  
e firm will have  
ness west of Fort  
  
e late Robert B.  
o died of pneu-  
ook place on the  
engaged in the  
pronto for about  
widow and four  
  
e, Limited, have  
ith a capital of  
the business car-  
neau and Joseph  
ntreal. The head  
e in that city.  
oter of the Bon  
ew York, was a  
ew week. The Gro-  
office of Hudon.  
Canadian agents.  
onducted a thor-  
n in all the Can-  
  
Montreal; E. M.  
o. Tetran, Mont-  
Belleville; H. F.  
ve been incorpor-  
of the Retail Mer-  
o., of Canada.  
al of \$15,000, to  
icals. The head  
real.  
ottish expert on  
s been giving de-  
shermen in Baie  
that herring caught  
ual to the finest  
h. With improve-  
s in the facilities  
sh trade, herring  
made almost un-  
  
on page 35.)

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.

Table with 3 columns: Item, Group No. 1, Group No. 2. Includes Cherries, Currants, Gooseberries, Lawtonberries, Apples, Peaches, Pears, Pineapples, Plums, Raspberries, Strawberries, Asparagus, Beans, Corn, Peas, Pumpkins, Rhubarb, Spinach, Squash, Tomatoes, Fish, Lobster, Mackerel, Salmon, Arrow brand, Pink salmon, Cohoes, Canadian kippered herring, Scotch kippered herring, herring in tomato sauce, Sugar, Granulated, bbls, bags.

Table with 2 columns: Item, Price. Includes Pears (Flemish beauty, Bartlett), Pineapples (2s sliced, 2s grated, 3s whole), Plums (2s Damson, 2s heavy syrup, 2s standard, 3s Lombard), Raspberries (Red, Black), Strawberries (2s heavy syrup, 2s preserved), Asparagus (2s tips), Beans (2s wax, 2s refuge), Corn (2-lb tins, Gallon), Peas (2s standard, 2s early June, 2s sweet wrinkled, 2s extra fine sifted), Pumpkins (3-lb tins), Rhubarb (2s preserved, 3s preserved, Gallons), Spinach (2s table, 3s table, Gallons), Squash (3-lb), Tomatoes (3-lb tins, Gallon), Fish (Lobster, Mackerel, Salmon, Arrow brand, Pink salmon, Cohoes, Canadian kippered herring, Scotch kippered herring, herring in tomato sauce).

VEGETABLES

FISH

Table with 2 columns: Item, Price. Includes Paris lump, barrels, half-barrels, boxes, Extra ground, bbls, 50-lb boxes, 25-lb boxes, Powdered, bbls, 50-lb boxes, Phoenix, Bright coffee, yellow, No. 3 yellow, No. 2, No. 1, No. 1 bags.

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.

Table with 2 columns: Item, Price. Includes Barbadoes in puncheons, in barrels, in half-barrels, New Orleans, Antigua, Porto Rico, Corn syrups, bbls, Malaga Raisins—London layers, Connoisseur Clusters.

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.

Table with 2 columns: Item, Price. Includes Japan—Fine, Medium, Good common, Common, Ceylon—Broken Pekoe, Pekoes, Pekoe Souchongs, Indian—Pekoe Souchongs, Ceylon greens—Young Hysons, Hysons, Gunpowders, low grade, China greens—Pinganey gunpowder, low grade, pea leaf, pinhead.

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.

Table with 2 columns: Item, Price. Includes Jamaica, Java, Mocha, Rio, No. 7, Santos, Maracaibo.

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

a small shipment being about a deal of troubles of the because the fill anything which are w the Oregon c most destroye quickly. The considerably large sizes n raisin crop is v cots, peaches, Figs have bee 5s. to 6s. ab prices this w above last we ing further fr while there is terest in advi

Table with 2 columns: Item, Price. Includes Valencia Raisins—Fine off-stalk, per lb, Selected, per lb, Layers, Dates—Dates, Hallowees, Californian Evaporated Apricots, per lb, Peaches, Layers, Malaga Raisins—London layers, Connoisseur Clusters, Royal Buckingham, Excelsior Window.

Table with 2 columns: Item, Price. Includes Californian Raisins, Loose muscatels, far, ch, 2 cr, 3 cr, 4 cr.

Table with 2 columns: Item, Price. Includes Prunes—30-40s, 40-50s, 50-60s, 60-70s, 70-80s, 80-90s, 90-100s, Oregon prunes (Italian), Oregon prunes (French), Currants—Filistras, uncleaned, Fine Filistras, per lb, Finest Vostizzas, Amalias, Sultana Raisins—Sultana raisins, per 1-lb, Eleme Table Figs—Six crown, extra fac, Four crown, fancy, l, Three crown, Glove boxes, fine qu, Fancy washed figs, l, pulled figs, l, stuffed figs, l, 12-oz. boxes.

SPICES—since last report improving.

Table with 2 columns: Item, Price. Includes Peppers, black, white, Ginger, whole, Ginger, Cochina, Cloves, whole, Cream of tartar, Allspice, Nutmegs.

PEELS—Peel changed, the Ci ron peel, per lb, Lemo peel, per lb, Orange peel, per lb.

EVAPORATED apples are dealers being some varietie very good, so been shipped BEANS—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 88	
refugee	1 93	1 88	
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 90		
(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 1/2 lb., per doz.	1 25		
" 1 lb. " "	2 50		
Ham loaf 1 lb. " "	1 25		
" 1 lb. " "	2 50		
Chicken loaf 1/2 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		
" in 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 " "	2 65		
" 20-lb. tins, per 1/2 " "	2 61		
" 1/2 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 " 1/2 " "	3 30		
" 20 " 1/4 " "	3 21		
Barbadoes molasses in 1/2-bbls, per gal.	0 40		
New Orleans molasses in 1/2-bbls, per lb.	0 03 1/2		
Porto Rico molasses in 1/2-bbls, per lb.	0 04 1/2		
Blackstrap, in bbls., per gal.	0 31		
" 1/2 gal. bts. each	0 33		
" 1/4 gal. bts. each	0 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	0 16	
Ground roasted Rio	0 33	0 33	
Standard Java in 25-lb. tins, per lb.	0 32	0 32	
Old Government Java in 25 lb. tins, per lb.	0 32	0 32	
" Mocha	0 32	0 32	
Imperial Java, in 25 lb. tins, per lb.	0 29	0 29	
Pure mocha	0 25	0 25	
" Maracaibo	0 19	0 19	
Choice Rio	0 17	0 17	
Pure	0 16 1/2	0 16 1/2	
Seal Brand (C & S) in 2-lb. tins, per lb.	0 32	0 32	
" 1-lb.	0 33	0 33	
Local Blends:—			
Mocha and Java in 2-lb. tins, per lb.	0 23	0 23	
" 1-lb.	0 24	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 Ctv. 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
25 " " " 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 f.)

**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 again for our previous great many "short," and for the firm is hardly at buying at price. Shipments be seen from 30,000 boxes which indicate largely wanted tracts, and goods, held houses, were the present is very light quiet with price. Our receipt week 76,767 packages of cheese and for the same May 1, 1,852,470 packages with 1,832,2854 packages responding price. Our export week 105,66 packages of cheese and for the same total since cheese and as compared cheese and for the current year.

According to boxes and crease of 14 ly a decrease 88,015 boxes date of last receipts are our export than last year plus stock same time.

These are The receipt ports are related that viously were than actual year it is to cover this we find that year were they were would mean of cheese let at this time.

Stocks are about 100,000 time last year siderably higher ago, but last insufficient prices went we are at lower than expect a future



# 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** | **Wrapping Paper** | **Twines**  
**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-  
s bring any-  
e. Good cold  
ual to No. 1;

and for pork  
re is no sign  
ine in prices.  
een so short  
nulated. Lard  
ally higher.  
rter.

.....	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

is a shade  
not material-  
t. Only very  
g 27c. Choice  
supply.

.....	0 25	0 27
.....	0 23½	0 24
.....	0 22	0 23
.....	0 21	0 22
.....	0 17	0 18½

n has about  
er usual Fall  
t commission  
storage sup-  
cases better  
arriving from  
having been  
properly stor-  
e advanced.

.....	0 22	0 24
.....	0 19	0 21
.....	0 16	0 17

re unchanged

Per lb.	0 13½	
.....	0 13½	0 14

y firmer than  
holding back

ing

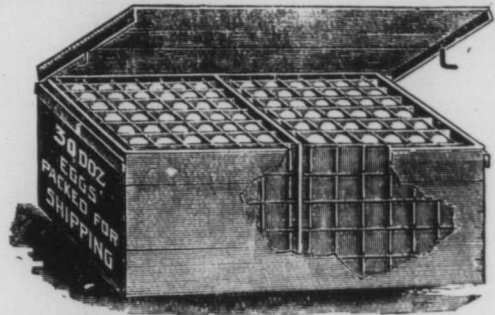
n price of  
with the

S

ome and

orted?

# 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

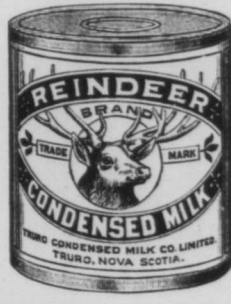
**JERSEY**

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
" " Manitota, 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).**

Pig's feet.....	80 lbs. 4 50	40 lbs. 2 30	15 lbs. 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.

Little, 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

imited

IONTO  
GILBERT NOBBS

Small, firm Vegetables, well cut,  
made crisp, delicious and appe-  
tizing 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 ob-  
tainable, 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 cul-  
tivating and packing. The vegetables come to us straight  
from the fields.

When in our factory they are given the care-  
ful attention of years of experience. Technical  
skill and the most modern methods and equip-  
ment 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**



5 RETURNED

mar/14/01

to *M. J. ...*

Cut Book No. 83

Page No. 23

*e. a. w.*

## 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
Glenora		4 60
Manitoba spring wheat patents		4 60
" strong bakers		3 10
Buckwheat flour	2 00	2 10
Five Roses		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 $\frac{1}{2}$
" 80-lb. bags		2 07 $\frac{1}{2}$
" bbls.		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
" 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
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 o ookery.

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



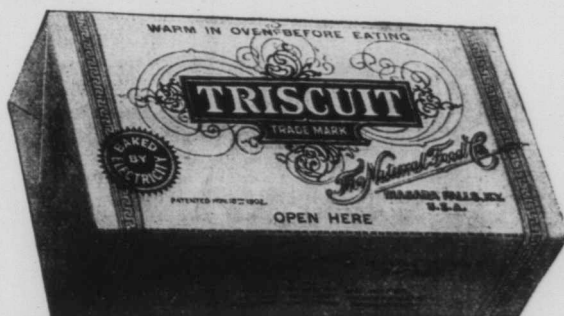
## TRISCUIT TRUTHS

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

Mc Cho

Remember t

"DIAP

"EL

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.

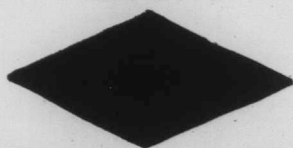
1180. Tallow.—A correspondent desires to act as agent or broker on this side for exporters of Canadian tallow.

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,**  
A. P. Tippet & Co., " **EDINBURGH**

Cultivate your Biscuit trade by ordering  
**McLAUCHLAN'S**  
**Cream Soda Biscuits**  
McLAUCHLAN & 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 in Canned  
Meats, Fish, Fruit and Vegetables. Consig-  
nments handled. Correspondence solicited.

W.

ST

Special N

I wish  
be the w  
Internat  
in the terr  
Internatio  
this time o  
a large as  
trade. M  
near futu  
for past fa

INT

Larg

MI

We Manu

Internat  
Internat  
Internat  
Internat

THE IN  
profitable  
will pay y  
in your lo  
W. H. M

A beautifu  
be mailed,  
writes to  
of Ontario

Int

**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



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.....		
" " " XX, 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	
" " " era.....	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, vestor 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.

sing is meant the go-in-to-morrow-or- some men indulge rmed "spasmodic" kind that no man gh his business is ndent on seasons. eam man will not n the Winter, nor . Yet neither has r stopping his ad- used to some ex- d, and the fur ad- midsummer may ristmas problem. nd dry goods, and ell all the time. hem all the time.

efore Public.

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

FR

Apple Shipment  
Sout

Trade during  
ping circles has  
boats have been  
every instance  
products destin  
dom and other

Shipments of  
week were fair  
the other side e  
been more than  
the high prices

Cheese export  
ity. Exporters  
ing their engage  
what has gone  
taken the previc  
not to be shipp  
high figures aski  
ing down trade  
not seem to effe  
one would thin

Inquiry for  
other ports has  
times, and poo  
in sacks that m  
is contained.

for South Afr  
20,000 sacks fo  
land is importin  
demand from t  
be called large.

Grain is beg  
quantities, and  
have been mad  
weeks

Apples are ra  
tion. Ocean go  
port lately hav  
signments of g  
ports.

Hay shipmen  
owing to the st  
There has be  
ment either up  
the water in th  
the situation in  
ed.

Rates this we  
The Bray He  
with a general  
Canada and the  
Montreal on O  
Liverpool and  
Both boats carr

REPUTATI

Purnell Webb  
Continue

Purnell, Webl  
rank among th  
vinegar in the  
taion has been  
and trade has g  
recent extensio  
plant have been  
keep pace with

The works a  
department, an

## 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.

When a m  
should say som  
show a picture  
or to recite a li  
sell goods. Th  
store and shou

"William  
Tinware, Halif;

Do you th  
has not even as

Yet one se  
single thing exc  
advertiser.

Or again,  
addition: "Tin  
would it improv

The salesm  
to have more th

many people ca  
orders, for the c

or an order tha  
list. The merc

man, the man v  
shows his intere

are human. Th  
with the men v  
business men,

quality, the valu  
of the goods th

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

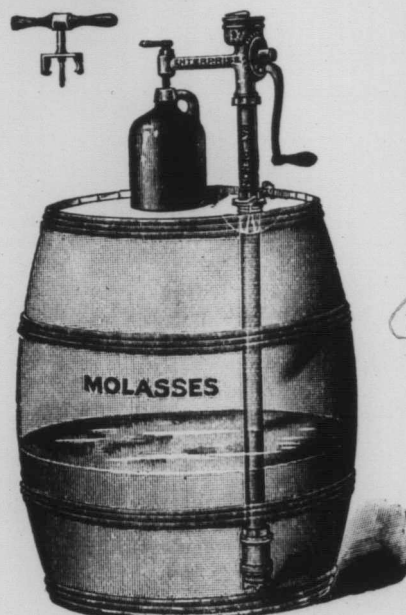
"ENTERPRISE"

## 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 SHAVER**, 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.



No. 65

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

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.

## TOLE

Automatic b  
The "Toler  
tively stops the  
A time save  
A labor save  
poises to slide, o  
A trade brin  
n plain figures  
buying.  
It is honest l  
The Toledo  
paid for with the  
For Catalog

THE TO

Q. How  
in your stor

A. The

SPECIAL  
Counter

The Carter

TORONT

Genuine

Sold in all

THE QUEE

? If  
a  
in

You  
Tank. I  
economical

S. F

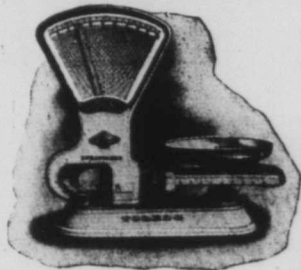
530

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.**

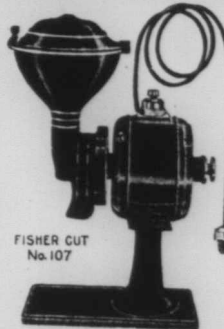
**Q. How much is speed worth in your store**

**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 1/4-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes 1/2 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 ?**

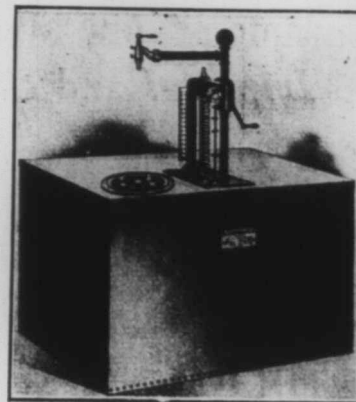
You would, if you used a Bowser Perfect Self-Measuring Tank. It's the cleanest, safest, most convenient and most economical store equipment sold to-day.

**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.  
 s as with  
 NS"  
 le trouble it takes to

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 T. Limited, Toronto. C. Pils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and 1

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 " .....

**BRUNSWICK'S EASYBRIGHT HOUSECLEANER**  
CLEANS EVERYTHING.

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.  
d Style

l by almost half a  
grade, stove polish  
ell-known and popu-  
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-bered.	Covers and num 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 "
35 00 "	10 "
40 00 "	11 "
45 00 "	12 "

**Cleaner.**

Per doz.	Per doz.
4-oz. cans \$ 0 90	
6-oz. " 1 35	
10-oz. " 1 85	
Quart " 3 75	
Gallon " 10 00	

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	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.	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	per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	per lb. 0 06 1/2

**Compound Fruit Jellies—**

12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07 1/2
7 and 14-lb. wood pails, 8 pails in crate	per lb. 0 07
30-lb. wood pails	per lb. 0 06 1/2

**Home Made Jams—absolutely pure—**

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 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 pail	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	0 73

**Lye (Concentrated).**

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

**Mince Meat.**

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.**

COOW 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	13 00
Straw hat polish	10 30

Montreal





## **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**