

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

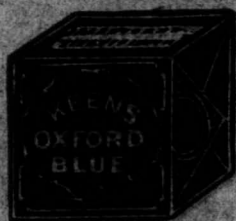
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, DECEMBER 1, 1905.

NO. 48.

Keen's



Oxford Blue

Should **SELL**
Everywhere
in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

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

You Sell SYRUP

There is more Table Syrup used by your customers during the winter season than at any other time of the year. This fact is known to every grocer, but the **great fact** that the selling of the **Best and Most Satisfactory** Syrup pays in the long run is often overlooked.

PUT UP IN TINS—

| | | | |
|------------------|--------|-----------------|---------|
| 2-lb. tins—cases | 2 doz. | Also in Brls., | ¼ Brls. |
| 5 " " " | 1 " | Eggs and Pails. | |
| 10 " " " | ½ " | | |
| 20 " " " | 1 " | | |

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

Try "Crown" Brand TABLE SYRUP

AND INCREASE YOUR TRADE

For Sale By All Jobbers

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

Montreal, Que.

25 Front St. East,
Toronto, Ont.

104 St. James Street,
Montreal, P.Q.



TRADE MARK.

SYMINGTON'S

High Pressure
Steam Prepared

PEA FLOUR

EASILY DIGESTED.
For Thickening Soups, Gravies, &c.
Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat,
Herbs and other Seasonings.
Only wants the addition of Water.
Sold in 1 lb., ½ lb., and small Tins.
Mfrs: W. SYMINGTON & CO., L.D., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

Customers that Return

are the mainstay of every store. It tells of satisfaction. Mathieu's Syrup of Tar and Cod Liver Oil causes more customers to return than any one other proprietary article. It has a big reputation throughout Canada as a cure for Lung and Throat troubles. It bears a good profit and is judiciously advertised.

Mathieu's Syrup

of Tar and Cod Liver Oil

Mathieu's Nervine Powders are almost in as constant demand as bread, flour, etc. The demand is always there for you to supply. Don't let your stock get too low.

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

National Licorice Co.



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

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

Molasses

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

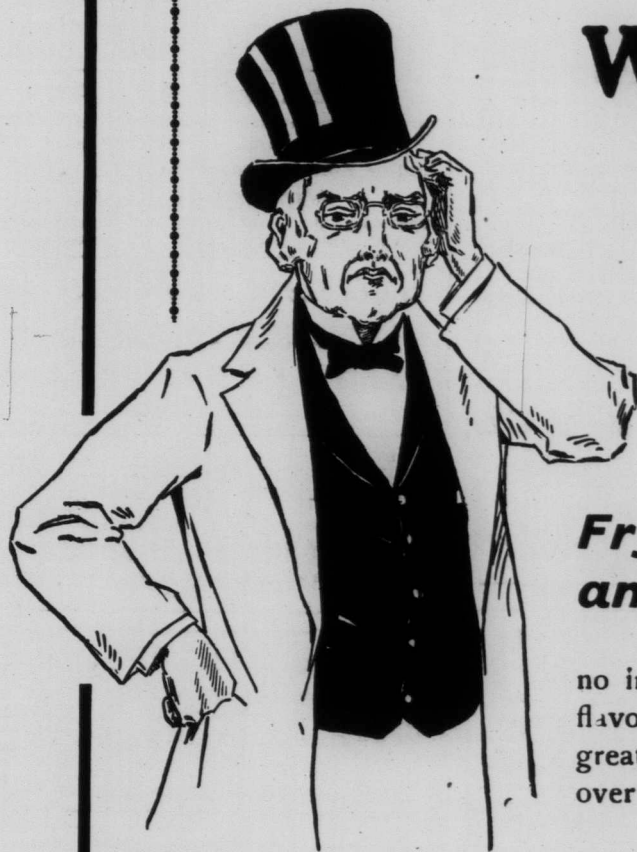
Before doing so, write us. Our prices will interest you.

Dominion Molasses Co., LIMITED

Hallifax, - Nova Scotia

Agents

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



When in Doubt Buy These Goods

Fry's Cocoa and Chocolate

Contains
no injurious drugs, or chemicals, or factitious
flavorings. Absolutely pure and hence of
greatest strength. Sold and known the world
over as "strongest and best."

When in doubt buy "*Fry's.*"

Cox's Gelatine

The oldest and most reliable
Gelatine produced. Sure in results—quality never varies. The
Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy "*Cox's.*"

Codou's Macaroni

Made only from the
real Taganrog (Russian) Wheat. No other wheat produces such good
Macaroni. Not the cheapest, but the "best."

When in doubt buy "*Codou's.*"

SOLD BY LEADING WHOLESALERS EVERYWHERE.

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BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

CHARLOTTETOWN, P. E. I.

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IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

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J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.

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Highest references.

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THOMAS B. CLIFT

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

ST. JOHN'S, N.F.

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street
MONTREAL.

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

H. J. STEVENS

126 BOARD OF TRADE, - MONTREAL

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Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

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J. K. McLAUGHLAN

COMMISSION MERCHANT

Warehouseman, Shipper and Steamship Agent

Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1855

C. E. KYLE

WHOLESALE GROCERY BROKER
and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO

Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents

and

Importers.

29 Melinda St., TORONTO

A. F. 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

25,000 cases

canned goods to offer

TOMATOES
CORN

PEAS
CATSUP

Finest Goods Packed

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

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



An order to-day brings business to-morrow when the line is a sure seller like

Nicholson's Mince Meat

No better goods anywhere. Order now. Keep in mind also:

N. & B. JELLY POWDER N. & B. ICING POWDER
N. & B. PUDDING N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK

9 Jarvis St.,

TORONTO, ONT.

WINNIPEG.

CALGARY STORAGE

In a new brick block centrally located.

Dingle & Stewart

Winnipeg, Man., Calgary, Alb.
COMMISSION BROKERS.

JOSEPH CARMAN

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

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good
Canned Goods Agency

Correspondence
Solicited

Stuart Watson

Manufacturers' Agent and Wholesale
Commission Broker.

WINNIPEG, MAN.

Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this
GREAT WEST COUNTRY
WE CAN handle your account to our
MUTUAL ADVANTAGE.

Correspondence solicited. Established over 12 years

GEORGE ADAM & CO.

Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON

Wholesale Broker and Commission
Merchant

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Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

VANCOUVER.

J. McA. CAMERON

Manufacturers and Wholesale
Commission Agent

Correspondence Solicited

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

Reference—Bank of Hamilton

POTATOES

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

R. W. HANNAH

308 Board of Trade Building, - TORONTO

Quaker Canned Goods

We have finished packing Corn and Tomatoes for this year. Taking the season altogether it has been the most favorable for quality we have ever experienced, the weather being about perfect all through the season for maturing vegetables in splendid condition. This applies to all lines, commencing with Peas and running right along into Beans, Corn and Tomatoes. With the fine quality of canned goods this season and the moderate prices there should be an enormous increase in the sales over previous years. While the pack has been large it does not exceed in our estimation the pack of two years ago in any line. Of course, we cannot speak for the whole country, but we know this applies to our pack. Judging from this we believe every case of Corn, Tomatoes, Peas and Beans packed will go into consumption before new goods come on the market next year. The fine quality of the goods alone this year over previous years should make an enormous increase in consumption, to say nothing of the much lower price the consumer can buy goods compared to the last two years. We packed thirteen thousand cases of Sugar and Cream Corn. This is a new line for us and is as fine in quality as the name denotes. We expect with this 13,000 cases sprinkled between the two oceans to lay the foundation for a trade in this line that will take the entire capacity of one of our factories next year to cater to.

THE PACKERS OF QUAKER CANNED GOODS

For Absolute Purity

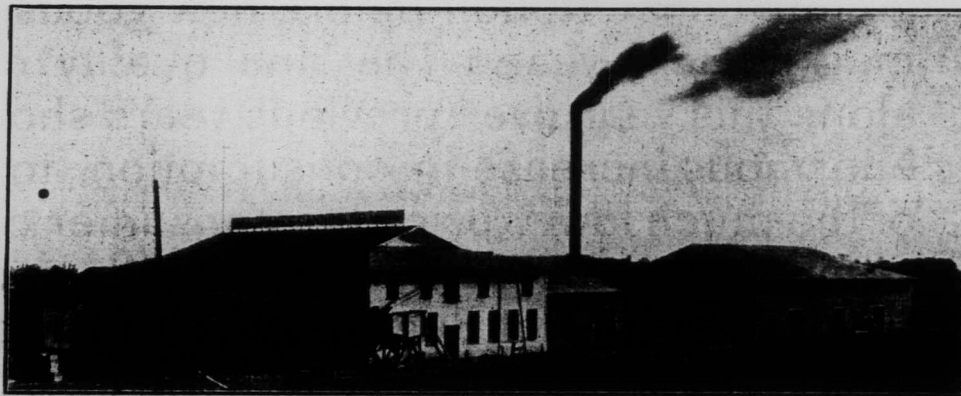
You can bank on our spices. There is nothing surer, because we grind them at our own mill, and that's what puts us in a position to back up what we're telling you. The government inspectors are watching you closely, so you can't afford to take any chances. Don't be always looking for bargains in spices, but buy something good.

JOHN SLOAN & CO. - TORONTO and BELLEVILLE

THEY CHALLENGE COMPARISON

**Canada's Pride
Brand**

**Corn and
Tomatoes**



have the exquisite flavor that is only obtained when the vegetables are grown on suitable soil, fully ripened on the vines, and put up by processors who are masters of their art.

In addition to all this, Canada's Pride Brand are encased in the handsomest of labels. In all they are just the kind of goods that please the customer and build up trade.

ASK YOUR JOBBER FOR CANADA'S PRIDE BRAND.
IF HE CANNOT SUPPLY YOU WRITE

The Napanee Canning Co., Limited, - Napanee, Ont.

W. A. CARSON, MANAGER.

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

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

You know that all fruits are scarce this season.

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

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

THE
CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best home-made fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)
"Lynn Valley" (Simcoe)
"Auto" (Canadian Cannery)
"Log Cabin" (Trenton)
"Lion" (Boulter)
"Grand River" (Lalor)

"Horseshoe" (Bowlby)
"Maple Leaf" (Delhi)
"Little Chief" (Picton)
"Kent" (Chatham)
"Thistle" (Brighton)
Etc.

Every can guaranteed.

Only a word to the wise is sufficient.

JAPAN TEAS

because their intrinsic qualities have proved themselves to be superior to the teas of any other country. They are the purest and healthiest teas for your customers and profitable for you to sell.

Buy and sell **JAPAN TEAS**

are here to stay

WE SUGGEST

PATERSON'S
WORCESTER
SAUCE

as a quick seller and easy profit getter. It will pay you to look into this proposition.

ROSE & LAFLAMME,
AGENTS, MONTREAL.

All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

find that they are working up a profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the Fall and Winter trade. There are too many varieties to tell you about them here, but write us for particulars.

Canadian Agents:
ROSE & LAFLAMME,
Montreal and Toronto

Mechanics Buy

the "Albert" Master Mechanics' Tar Soap. They find it is the best for cleansing the skin from all grease and oil stains.

This trade is very profitable. Why not supply the demand which already exists? Other good and profitable lines which are in daily use are:—**Oatmeal Skin, Rosebath** and our old reliable **Queen's Laundry Bar**.

They are good soaps to sell.

ALBERT SOAPS, LIMITED

MONTREAL

**Lytle's
Mince
Meat
for the
holidays**

Grocers can hardly do without so good a holiday staple.

At the Christmas and New Year's season Mince Meat is staple as sugar.

- The quality that gives satisfaction,
- pleases your best customers. In
- small and large packages.

The T. A. LYTLE CO., Limited

124-128 RICHMOND ST. WEST
TORONTO, Can.

APPLES ARE SCARCE!

We will only have a limited quantity of "gallons" to offer and canners generally will hardly fill their orders this year.

This means a large demand for **Pumpkin** "threes," in which we can offer the trade a sample of the **pure thing** that is bound to give satisfaction to the consumer.

Order Now—Do not leave till too late.

Yours truly,

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont.

8 WELLINGTON ST. EAST, TORONTO - CANADA

Autumn Leaf Brand Canned Goods

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

THE FRANKFORD CANNING AND PACKING CO.,

Independent Packers

FRANKFORD, ONT.

LIMITED
A. H. ALLEN,
Manager



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

Oakey's The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited
 Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street MONTREAL.

THE PEOPLE OF **JAMAICA**

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.



AFTER SIXTY YEARS

A New Form of **COX'S GELATINE** is

COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

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

BOOKS FOR BUSINESS MEN

Business Short Cuts

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

Contains much valuable information on:

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

\$1.00 Post Paid

Manufacturing Cost

By H. L. C. Hall

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

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

Price, \$3.00 Post Paid

Thorne's Twentieth Century Book-keeping and Business Practice

By W. W. Thorne

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

The Index

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

Some Subjects Treated

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

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

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

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

The MacLean Publishing Co. Toronto Montreal Winnipeg
 Limited

PORK AND BEANS

3 lb., plain and in Tomato Sauce. Last year the supply fell short. This year we will double the pack. There are no other brands just as good as

QUEEN BRAND

whether the comparison be made with our Pork and Beans, Corn, Peas, Beans, Catsup, Raspberry Pulp, Pumpkin, etc.

QUEEN BRAND goods are the equal of any others in appearance and the superior of all others in quality.

HAVE YOU ORDERED YET?

Belleville Canning Co., Belleville, Ont.

The best way to court failure is not to strive for success.

CEYLON Tea Talks

No. 1

Are you alive to your responsibilities

Your whole success depends upon your being awake.

Your customers look to you for advice.

They have really very little knowledge of the many things they purchase.

Greater need therefore for you to be fully awake and instructed.

You are the local authority.

Tea is the Grocer's great staple.

TEA is the all important item on your list. What do you know about it?

Many dealers buy hurriedly and do not give to TEA the discrimination it should have.

If your customer asked for information—a little beyond the ordinary—could you give it?

We will give you a few pointers :

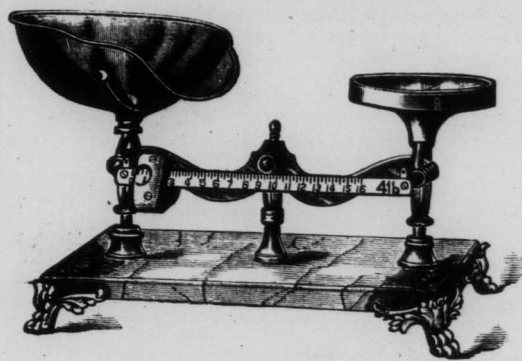
First and Foremost stands the fact that,

Ceylon Tea—(Green and Black) is the Tea—the only Tea—upon which you should rely for reputation.

It gives uniform results, and is a perfect "self tea" requiring no blending with other growths to complete its virtue.

(To be continued)

CEYLON TEA (Both Green and Black) the 20th Century Tea



Scales Brass Scoops
Steel Scoops Candy Show Pans
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites Paper Julep Straws
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue

440 and 442 Yonge St., TORONTO

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FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. **R. C. HALL & CO.** MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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

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

A. G. DOUGHTY & CO. Head Office, 20 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.

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
 We handle consignments of **CANADIAN MEATS, CHEESE AND BUTTER.**
 We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

This space \$30 per year.

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.

GRIFFIN & CULVERWELL, Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. **WRITE US.** 139 REDCLIFFE ST., BRISTOL, ENG.

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

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A. E. SOWERBUTTS & CO. PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield

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

E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

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

This space \$15 per year

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

GEO. R. MEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - - - ENGLAND. European representatives and distributors, Earl Fruit Co., California, U.S.A.

SPECIALTIES, FRESH, DRIED and CANNED FRUITS T.A. Emulate. Codes, A.B.C. and Lieber's.

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 Lieber's Codes. T. A. "Boyd."

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

Salter & Stokes 20 King St. W. Smithfield, London, Eng
 226-7 Central Market, E.C.

IMPORTERS OF CANADIAN CHEESE, BUTTER, EGGS AND POULTRY. Reference, London City and Midland Bank, West Smithfield We buy outright

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

Advice regarding processes of manufacture and technical applications of chemistry.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



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. BEAUCHMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

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.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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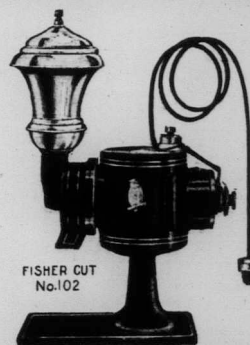
THOS. C. IRVING, Gen. Man. Western Canada Toronto.

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

THE AUER GASOLINE LAMP
GIVES 100 CANDLE POWER at a cost of 7c. a week.
Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.

AUER LIGHT CO., Sole Makers. **MONTREAL**

ELECTRIC POWER COFFEE MILLS



FISHER CUT No.102

This cut shows one of the designs we are making.

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

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

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

“WALKER BINS”

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario



The season is approaching when the demand for warm and cheering drinks is steady and regular.

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

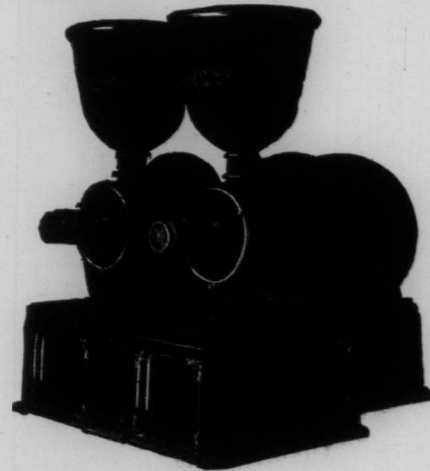
Shows the grocer a handsome profit. Write for particulars and sample.

Mokara Mills
21, 23, 25 Gosford Street, - - MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders
Pulverizing and Granulating



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

Our Grinders
Wear Longest

No. 65
Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.
GRINDING CAPACITY.

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

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

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

Store System

Published in the interest of Storekeepers everywhere. It's good for a little store like the one at Coalton Ohio and for others

Vol 1 NOVEMBER 1905 No 1

In This Number

- Store Arrangement
- Practical Bookkeeping
- Not More Help, but System
- System in Jewelry Stores
- System in Photograph Gallery
- Focus Your Ability
- Etc.

System enables saving of minutes and of doing needless things

We will send this booklet to any retailer who will send a two-cent stamp

Please cut off here and mail to us today

National Cash Register Co.
Dayton Ohio

Name

Address

Business

PARADISE AND HAYCASTLE CURRANTS

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

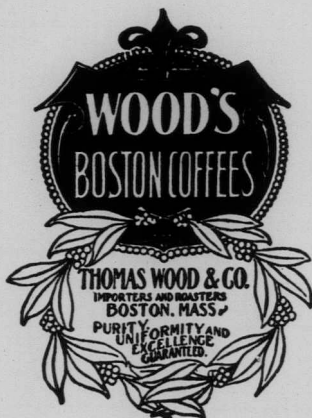
You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

REASONS WHY.



They are strictly pure.
 They are delicately blended
 They are skilfully and scientifically roasted.
 They have an added value of their own from the originality of our combinations.

These are a few among many reasons why the worth of

WOOD'S COFFEES

is so widely recognized.—why their popularity steadily increases.

CANADIAN FACTORY AND SALESROOM

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

A CLEAR PROFIT OF 30%

This is what the Retail Dealer makes by selling Reindeer Condensed Milk and Jersey Sterilized Cream.



Sweetened



Unsweetened

THIS PAYS

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

DATES

Hallowee, Sair
Fard

New Fruit
Lowest Prices

Warren Bros. & Co.

Wholesale Grocers
Toronto

PURE FOOD SHOW AT MONTREAL

THE inaugural opening of W. H. Seroggie Co., Limited, Montreal, was more than merely an event in the history of one of Canada's leading departmental stores. Aside from the fact that the 22nd and 23rd November are red-letter days in the history of this enterprising Montreal firm, in that it marked the completion of the enlarged premises and another step forward in the direction of public confidence in the company as up-to-date purveyors, the occasion was one that did much to introduce the consuming public to one of the best conducted and managed "Pure Food Exhibitions" held in Canada. It is with this feature of the inaugural that The Grocer purposes briefly to deal, feeling that the interests of dealers in pure foods and grocery products will be conserved.

Before referring to the various exhibits mention may be made of the general scheme of decoration and arrangement of the building, store and flats. The exterior of the great building, which covers the block on St. Catherine street, between University and Victoria avenues, was covered with a net work of electrical illuminations in various colored lights, the dome in the centre bearing the store's motto, "The Store of Satisfaction," in a large framework of electric lights, and the thousands of lights made a brilliant display and advertisement during the evening hours.

The interior of the store was decorated with flags and variegated bunting, while the aisles on every floor were bordered with graceful palms and flowers. Two orchestras of eight pieces each discoursed music during the hours of business, which had for the occasion been extended to 10 o'clock in the evening.

Tobler's Chocolate.

On the main floor, in the centre, the Tobler's chocolate booth was the first attractive display of interest to grocers and confectioners. This booth was tastefully arranged, and the salesladies were kept busy declaiming on the merits of these Swiss confections and attending to sales.

At the western entrance Chase & Sanborn's Seal brand coffees were served to visitors, and the crowds were always large around the tastefully arranged booth, the association of the firm's name with coffee guaranteeing satisfaction to visitors.

John Taylor & Co., Limited.

At the eastern entrance, opposite the elevator, was what The Grocer judged one of the finest and best arranged booths in the building. This was the display of John Taylor & Co., Toronto, of Violet Toilet Water and Infants' Delight Soap and Perfumes, special prominence being given to the Infants' Delight Soap. The booth was draped in violet and white, bordered with bunches

of violets, and the effect was strikingly beautiful and in thorough keeping with the lines shown. This booth was designed, arranged and under the supervision of Mr. McL. Brophy, Montreal and Quebec representative, and who, as a soap salesman, has more than a local reputation.

Lever Bros., Limited.

On the second floor the display of Lever Bros., Limited, Sunlight, Lifebuoy, and other specialties in the toilet and laundry soap line, occupied the largest booth, and a staff of salesmen and ladies were busy catering to the visitors and distributing pamphlets and samples to patrons.

Sovereign Mfg. Co., Limited.

The display of the Sovereign Mfg. Co. of perfumes and toilet soaps on the ground floor, though not as large as some of the others, was attractive and interesting, and the company's lines tastefully displayed.

The Cowan Co., Limited.

On the third floor the Cowan Co., Limited, booth was the centre of much attraction and custom, and Mr. Ed. Cowan, the eastern representative, personally saw to the effective work of his assistants, and as the display was next to the lunch room, was situated most advantageously from an advertising point of view. Cowan's Cocoa was served to the guests at the restaurant.

Shredded Wheat.

A feature of the restaurant, other than the tastefully arranged tables, palms and flowers, and the excellent menu served luncheon, was the souvenir menu card provided by the Natural Pure Food Co., Niagara Falls, N.Y. This card was a most artistic and handsome card in lithographed colors, and embossed, showing on its front cover the well-known Shredded Wheat and Triscuit preparations, and a view of the immense factory on the back cover. The menu itself was a dainty one, consisting of:

Shredded Whole Wheat Biscuit with
Cream
Creamed Smoked Beef on S.W. Toast
Olives Pickles
MacLaren's Cheese
Buttered Toasted Triscuit
S.W. Sliced Peaches and Cream
Stratheona Coffee served with Jersey
Cream
Stratheona 5 O'clock Tea,
Served with Jersey Cream
Cowan's Cocoa, served with Jersey
Cream

As an advertisement this menu was in keeping with this company's up-to-date ideas. Besides the attention paid to guests of the restaurant the Shredded Wheat was also in evidence at a stand

by the main stairway, where numerous orders were left by visitors, as was shown The Grocer representative.

The basement, however, was the Mecca of the public. Here, where the grocery department is located, a veritable "Kirmess" was in progress, a "Kirmess," however, only of food products. The grocery department of W. H. Seroggie Co., Limited, is one of the features of the great establishment, taking up as it does the greater portion of the west and south ends of the basement. Under the general supervision of Mr. Geo. Lloyd, manager of the department, two aisles were arranged in the form of an L, and here the exhibitors' booths were placed.

Frontenac Cereal Co.

The first booth was occupied by the Frontenac Cereal Co., Limited, Kingston, Ont., where Orange Meat, that well-known breakfast food, was served. The display was a most creditable one, and was in charge of Mr. Lyndon and a staff of assistants, who were kept more than busy in catering.

Truro Condensed Milk.

The second booth was devoted to the Truro Condensed Milk & Canning Co.'s, Limited, Truro, N.S., Jersey Cream and Condensed Milk, and under the charge of Mr. H. Woodley an active educational campaign, tending to the use of sterilized milk products, was conducted. Reindeer Condensed Coffee and Cocoa were also demonstrated.

Canada Flakes.

The Peterborough Cereal Co.'s, Peterborough, Ont., Canada Flakes, a breakfast food known to all grocers, was in charge of their local agent, Mr. W. S. Silcocks, and a good patronage was accorded this line. The booth was well arranged, and banked by hundreds of packages of Canada Flakes.

Beta Pie Filler.

The next exhibit in line was that of the Beta Pie Filler, of the Neilson-Robinson Chemical Co., Limited, Peterborough, Ont. This company occupied two very strikingly designed and well-decorated booths, in one of which samples of their Beta Pie Filling were distributed to visitors. In the other pieces of pie prepared with the filling were served out. This Beta Pie Filling, as explained by Mr. J. S. Hulett, of the company, who was present in person, and the young lady assistants, is made entirely of true fruit and vegetable products, and it put up in such convenient form that piles of the different flavors—lemon, chocolate, cherry and maple cream—can be prepared by any housewife in three minutes. As explained by Mr. Hulett to The Grocer representative, there are no chemicals used in the preparation of the Beta Pie Filling, and

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

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

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

it is an article that will commend itself to every housewife. Since its introduction on the market it has met with the greatest success. Mr. Hulett's success in demonstrating the qualities of the article at the Toronto Exhibition has spread the fame of the Beta Pie Filler abroad, and the W. H. Scroggie Co.'s exhibition will undoubtedly secure an increased demand in this city and district.

Kkovah Specialties.

Next in order was Sutcliffe & Bingham, Limited, Manchester, Eng., who, in a purple and white booth, demonstrated the qualities of Kkovah table jellies, blanc mange, powders, and plum puddings. Mr. Bradwell, of the Montreal agency, was assiduous in his attentions and demonstrations, assisted by a competent staff of demonstrators. This booth was one of the most popular in the exhibit, and to The Grocer Mr. Bradwell stated that over 6,000 servings had been made on the first day, and many orders taken.

Bovril.

The exhibit of Bovril, Limited, under the supervision of Mr. D. F. Henderson, was located in a position on the corner of the L, and from an advertising point of view most aptly located. The demonstrations of Bovril in its various forms were an object lesson to many a housewife, and no doubt good ideas were carried away. Pamphlets and recipes of value were distributed judiciously.

St. Charles Condensed Milk.

The end exhibit, and in a measure one of the most effective, was that of the St. Charles Condensing Co., Limited, Ingersoll, Ont. In this booth, arranged by Mr. W. H. Halford, of S. H. Ewing & Sons, the Montreal agents, the St. Charles Evaporated Cream was served, and the young ladies in charge were more than busy in actively demonstrating the qualities of the goods. As enthusiastic and hard working demonstrators, this booth's attendants were hard to excel, and the numerous sales effected showed the appreciation of the visitors to the booth.

Taking the entire Pure Food Fair as an advertising medium, the results must be beneficial for not only the W. H. Scroggie Co., Limited, but every exhibitor and participant. It would be uncomplimentary to close the report of

the Fair without according due praise to the heads of the firm, but in the grocery line, a field of direct interest to our readers, a special need of praise must be accorded Mr. Geo. Lloyd, than whom no better posted, energetic and experienced grocer ever donned an apron or managed a department—and his whole energies were thrown into making this Pure Food Show the success it undoubtedly was.

In the opinion of The Grocer such exhibits as the above should be encouraged, and if properly conducted will be of undoubted value to manufacturers, jobbers, and retail grocers alike.

BUSINESS CHANGES.

WILLIAM C. CUMMING, general merchant, Doaktown, N.B., has assigned, offering 40 per cent. compromise.

C. J. McFall, miller, Winkler, Man., has sold out.

J. M. Percy, grocer, Toronto, Ont., has sold out.

L. Cain, general merchant, Pontypool, Ont., has sold stock.

S. Tremblay, general merchant, St. Simon, Que., assets sold.

Alfred Gauthier, general merchant, Labelle, Que., assets sold.

John Vaux, grocer, Montreal, Que., Alex. Desmarreau, curator.

E. T. Woolley, confectioner, Montreal, Que., effects sold by bailiff.

J. W. David, grocer, Montreal (St. Louis), Que., has sold out.

Nap. St. Amour has been appointed curator to Alphonse Olivier.

A. Rutherford, baker and confectioner, Holland, Man., has sold out.

W. T. Stenberg, grocer, London, Ont., has sold out to John Diprose.

Mrs. Annie Magee, grocer, Winnipeg, Man., has sold to Wm. Magee.

J. J. Burton, grocer, Toronto, Ont., has sold out to H. J. Brown.

Henry John Johnston has registered as tobacconist, Montreal, Que.

The American Hotel Supply Co., Montreal, Que., has dissolved.

Pokorny & Bolitho, confectioners, Rossland, B.C., have dissolved.

J. N. Beaubien, general merchant, Lorrainville, Que., has assigned.

L. H. Compton, general merchant and

millier, Headlingly, Man., has sold general store to Black & Frances.

Nap. Gagnon, general merchant, St. Flavie Station, Que., assets sold.

Montreal Flour Mills Co., Montreal, Que., have dissolved partnership.

A. Jean & Frere, grocers, Montreal, Que., have dissolved partnership.

Zoel Pellerin, general merchant, Bromptonville, Que., has assigned.

J. A. Maher, general merchant, St. Simon, Que., A. Lamarche, curator.

D. Zilli, confectioner, Winnipeg, Man., has been succeeded by S. Cossavella.

The Canadian Universal Stores Co., Limited, Montreal, Que., incorporated.

O. Bellevance (estate of), general merchant, Letellier, Man., has sold stock.

Hartney Fruit & Confectionery Co., Hartney, Man., retiring from business.

Columbia Coffee Co., Windsor, Ont., has dissolved. W. R. Klophet continues.

Chas. Duncan, grocer, Winnipeg, Man., has been succeeded by Duncan & Ruddy.

J. Howard Rankin, general merchant, Wood Bay, Man., is giving up business.

McLennan & Diamond, general merchants, Camborne, B.C., have dissolved.

T. T. Watson, general merchant, Corbetton, Ont., has been succeeded by C. Ebel.

Coxall & Co., grocers and hardware merchants, Colborne, Ont., have sold stock.

H. R. Thompson, general merchant, French Village, Que., has consented to assign.

Robert T. McCready, cheese factory, Salisbury, N.B., has sold to A. E. Brown.

Simard & Frere, general merchants, Normandin, Que., are offering to compromise.

Emery Lalonde, general merchant, The Brook, Ont., has been succeeded by — Lalonde.

J. J. Leaman, baker and confectioner, Gladstone, Man., is offering 50 cents on the dollar.

Sinclair & Shane, general merchants, Wakopa, Man., have sold to Marquis & McCullough.

Samson & Lefebvre, grocers, Montreal (St. Henry), Que., meeting of creditors December 4.

Thompson Bros., wholesale provision merchants, Toronto, Ont., have retired from business.

Christmas Cheer

BARBADOS SYRUP

In half barrels and tins.

No. 1 MACKEREL—Kips and half barrels.

CHRISTMAS STOCKINGS

BETA PIE FILLER

MIDGET BEANS

In tins. Finest ever put up in Canada.

ALPHABETICAL MACARONI

CANTON GINGER

C. & B. GINGER CHIPS

We have a full line of Christmas Goods. Write or Phone us

LUCAS, STEELE & BRISTOL, - Hamilton

IN STORE

NEW GRENOBLE WALNUTS,

NEW FARD DATES,

**NEW CLOVER LEAF SALMON (Tall
and Flat),**

NEW MAPLE LEAF SALMON.

Our travellers have all particulars. If they don't call on you,
write us.

James Turner & Co., Hamilton

OLIVE OIL

SUAUT & CO.

You cannot be too careful in the selection of your *Oil*

First Consider **PURITY**

Second Decide for **PURITY**

Third Order **SUAUT & Co.'s** and you will get **PURE OLIVE OIL**

Suaut & Co. grow their own Olives at **Barri, Lucoa and Nice.** Agencies in 150 of the largest cities in the world.

Write for prices to **J. RUSSELL MURRAY, 6 St. Sacramento St., Montreal,** exclusive agent for Canada.

NEW ALMOND NUTS

Tarragona Soft Shell, in 110-lb. bags
Shelled, in 28-lb. boxes

PRICES RIGHT

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

True Value of Cheese Cure

It Dissipates Hunger, but
not Disease.

"I have had much experience in curing cheese, but none of the value of cheese for curing anything else but hunger. For this, however, it is a very efficient remedy."

In these words, Dr. Francis Bond, M.D., medical officer of health for the Gloucester district, summed up his opinion to a London Express representative on the much discussed question of cheese being a cure for disease.

Dr. Bond is probably one of the greatest authorities in England on this subject, as he was the founder, and for some years honorary director, under the county council, of the Gloucester Dairy School, the first school in the country in which cheesemaking was scientifically taught.

"The cheese is no use, so far as my experience goes," continued Dr. Bond, "to cure disease, as an article of diet there is no other food which contains so much nutriment. Meat—even the best sirloin or rump steak—cannot compare in nutritive qualities with an equal weight of well-made, whole-milk cheese.

"If practising doctors would only give their patients who need abundant nutrition cheeses instead of delusive patent foods, they would find that they would put on flesh in half the time. The fact is that cheese is such a concentrated nutriment that, in eating it, there is great danger lest one should eat too much.

"The remedy for this evil is to 'dilute' a small quantity of cheese with a large quantity of some farinaceous foodstuff, such as bread, or, better still, biscuits or toast, which by stimulating the flow of saliva, facilitates mastication and promotes digestion.

"All pressed cheeses, such as the ordinary American, Cheddar, Dutch, Gruyere, and others of the same type, are indigestible, tho' very satisfying to a robust stomach.

"All moulded cheeses, such as Stilton, Roquefort and Gorgonzola, are very indigestible in their ripe stage. The green moulds which characterize them effect changes in the constituents of the cheese, especially in the fatty matter, which create products of a highly sapid nature, and act very prejudicially on digestion.

"But, if cheese of this type can be obtained in its half-ripened condition, when the curd has been thoroly peptonized by the curing process, it is not only one of the most nutritious, but also one of the most digestible of foods."

The food value of cheese is also summed up in the following statement by Otto Helmer, the famous analytical chemist and food expert—"A proper mixture of **SOFT RIPE CHEESE** and bread and water contain everything which a human being requires in the way of food. Weight for weight, it is at least twice as nourishing as good meat, while it is far easier to eat too much meat than too much cheese.

In view of the character and quality of our product, Prof. Helmer's remarks simply mean that MacLaren's Imperial Cheese and bread and water, contain everything which a human being requires in the way of food.

Nothing Better

A. F. MacLAREN IMPERIAL CHEESE CO.

Limited

TORONTO, ONTARIO.

Lea Goldberg has registered under the style of L. Goldberg & Co., grocers, Montreal, Que.

Benjamin A. Dusang, general merchant, Fesserton, Ont., has assigned to Henry Lovering.

R. Lakeman, general merchant, Compton, Que., has assigned to J. P. Royer, Sherbrooke, Que.

A. T. Porter Importing Co., manufacturers' agents, Montreal, Que., have dissolved partnership.

J. A. Roy, general merchant, St. Cyrille de Wendover, Que., meeting of creditors December 6.

George Wait & Co., com. produce, Montreal, Que., have dissolved. Mrs. James Wait registered.

George W. Carleton, grocer, Sussex, N.B. Stock was to have been sold by tender on the 30th inst.

Gustafson & Co., grocer, Winnipeg, Man., have been succeeded by Gustafson, Jones Co., Limited.

B. A. Dusang, general merchant, Fesserton, Ont. Meeting of creditors is to take place on December 1.

Jordan Bros., general merchants, Holstein, Ont., were to have sold stock by auction on the 30th inst.

Lindsay, Ware & Co. and McLennan & Diamond, Camborne, B.C., general stores, have amalgamated.

J. F. Bellevance, grocer, Rimouski, Que., has assigned. Lafaire & Tasher-eau, provisional guardians.

Mrs. J. B. Laplante has registered under the style of J. B. Laplante & Co., tobacconists, Montreal, Que.

M. J. Lavoie, general merchant, St. Anaclet, Que., has assigned to V. E. Paradis, provisional guardian.

K. Jarvis and S. Adams, fruit dealers, Ottawa, Ont., have dissolved partnership, each continuing alone.

Damase Labonte, general merchant, Chartierville, Que., real estate was to have been sold on the 30th inst.

The Canadian Preserved Butter Co., Limited, Montreal and St. Johns. Petition for winding-up order made.

Med. Sansregret, general merchant and miller, St. Paul D'Industrie, Que., absentee, meeting of creditors held.

C. F. Fortune, flour and feed merchant, Vancouver, B.C., has been succeeded by G. A. Neelands & Co.

Wm. Hollingshead, baker and confectioner, High River, Alta., has been succeeded by Hollingshead & McDougall.



UPTON'S

Jams,

Jellies

and

Orange

Marmalade

are
the best.

We are Wholesale Agents for

PETERS

The Original Swiss Milk Chocolate

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Mongeau & Frere, grocers and butchers, Montreal (St. Henri), Que., have dissolved. Joseph Mongeau registered.

V. Brosseau & Co., grocers, Montreal, Que., have assigned, meeting of creditors was to have been on the 30th inst.

A. B. Gill (estate of), general merchant, Grand View, Man. Stock was to have been sold by auction on the 30th inst.

Elzear Fortier & Co., aerated waters, Quebec, Que., have dissolved partnership. Business continued by Elzear Fortier.

McCuaig Auction & Commission Co., Limited, Vancouver, B.C., general merchants, offering general store business for sale.

Theodule Huet and Appolinaire Girard have registered under the style of Huet & Girard, general merchants, Ste. Julie (Vercheres), Que.

James McLeod and Cantels Blachford have registered under the style of McLeod & Blachford, hay and grain merchants, Montreal, Que.

Claudon & Co., wine and liquor merchants, Montreal, Que., have dissolved partnership. Henri Claudon and Joseph Eugene Costin registered.

F. Lafortune, general merchant, St. Remi D'Amherst, Que. H. Lamarre, curator. Meeting of creditors was to have been on the 27th inst.

J. J. Hadley, general merchant, Hadlington, Ont., has assigned to N. L. Martin, Toronto. Meeting of creditors was to have been on the 28th inst.

The grocery business on Dundas street, Woodstock, Ont., conducted for some years by P. Ulman, has been sold to E. Thurlow & Co., who have taken possession.

Alexander Ledgerwood, general merchant, Eden Grove, Ont., has assigned to C. B. Armstrong, London, Ont. Meeting of creditors was to have been on the 29th inst., and auction sale on the 30th inst.

MR. J. J. SHALLCROSS AND B. C. TRADE PROSPECTS.

MR. J. J. SHALLCROSS, of Shallcross, Macaulay & Co., Victoria and Vancouver, B.C., was a caller at the Montreal offices of The Canadian Grocer this week. Mr. Shallcross, in an interview with the representative of The Grocer, reports the conditions of trade in B. C. as most satisfactory. One of the features touched upon in the interview was the cultivation of hops. In the opinion of Mr. Shallcross, and other competent judges, these B. C. hops have proved themselves to be of the very highest quality, and, if properly cultivated and the industry expanded, will prove a strong competitor to even the very finest Golden Kent hops. A sample shipment made to a prominent British brewer elicited the remark that they were, in his opinion, equal to the finest Kentish hops. The fishing industry of B. C., as reported by Mr. Shallcross, was also most satisfactory, and no doubt with proper exploitation the B. C. herring fisheries will

prove a big factor in Canadian trade. Mr. Shallcross reported that there was a splendid opening in the west for all goods of high character and quality, and it was not so much a question of price as of satisfactory goods that would leave a good market for all eastern business. Mr. Shallcross returned west last Monday.

A NEW BAKING POWDER.

The American Pure Food Co., Montreal, have placed upon the market an "Anti-Dyspeptic" baking powder, which, according to all reports, is meeting with most satisfactory success in the trade. The manufacturers, since placing it upon the market, report that the new feature embodied in this baking powder is meeting with good acceptance by dealers and consumers. They will be pleased to mail samples on application. This product, which is put up in 3 oz., quarter pound, half pound and one pound tins, should prove a good seller with all the grocery trade.

SOAP FACTORY FOR BERLIN.

There is a probability of a soap factory being established at Berlin. Promoters are now going over the ground with a view to forming a company for that purpose.

If you can't do a thing right—why, don't do it at all. Whatever is worth doing is worth doing well.

Tartan
BRAND

To tone up your trade for the holidays, order some **Tartan Brand** canned goods and groceries. It will make your store attractive and bring you lots of trade.

Also order a pail of Wagstaff's Old English Mince Meat.

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

THE PROPAGATION OF SALMON

SOME INTERESTING FACTS

(Continued from our issue of Nov. 17.)

S EIZING the fish by the tail he places her head under his left arm and expresses the eggs by a firm pressure of his hand down the abdomen. The eggs go out into the pan much as shot into a bucket, all being free. After the eggs of two or three females are expressed the pan is taken by a second man who carries it to the workman who is handling the males.

After the milt of the male has been deposited in the same pan, water is added and the eggs are moved gently by hand or by a feather, after which the surplus milt is washed off and the eggs placed in a large pail, in which they are removed to the hatchery.

After taking the eggs from the female she is thrown into a pen where she dies. The male is thrown into the pool and used over again when necessary. If the female is ripe all her eggs are taken at a single operation.

The Indian women living near the hatchery secure the used fish for curing, but this year operations were carried on on such an extensive scale that only a small portion could be used. The balance were then taken in wagons some miles to the lower end of Cayuse Creek, where they were dumped in and carried down the Fraser.

Doing Nature's Work.

After reaching the building the spawn is taken out of the buckets by means of a large dipper. Here care must be exercised, not so much in the matter of avoiding injuring the eggs, as in making a proper record of the number taken. This is done in the following manner: A record is kept of the number of dippers, and all in excess of even dippers full are measured in liquid ounces. In every liquid ounce there are one hundred and ninety sockeye eggs. Consequently when it is known that a dipper holds, say, ten ounces, it is not a difficult task to arrive at the number of eggs it contains. Care, however, is taken to count continuously a four ounce liquid measure full of eggs, for the number to the ounce varies slightly, and an accurate tally is wanted. Unless a close watch is kept the deductions made, and extending over perhaps two months, might be very misleading. For instance at Baker Lake at the head of Skagit River in Washington there have been seasons where there was only 172 or 176 sockeye eggs to the liquid ounce, while at Seton Lake in 1903 and in 1904 212 to the ounce was repeatedly counted.

A curious and unexplained fact in connection with these eggs is their variable size. The same female will deliver eggs of the normal proportions and at the same time furnish eggs little more than half the size of the regular egg.

These prove, however, to be as virile as the larger ones, and once hatched they rapidly overhaul their bigger brothers and sisters and by the time they are ready to go down to the sea there

is no appreciable difference in their proportions.

Now comes the fascinating stage in the industry, for from the time the eggs are deposited in the hatching pans till they reach the free swimming stage they are under constant supervision. Daily the attendants make their rounds watching that the flow of water is correct, and that the temperature and other conditions are favorable. Here and there an egg will be seen to be turning white. This means that it is dead and it has to be removed. There is also the empty egg which gives no such indication of its uselessness and which may be in the pans for a month before its presence is detected.

For seven or eight hours no trace of development in the egg is noticeable. By that time a cell has formed and these again subdivide, so that in fifteen hours sixteen of these cells have developed and in a day a spherical mass like a berry has resulted. In less than a week the cells begin spreading over the yolk and soon the embryo forms a disc an eighth of an inch across. A minute rounded lump, the beginning of the future fish's body, extends across the middle of the disc like a ridge. This ridge evolves into a spinal cord and at one end a hollow forms to accommodate the wonderful brain of the sockeye. The eyes follow, and later gills, mouth, and stomach. In twenty days all the organs are in place and from that time till the fifteenth day they develop and expand.

After the egg hatches out it is termed an alevin. It is the almost transparent body of a fish attached to the yoke of an egg. The salmon egg, like the hen's egg, may be said to have two shells—an outer and an inner. The little salmon, like the little chicken, develops in the white of the egg, but unlike the little chicken, the salmon breaks the outer shell as soon as the body is formed between the outer and inner shell, and he issues from the egg attached to the yoke. As the little fish grows he gradually absorbs the yoke, the food sac. As he absorbs this he issues from his prison, and becomes a free swimming fish, known as fry. He is then for the first time master of his own movements.

A Piscatorial Nursery.

Our salmon is now ready for the kindergarten, and Commissioner Babcock thinks that at Seton Lake he has the finest system of nursery pools to be found in connection with any hatchery in the world. For this purpose he employed means which nature had placed at his hand, using the bed of Lake Creek, a fine stream of water, for that purpose. He selected a stretch of the stream about 1,500 feet long, and damming the upper end allowed the branch to exhaust itself. He then went carefully over the creek bed to make sure that in the little pools were no predacious fish. Sculpins, charr and burbot are the enemies of the infant salmon,

and good care was taken that none of these remained. Having freed the ground of these enemies the commissioner went over the bed cross ribbing it with rocks to equalize the current, give necessary depth and furnish division walls so that the fry would not crowd together in the quieter pools and possibly smother one another. This done a dam was built at the lower end of the basin, then the full head of water was turned on through a fine screen so that water and water only was permitted to pass through.

Into this delightful preserve, absolutely relieved of all his aquatic foes, the budding sockeye is turned. Not only is he relieved from anxiety so far as his water foes are concerned, but a man patrols the bank to keep away the loons, ospreys and numerous water fowl who dearly love a feast of the tender and succulent fry. After he has learned to swim, to seek nourishment, and otherwise learned the rules of the road from the salmon standpoint, the fry is turned out into his natural element, thenceforward to take his chances from sheldrake, Dolly Varden, or vulgar net, and ultimately to render return for all this care by being encased in a small can with a brilliant label upon it bearing the words "Fraser River Salmon."

Results of the Season.

Such was the character of the work done this Summer at Seton Lake. The results of it can be briefly summed up. Where last year not more than five million eggs were taken there were obtained this year no less than 45,000,000. This was on the 18th of October, and they have been fishing every alternate forenoon there since, largely for the purpose of getting Spring salmon.

Of the number mentioned 44,000,000 were sockeye and 640,000 Spring salmon. This number was taken at the Seton Lake hatchery, but the figures do not include those taken at the Dominion Government station, which up to the same date were as follows: Borkenhead, 24,500,000 sockeye; Shuswap, 11,500,000 sockeye; Morris Creek, 6,000,000, and still fishing.

What proportion of these eggs live? The commissioner estimates that at least ninety per cent. will mature, which means that if fishing had terminated on the 18th of October there would have been insured for the run of 1909 from artificial means of propagation alone nearly eighty million salmon.

The above figures take no account of the millions which will spawn in the natural way, and while it is remembered that at Seton Lake the workmen treated about 18,000 females and 36,000 males, they estimate that at least a quarter of a million fish passed on to their own spawning grounds above. It is calculated that ten per cent. of the spawn deposited on the seeding grounds will mature, so that allowing that half of the fish that passed up were females

and that each deposited three thousand eggs there should be a return from that source alone of 37,500,000.

Experience has shown how wasteful the natural methods are, just as the natural methods of reproducing cereal crops are extravagant and disappointing. Where a return of ninety per cent. can be depended upon from the hatchery only ten per cent. is the rule from natural methods. In clearing the branch of Lake Creek the workmen found on the rocks and in other places the spawn of the humpback salmon in liberal quantities. Not five per cent. of it, however, was fertilized. Then the predatory fishes which follow the salmon devour the eggs, the alevin and the fry with equal avidity. The result is a wastefulness which will have to be overcome if salmon fishing is to remain a commercial proposition.

Habits of the Young Salmon.

Observation by the officers of the department seem to indicate that the majority of the fry remain in the waters contiguous to the breeding grounds until they are a year old. Their movements seaward began in April and continued throughout May. They traveled in compact schools, preferring to navigate at night and in murky waters, as these probably gave them more immunity from the enemies mentioned in a preceding paragraph. On the riffles, and in swift water they head up stream and allow themselves to be drawn downward in this manner. They probably traveled at the rate of ten or fifteen miles a day. Thus they find their way to the sea. What their movements are thenceforward until four years later they instinctively struggle back to the spawning grounds, has never yet been explained.

BUSINESS NOTES.

JOHAN J. BURTON, of 470 Yonge street, Toronto, grocer and produce dealer, formerly of 538 Manning avenue, has sold out to Harry Brown, late of Brown Bros., corner Denison and Queen.

Alfred Parent, grocer, Pike Creek, Ont., has sustained loss by fire.

The Standard Bank of Canada are opening a branch in Bloomfield, Ont.

A. W. Carscadden, baker and confectioner, Barrie, Ont., has been burnt out.

Robert H. Warden, president of the Metropolitan Bank, Toronto, Ont., is dead.

Earle Mfg. Co., grocers' sundries, Montreal, Que., have been burnt out; insured.

Lajeunesse & Duclos, provision merchants, Montreal, had stock damaged by water and smoke; insured.

The report circulated from Winnipeg that Swift & Co., Chicago, would establish a branch here, is denied by the head office of the firm.

H. P. Nasmith, formerly of the Moyune Tea Co., Toronto, has severed all connection with that company and has no further interest therein.

John Diprose, corner Dundas and Rideout streets, London, Ont., has bought the stock of W. T. Stenburg, corner Wellington and Dundas streets, and will conduct business in both stores.

Your best chance for XMAS buying

Is right NOW while our stocks are complete and before the assortments are broken.

JUST PASSED INTO STOCK—A shipment of **PEEK, FREAN & CO'S BISCUITS**

which includes some new seasonable novelties.

Send in your orders for

"ANCHOR" and
"NONPAREIL" brands

**NEW
CALIFORNIA
SEEDED RAISINS**

We have just passed a carload into stock. Prices low.

IN STORE—

NEW—

Get our
Quotations.

**FARD DATES
MARBOT WALNUTS
GRENOBLE WALNUTS
TARRAGONA ALMONDS**

Don't forget,

we have the best values in the trade in

MALAGA RAISINS

22-lb. Boxes and Quarters.

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

J. D. Frier, manager of the Maritime Dairy Co., Limited, Sussex, has been at Salisbury lately and it is rumored that his company have taken over the cheese factory lately operated by Robert McCready. It is stated that the factory will in future be operated as a creamery and cream gathering plant. The Maritime Dairy Co. at present operate twenty-two butter and cheese factories in the Maritime Provinces and are steadily enlarging their business.

Ed. Meckling has commenced the erection of a store building (16x32) on the lot he recently purchased from J. F. Bargaen, just west of the Union Hotel, Winnipeg. As soon as it is completed he intends putting in a full stock of groceries, confectionery, etc. Mr. Meckling

has been clerking for D. C. Peters, general merchant, for quite a number of years, and his popularity with the people of the town and district will assure him success in his new enterprise.

The flour and grist mills of P. R. Hoover & Sons of Green River were destroyed by fire recently. The fire broke out in the third storey shortly after 2 o'clock and was well under way before being discovered. Nothing was saved except the firm's books and papers. The loss is \$12,000, partly covered by insurance of \$5,000. A quantity of grain and flour was destroyed. The mill was a landmark, having been doing business for forty years. Messrs. Alfred and William Hoover are the present proprietors.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

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

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

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

TELEPHONE M 3960

Fresh Pork Sausage

You cannot talk too much about a good thing. That is why we talk so much about Sausage. It is good. We say so, our customers say so and you will say so. If you would like a sample shipment, say so. We will be only too pleased to send it.

F. W. FEARMAN CO.,
HAMILTON LIMITED

Handle only the Best!



is the Standard article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **Best**, the kind that pleases your customers and gives you no trouble to sell.

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London, Eng. **TORONTO, ONT.** Chicago, Ill.

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ALWAYS PREPARED

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

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Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

THE cheese season is now nearly closed. There is only one more ocean steamer in port, sailing this week, and all the country boards have adjourned until next season. The all-interesting subject for the members of the cheese and butter trade on both sides of the Atlantic now is, what are the stocks and what is the probable future regarding prices?

The shipments of cheese since May 1 to date, not including the last outgoing steamer, are 2,119,920 boxes, against 2,112,398 boxes for the corresponding period of last year. Shipments have therefore been slightly in excess of those of a year ago, while the receipts this year have been slightly lower than last year. Taking it this way, it would not appear that there could be a great difference in stocks as compared with this date a year ago.

But it is an undisputed fact that the make of cheese this year has not been as large as last year and the above mentioned figures are not conclusive in arriving at the actual stocks in Canada. We must consider that on account of the very remunerative prices ruling this season the factories have sold their products much closer than usual and stocks back at country points are decidedly less than a year ago, and as last year's supplies were insufficient for the Winter's trade it might be fair to say that we may run short for the demand during the coming Winter months.

Against this we hear some expressions of nervousness on account of present high prices. Conservative merchants fear a considerable falling off in the consumption on this account, but the retailer in Great Britain is actually getting a better profit on cheese this year, as he is now getting 7½ to 8 pence per pound, while last year owing to the large shopkeepers selling their cheese at 5 to 6 pence per pound the ordinary retailer had to keep his price down to 6 to 7 pence.

The consumer may do a little private grumbling at having to pay a penny more for his cheese, but as long as it pays the retailer the consumption is not falling off very materially. This occurs only when the retailer recommends other articles of food which seem cheaper or of better value. If cheese should get too high here the British retailers might not be able to raise their price correspondingly and then there would be danger of a marked decrease in the consumption.

Prices are high and cheese has not reached a low level at any time this season, but we have many times seen prices considerably higher, and judging from present outlook it is quite probable that we will see higher prices before the commencement of the new season next year. At any rate there is no danger signal ahead of declining prices.

In the Spring of 1904 the United States shipped a lot of odds and ends of cheese to the United Kingdom, as they

had no home outlet for these goods. This broke the markets in Great Britain and holders of finest goods lost a great deal of money. This is not likely to occur during the next Spring, as the United States are actually short of supplies to fill their own home orders and shipments from there to the United Kingdom will be next to nothing.

The situation on butter shows very little change. Stocks here are light, in fact we have none to spare for export. At the moment we are getting butter of indifferent quality. November make, which seems a shade lower in price, but it is not good enough to suit the best trade and it must be sold promptly, as it would not do to keep it for any length of time. As long as such Winter made goods are received here in fair quantities prices will probably remain without much change, but really choice quality will be held until there is more demand for it, and then prices will undoubtedly be advanced considerably.

It is almost useless to mention the article of dairy butter; there is hardly any of it in the country, and what few packages there are bring extremely high prices.

LONDON PRODUCE LETTER.

By Our London, Eng., Correspondent.

November 18, 1905.

ACCORDING to to-day's (November 18) advices the demand for Canadian butter, both of the saltless and salted variety, continues good. Receipts during the past week, however, have been on a small scale, and stocks are consequently gradually becoming lighter. There has been a rise of one shilling in price, and quotations are now 100 to 104 shillings for finest parcels and 106 to 110 shillings for choicest.

The season for Canadian butter is now, as far as this market is concerned, practically at an end. From now onward receipts will become gradually smaller.

When one glances back over the past few months and reviews the volume of business transacted, one is forcibly struck by the great success that Canadian butter has met on this market. The general quality has been so much superior to that of previous seasons and there has been so much more uniformity, that it has established a firmer footing here than ever before.

It must be remembered, however, that, as pointed out in previous correspondence, London is not the chief centre for Canadian butter, for the Dominion produce is somewhat too pale to meet with the approval of all classes. Here butter of a primrose hue is preferred, the paler stuff going chiefly to Liverpool and Manchester.

If during the next few months Canadians, when preparing for the next season, bear in mind the requirements of this market and endeavor to remedy

such faults as have from time to time been found with their butter, there can be no doubt that increased business will result.

There is still room for improvement. Of that there can be no doubt. In the early part of the season now about to close there were complaints about mouldy parcels and bad packages, and while it is freely admitted that such complaints were not general, it must be remembered that these unsatisfactory packages, being exposed to the examination of many prospective purchasers, both wholesale and retail, are liable to give the whole of the country's product a bad reputation. There have been suggestions which, if true, are serious causes for complaint, that some Canadian creameries are not kept sufficiently clean; that small splinters of wood find their way into the butter; that the boxes are sometimes of irregular shape either below or above the 56-pound standard; that the boxes are liable to fall to pieces, and similar little failures. Apart from the matter of uniformity of quality, these details should receive the most careful attention, for they mean much to importers on this side.

Some Canadian shippers, however, all through the season have been sending across butter of the very finest quality, and only four or five days ago there came before the notice of the trade some saltless Canadian equal to any saltless that has ever been seen heretofore — about perfection. This is saying a good deal, considering the distance it has to come. "Taking the season as a whole," one man commented, "the most noticeable point is the general improvement of quality. There has not been much money for us importers in Canadian butter, it is true, but the volume of business done has been very large."

Canadian creamery butters have quite overshadowed the Irish product and have stood forward to receive the trade which their good quality merits. Siberian butter has in like manner been hitting the Irish factory-made butter very hard.

Denmark has not been able to give fullest attention to the demands of this market, owing to the fact that she has been busy catering to the German market. Many are of opinion that this will continue to be the state of affairs, and it will thus afford greater opportunities for Canadian butters to fill the gap. There has been plenty of money in the handling of French butter.

To revert to present position of the market, Australian butters are going into consumption immediately upon arrival, and business is generally reported brisk. There is no accumulation of stocks.

There has been a good demand all through the week for Canadian cheese, and prices have advanced on the spot one shilling, being now 57 to 58 shillings for finest and 59 to 60 shillings for choicest. From 9th to 15th November 30,510 boxes of Canadian cheese were received and at time of writing there are in warehouse 171,075 boxes.

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

C. S. PAGE, Hyde Park, Vt.

SALT SALT

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

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TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

BUTTER

When you have one or 100 tubs write us for price.

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Wholesale Produce Merchants,
TORONTO.

See our Bamboo handle

BROOMS

25 Cent Line

Splendid value

WALTER WOODS & CO.
Hamilton and Winnipeg.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—Local trade continues fairly active. Buyers are in evidence, but not for large bulk orders. Arrivals come to hand pretty freely, but quality is not over good. There has also been a little easing of prices, long clear bacon being now quoted at 10 1-2c., whilst smoked bacon has dropped to 14c. and short cut has fallen \$1.00 per barrel. Dressed hogs are commanding a high range of prices. We quote:

| | |
|---------------------------------|-------------|
| Long clear bacon, per lb. | 0 10 1/2 |
| Smoked breakfast bacon, per lb. | 0 14 |
| Roll bacon, per lb. | 0 11 |
| Small hams per lb. | 0 13 |
| Medium hams, per lb. | 0 12 |
| Large hams per lb. | 0 10 1/2 |
| Shoulder hams, per lb. | 0 07 1/2 |
| Sacks, per lb. | 0 14 1/2 |
| Heavy mess pork, per bbl. | 18 70 |
| Short cut, per bbl. | 21 00 |
| Shoulder mess pork, per bbl. | 4 50 15 00 |
| Lard, tierces, per lb. | 0 10 1/2 |
| " tubs " | 0 10 1/2 |
| " pails " | 0 07 1/2 |
| " compounds, per lb. | 0 07 1/2 |
| Plate beef, per 200-lb. bbl. | 12 00 12 50 |
| Beef, hind quarters. | 6 00 7 00 |
| " front quarters. | 4 50 5 01 |
| " choice carcasses. | 5 50 6 50 |
| " common. | 3 00 4 50 |
| Mutton | 0 08 |
| Spring lamb. | 0 09 0 10 |
| Veal | 0 07 0 10 |
| Hogs, street lots. | 7 75 8 25 |
| " dressed car lots. | 7 35 7 50 |

Butter—Trade has been slow during week under review. The closing of cheese making has not yet shown any improvement in the butter market. It is expected, however, that the coming of creamery made butters will give a better tone to the market. Dairy rolls are showing inclination to strengthen.

| | |
|------------------|---------------|
| Creamery prints. | Per lb. |
| " solids, fresh. | 0 24 0 25 |
| Dairy prints. | 0 23 1/2 0 24 |
| " in tubs. | 0 21 0 22 |
| " large rolls. | 0 18 0 20 |
| | 0 20 0 21 |

Eggs—There have been practically no arrivals of new laid eggs, since our last issue, prices, therefore, for these are only nominal. We quote:

| | |
|-------------------------|------|
| New laid eggs, per doz. | 0 25 |
| Fresh | 0 23 |
| Pickled | 0 21 |

Cheese—The market shows a slight tendency to easiness, but no quotable change on previous prices. Sales have been fairly active, but there is little disposition on the part of buyers to move on present high prices. Export trade has been very slow, and at slightly lower prices.

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

Cheese Board Report.

(For week ending Nov. 25, 1905.)

| Board. | Boxes. | Price. |
|-------------|--------|-----------|
| Kingston. | 568 | 0 11 |
| Brockville. | 2,645 | 0 11 1/2 |
| Belleville. | 950 | 0 11 1/2 |
| Winchester. | 340 | 0 11 9-16 |
| Woodstock. | 3,790 | 0 11 1/2 |
| Picton. | 417 | 0 11 1/2 |

MONTREAL.

Provisions—The provision market shows little change. Country dressed hogs are coming in more freely, but not until the weather hardens permanently will supplies be plentiful. Prices country dressed, \$7.50 to \$7.75; fresh killed abattoir stock is worth \$8.25 to \$8.50.

Hams and bacon are in fair demand. Lard steady. We quote:

| | |
|---|-------------------|
| Lard, pure tierces | 0 10 1/2 |
| " " 56-lb. tubs | 0 11 |
| " " 20-lb. pails, wood (10 1/2) | 0 11 1/2 |
| " " cases, 10-lb. tins, 60 lbs. in case | 0 11 1/2 |
| " " 5-lb. | 0 11 1/2 |
| " " 3-lb. | 0 11 1/2 |
| Lard, Boar's Head brand, tierces, per lb. | 0 06 1/2 |
| " " " tierces, per lb. | 0 07 1/2 |
| " " " 60-lb. fancy tubs. | 0 07 1/2 |
| Cases, 20 3-lb. tins, per lb. | 0 07 1/2 |
| " " 12 5-lb. tins " | 0 07 1/2 |
| " " 6 10-lb. tins " | 0 07 1/2 |
| 20-lb. wood pails, each | 1 47 1/2 |
| 20-lb. tin pails, each | 1 37 1/2 |
| Wood net, tin gross weight— | |
| Canadian short cut mess pork | \$19 00 \$20 00 |
| American short cut clear | 19 00 20 00 |
| American fat back | 19 00 21 00 |
| Breakfast bacon, per lb. | 0 12 1/2 0 13 1/2 |
| Hams | 0 12 1/2 0 13 1/2 |
| Extra plate beef, per bbl. | 11 50 12 00 |

Cheese—The cheese market is dull. Exporting has ceased with the last boat leaving on the 30th ult. Quotations locally are high. Quebecs, fancy, 12c. to 12 1-4c.; Townships, 12 1-8c. to 12 1-4c.; Ontarios, 12 1-4c. to 12 3-8c. November make 1-4c. less. Holders are firm despite the close of export trade. We quote:

| | |
|-----------------|-------------------|
| Finest Quebecs. | 0 12 0 12 1/2 |
| Townships | 0 12 1/2 0 12 1/2 |
| Ontarios | 0 12 1/2 0 12 1/2 |

Butter—The market shows no change. Prices are firm. Export demand has ceased, while local business is good. Fine creamery, 23 1-4c.; choice, 23 1-2c., and fancy, 23 3-4c. to 24c. Western dairy steady at 20c. to 21c., and rolls 21 1-2c. The total shipments for the season reached 554,041 packages, or 68,533 more than last year. We quote:

| | |
|------------------|-------------------|
| Fancy Townships. | 0 22 1/2 0 22 1/2 |
| Finest creamery. | 0 22 1/2 0 22 1/2 |
| Fine | 0 21 0 21 1/2 |
| Medium | 0 20 0 21 1/2 |
| Fresh dairy tubs | 0 18 1/2 0 19 |

Poultry—The market is firmer and the cold weather which set in at the beginning of the week has had a strengthening effect on prices. Supplies are not heavy yet. Turkeys generally 14c., though for fancy stock 15c. to 16c. has been paid. Ducks are firmer, also quoted at 13c. to 14c.; chickens, 10c. to 11c. and choice 12c.; geese, 10 to 11c. and fowl 8c. to 9c.

ST. JOHN, N.B.

Provisions—In pork there has been a very fair business this Fall. Prices are held firm at full figures, particularly for mess pork.

Barrel beef, while quite firm, has but a fair sale.

Smoked meats are high.

American pure lard is still a large factor in the market. Prices are high. Refined lard sells freely and is still low.

In fresh meats this has been a dull Fall. Beef is still very low.

Lamb, which has held at quite full figures, is rather easier.

Mutton very low. Veal little seen.

Pork is the one firm line holding at full figures. We quote:

| | |
|------------------------|-----------------|
| Mess pork, per bbl. | \$19 00 \$21 00 |
| Clear pork. | 18 00 21 00 |
| Plate beef. | 13 00 15 00 |
| Domestic beef, per lb. | 0 05 0 07 |
| Western | 0 08 0 09 |
| Mutton | 0 05 0 06 |
| Veal | 0 06 0 07 |

| | | |
|-------------------------------|-------|-------|
| Lamb..... | 0 09 | 0 10 |
| Pork, per lb..... | 0 07½ | 0 08½ |
| Hams, "..... | 0 13 | 0 14½ |
| B-ills, "..... | 0 10 | 0 13 |
| Lard, pure, tubs, per lb..... | 0 11½ | 0 11½ |
| " " pails, "..... | 0 11½ | 0 12 |
| Refined lard, tubs..... | 0 08 | 0 8½ |
| " " pails..... | 0 08½ | 0 09 |

Butter—Stocks are small. There is even little poor butter, which is usually much in evidence. Full prices rule. We quote:

| | | |
|------------------------|------|------|
| Creamery butter..... | 0 25 | 0 26 |
| Best dairy butter..... | 0 20 | 0 23 |
| Good dairy tubs..... | 0 18 | 0 20 |
| Fair "..... | 0 16 | 0 18 |

Eggs—Prices are firmly held. Stocks light. For what are called hennery eggs, fancy prices are asked. Often it is only a matter of name. We quote:

| | | |
|--------------------|------|------|
| Eggs, hennery..... | 0 24 | 0 26 |
| case stock..... | 0 20 | 0 21 |

Cheese—Market seems firmer, though price is unchanged. Twins are demanded here.

| | | |
|---------------------|-------|-------|
| Cheese, per lb..... | 0 12½ | 0 13½ |
|---------------------|-------|-------|

WINNIPEG.

Creamery Butter—Prices are quoted to the retail trade as follows:

| | |
|---|------|
| Finest fresh creamery, in 56-lb. boxes..... | 0 25 |
| " " in 28-lb. boxes..... | 0 25 |
| " " in 14-lb. boxes..... | 0 25 |
| " " in 1-lb. bricks..... | 0 26 |

Dairy Butter—The market is strong with a tendency to advance. Produce houses are paying 20c. per lb. for No. 1 dairy delivered in Winnipeg.

Lard—Quoted as follows:

| | |
|--|-------|
| Tierce basis, per lb..... | 0 10 |
| Small packages take the following advance: | |
| 50-lb. tin cans, per lb..... | 0 00½ |

| | |
|--|-------|
| 20-lb. tin pails, in 80-lb. cases, per lb..... | 0 00½ |
| 10-lb. " in 60-lb. "..... | 0 00½ |
| 6-lb. " " "..... | 0 00½ |
| 3-lb. " " "..... | 0 01 |
| 20-lb. net white wood pails, per lb..... | 0 00½ |

Cheese—We quote as follows:

| | |
|----------------------------|-------|
| Finest Ontario, large..... | 0 13 |
| " Manitoba, large..... | 0 13 |
| " " twins..... | 0 13½ |
| " " small..... | 0 13½ |

Cured Meats—Prices are quoted as follows:

SMOKED MEATS.

| | |
|--|-------|
| Hams, selected stock, special mild cure..... | 0 15 |
| Bacon, " " "..... | 0 19 |
| Backs, " " "..... | 0 14 |
| Picnic, " " "..... | 0 09 |
| Hams, sugar cured, assorted sizes..... | 0 14 |
| " heavy, 20 to 30..... | 0 13½ |
| " assorted sizes..... | 0 08 |
| Shoulders, " " "..... | 0 08 |
| Bacon, " breakfast bellies..... | 0 14 |
| " " breakfast backs..... | 0 13½ |
| " " Wiltshire sides..... | 0 15½ |
| " " spiced rolls, long..... | 0 11½ |
| Manitoba butts..... | 0 10 |
| " " skinned..... | 0 10 |
| " " boneless and rolled..... | 0 11 |
| " " rolls, boneless..... | 0 11 |

DRY SALT MEATS.

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

BARREL PORK.

| | |
|---|-------|
| Heavy mess pork, boneless, per bbl..... | 16 50 |
| " " per ½ bbl..... | 9 25 |
| Standard mess pork, per bbl..... | 16 00 |
| " " per ½ bbl..... | 9 00 |

PICKLED GOODS (COOKED).

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

Eggs—Local produce houses are paying the trade 23c. per dozen for eggs delivered in Winnipeg.

50 Years
the People's
Choice.

Sawyer's

CRYSTAL

See that Top **Blue.**

For the
Laundry.

DOUBLE
STRENGTH.

Sold in
Sifting Top
Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, Mtrs. Agents
HALIFAX, Nova Scotia

Social Dollar Tea

Are you selling it?

Social 40c., 50c., 60c., \$1.00 Teas are the best values in Packet Teas in Canada.

When ordering goods from our salesmen order a 10-lb. lot of **Social Dollar Tea.** It is the most wholesome Tea in the world, full, rich, thick and creamy. There is nothing too good for you. Use it in your own home.

SOCIAL TEA CO.

Lumsden Bros., Proprietors.

Hamilton, Ont.

IS YOUR TEA TRADE GROWING ?

I venture to say it is, if you are selling Red Rose Tea. My sales books show that a very large proportion of the merchants who sell Red Rose Tea are selling more this year than ever before.

They will sell more next year than they have this, simply because it is worth the price—the full price. Those who use it soon find this out for themselves, and they tell their friends.

If you use Red Rose Tea in your own home I believe you are fully satisfied that there is more real value in it than in any tea you have ever used. If you don't use it, don't you think it is worth trying? Tea that will satisfy you, will satisfy your customers, and satisfaction in your tea trade is worth a lot in your general business. If you can secure new customers for tea they will soon buy other goods from you.

Red Rose Tea is the tea that will help increase your business. Will you write now for particulars and samples?

T. H. ESTABROOKS, St. John, N.B.

BRANCHES:

TORONTO

WINNIPEG

Windsor Salt

must not be confounded with ordinary Salt. In quality, it is as high above the common Salt of trade as can be imagined. It won't cake—it is pure, white, dry. There is no impurity in it because of the care taken in manufacturing. It is sifted, not ground. Every particle of it is a separate Salt Crystal. It pays to sell Windsor Table Salt, because it is so good, clean, pure—**it is all Salt.**

*The Canadian Salt Co., Limited
Windsor, Ont.*

Established in 1842

We are in business to sell

California Prunes

| | | | | |
|----------|----------------|----------|------------|----------|
| 50 Boxes | Easter, | 25 lbs., | 40/50... | 8c. lb. |
| 100 | " | 25 lbs., | 70/80... | 6½c. lb. |
| 90 | " | 25 lbs., | 90/100... | 5¼c. lb. |
| 200 | " F.N. Asstion | 25 lbs., | 100/120... | 4¾c. lb. |

Send us your orders at once, they won't last long at these prices.

PROMPT SHIPPERS

L. Chaput, Fils & Cie

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors

MONTREAL



President:

JOHN BAYNE MACLEAN,
Montreal.

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OPPOSITION TO QUEBEC TAX.

If anything were needed to prove the folly and shortsighted policy exercised in passing the three hundred dollar tax on non-resident commercial travelers for foreign houses, in the Province of Quebec, it would be found in the almost universal opposition it has aroused, not only in Canada but also in the United States and the Mother Country itself.

Not the least serious of the difficulties involved is the fact that the motive and extent of the tax will probably be misunderstood by those who have not had an opportunity of studying it. Indeed, cases of this description have already arisen, the Canadian commercial agent at Leeds reporting that the operation of this tax is causing him no end of trouble with the Yorkshire exporting firms, and is having a very retarding effect upon Canadian trade.

Naturally enough, the average exporter does not readily grasp the difference between a Provincial and a Dominion tax. Laboring under the impression that this tax is imposed by the central governing body, he asks why Canada puts a duty on his goods, and, at the same time, taxes his travelers. He claims that this treatment is unfair and in direct violation of the principle

involved in the British Preferential Tariff.

Another difficulty is brought up by British exporters who have resident agents in the Province of Quebec, but have been in the habit of making occasional trips to this country and assisting their agents. These houses pay their agents either salary or commission, and they consider it a great hardship that the heads of their firms, in making these customary trips, would be liable to a large fine.

This subject was taken up at the Autumnal meeting of the Association of Chambers of Commerce of the United Kingdom, recently held in Liege, Belgium. A strong resolution was passed, deploring the action of the Quebec Legislature, and urging His Majesty's Government to lodge a protest with the Quebec Legislature in particular, and with all the colonial Governments, against this practice of taxing British commercial representatives in the colonies.

The British Board of Trade has also put itself on record as being opposed to the tax, claiming that the Quebec tax of three hundred dollars is more onerous than the commercial tax levied by any other country. Norway and Sweden have, indeed, higher taxes per annum, but, as they are payable monthly, they do not prove such a hardship as the Quebec impost, which must be paid in a lump. All the leading countries of Europe welcome foreign commercial travelers.

Canadian boards of trade are also co-operating to secure the abolition of the tax, and the powerful Canadian Manufacturers' Association has passed resolutions condemning it.

In the face of so much opposition, and the approval of but a few selfish firms who are benefited by the exclusion of competition, it would seem that the only popular step open for the Quebec Legislature is to gracefully withdraw the bill.

THE TARIFF INQUIRY.

ONE of the best features in connection with the sittings of the Tariff Commission in various parts of Canada is their publicity. The doors are wide open for manufacturers, workingmen, farmers, and faddists, to appear and present their views to the Commissioners. The whole country is made aware—if it cares to follow the evidence—of the reasons for tariff legislation which will ultimately affect the Government. If the Government are in reality affected by any other reasons, then they are not playing fair with the people. This is supposed to be the "brief" upon which they act; and we

are all permitted to sit beside them and listen to the making of the "brief." Publicity—where genuine—is a great protector of public interest.

The framing of a "scientific tariff" on, at least, semi-protective lines, is a task of much delicacy and labor. It is impossible to lay down a straight-edged theory and then hew away carelessly to that line. The actual condition of affairs in the country must be studied, and the various items fixed with a full knowledge of how they will affect all interests concerned. A tariff item is apt to be a double-edged sword. It may cut two ways. While protecting one industry, it is very likely to increase the expense of another. Consequently, the Government are pursuing the right course in endeavoring to collect all the information they can elicit before sitting down to the complicated and vitally important task of writing a new tariff.

THE C. N. R. IN EDMONTON.

FRIDAY, November 24, saw the celebration of an event of national importance, for on that day the first C.N.R. train arrived in Edmonton from Winnipeg, having made the trip in 27 hours. On the afternoon of the same day, with ceremonies and speech-making befitting an occasion so important, the "last spike" was driven by Lieut.-Gov. Bulyea and the road was formally declared open for traffic.

The occasion was an epoch-making one in the history of Canada, for it marked an important stage in the building of a transcontinental road about which the majority of the Canadian people have heard very little. All Canada was in an uproar when the Canadian Pacific was built, and considering the importance of the undertaking and how little was then known of the possibilities of the country it was only natural that the project should command the attention of the entire country. The building of the G.T.P. has also been heralded by the beating of drums and the blowing of political trumpets, and the country has been in a ferment of discussion and political strife because of it. All Canada has known of the project and has appreciated its importance. The G.T.P. has often been referred to as the second of the Canadian transcontinentals, but this, of course, is a mistake. Since 1895 the Canadian Northern interests have been working steadily at the building of the second transcontinental and although their work has attracted very little attention and aroused very little interest in Eastern Canada they have nevertheless been accomplishing great things in a quiet and unostentatious way. A little more than a year ago the good people of Toronto sat up and rubbed their

eyes in astonishment when they read in their papers one morning that the C.N.R. management had secured an option on the proposed new union station site about which the Canadian Pacific and Grand Trunk were disputing. It was a bold stroke that advertised effectively the fact that another transcontinental was being built.

It may surprise many people to know that the C.N.R. have now almost 2,500 miles of track west of Lake Superior. Nine years ago they had only 100 miles in the Dauphin district of Manitoba, but the work has been carried on steadily and systematically in the intervening years. So well has the work been planned that every section of the road has been made self-supporting as soon as it has been turned over to the operating department. The accomplishment of this object has been steadily kept in view by Mackenzie & Mann when deciding on new extensions.

The completion of the road to Edmonton marks an epoch in the history of Western Canada and means a great deal for that city. The distance from Winnipeg and the east has been shortened by several hundred miles and the future of Alberta's capital as a jobbing centre seems to be assured.

CANADA'S TRADE WITH MEXICO.

MR. BRYAN E. TOMBLIN, of Cordoba, Mexico, has been taking a trip in Canada to consider the possibilities of trade between the two countries. During the past few months a direct steamboat service has been getting under way between Montreal and Vera Cruz under a subsidy from both Governments, and although to a large extent only in its experimental stage has revealed signs of great success.

The two industries with which Mr. Tomblin is more directly interested are coffee and tobacco growing and he was very enthusiastic upon the future prospects which he saw in store for these two industries in Canada.

Canada is, of a necessity, at the present time seriously concerned about her own internal development, yet it would undoubtedly pay the Government to open their eyes as to what are the possibilities for export trade. Mr. Tomblin laid great stress on the fact that Mexico had a large market for various lines of produce which Canada can easily supply. He mentioned particularly, butter, potatoes and cheese. The market for this, in Mexico, is sadly deficient and would form a fine field for exploiting Canadian trade.

The politic developments of Mexico

have undergone a material change during the last few months. One important move of the Government was the guaranteeing of the rate of exchange which has given great stability to the financial aspect. So much so that abundant capital from foreign parts has been flocking into the country to develop its resources. The Mexican dollar now stands on a firm basis and is on a parity with the Canada fifty cent piece, so that the financial world now knows exactly what it is doing. This has had a marked effect in stimulating confidence in its commerce. Vera Cruz is now only ten days distant from Halifax for the Winter months, and is, therefore, an easily get-at-able distance.

The resources of hard wood and dye woods are practically unlimited in Mexico and could form an additional cargo to coffee and tobacco, the latter of which is already of a substantial character.

Mr. Tomblin advocated very strongly that Canadians should go to the trouble of taking a tour of Mexico and see for themselves its great business possibilities, which he described as fully equal to the possibilities of Canada herself. The trip by rail from Canada via St. Louis could be done in about three days and, in addition to being a splendid outing for a Winter trip, would amply repay any business connections which could be established with that country.

QUESTION OF QUANTITY BUYING.

"SHOULD not one combination be allowed to get a given quantity of goods as cheaply as another combination of men?"

These words uttered by Mr. Fielding, sitting on the Tariff Commission at Hamilton, are really pregnant with meaning and strike at the root of the whole question. It is always well to bear in mind there are two sides to every question.

As an illustration of the importance to a manufacturer of regulating the selling price and terms on goods of his manufacture, an instance is known of a manufacturer a short time ago having sold a block of goods to a departmental store, the argument advanced by the buyer of the departmental store being that in view of the quantity purchased they expected the very lowest price. The manufacturer sold at his lowest price and shortly after that the departmental store was advertising the line of

goods in question at less than the manufacturer's wholesale price.

The result was, that when afterwards the manufacturer called upon the wholesale and retail trade with a view to securing business, he was met with the answer that it was no use him expecting to make sales to the wholesale and retail trade at the prices he was asking when the departmental store in question was offering the goods at less than the manufacturer's price. This line of goods was used as an advertising medium to attract buyers by the cheapness of a staple article upon which every householder knew the price, while, at the same time the departmental store could probably secure other business from an intending buyer that would net him a very large profit, completely ruining the retailer's trade for the season.

There are many cases of this kind, and unless proper protection and regard were given by the manufacturers to the different classes of trade, the sale of goods to the consumers would soon be entirely in the hands of three or four departmental stores or their branches throughout the country. So many lines of groceries being staple, and the prices being well known to consumers, departmental stores frequently use such lines for advertising purposes, with the result that their action is calculated to ruin the trade of the retail grocer, unless he is properly protected by the manufacturer and wholesaler.

SUDDEN DEATH OF TRAVELER.

THE trade will learn with regret of the very sad and sudden demise of Mr. Thos. Dowswell, representative of F. W. Humphrey, wholesale grocer, Toronto, in the Georgian Bay district. Mr. Dowswell left Toronto Monday night apparently in good health and spent Tuesday and Wednesday in Orillia and surrounding district. Late Wednesday night a message was received to the effect that while going upstairs to retire at the Daly House, Orillia, about 11 o'clock, the unfortunate traveler was stricken with heart failure and expired immediately.

The deceased was a man of between 55 and 60 years of age, was well known to the trade and generally popular. He had learned the grocery business with Kinnear & Lang in the early days, and then started in business for himself near the old market. He was at one time on the road for a couple of years for the Empire Tobacco Co., and later was in business as a retail grocer at the corner of Wellesley and Ontario streets. He had been with F. W. Humphrey about 3 years at the time of his death. There are left a wife and several brothers in addition to a wide circle of friends, who will mourn this untimely cutting off.

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HE COMPELLED SUCCESS.

FARMER, fruitgrower, nurseryman, wholesaler, manufacturer, Member of Parliament, are some of the functions that go to make up the busy life of Mr. E. D. Smith, Member of Parliament for Wentworth, who alone of the opposition candidates weathered the bye-election gales of November 22 and will represent his native constituency at Ottawa for the remainder of the present Canadian Parliament.

As a good fellow personally, and one closely connected with the grocery trade, the readers of *The Grocer*, irrespective of political affiliations, will join in congratulating Mr. Smith on his success—success that his record well warrants.

Indeed, Mr. Smith's life has been a succession of successes. Difficulties have been to him only so many things to be overcome. The effectiveness of hard work and persistency has seldom been better exemplified than by the subject of this sketch, who might well be taken for a model by the youth of this country who have their fortunes to make.

Mr. Smith was educated at the high school in Hamilton, intending to follow the profession of a civil engineer. He was a bright student and had secured the Gilchrist scholarship when his eyesight was affected by over-study and he was compelled to give up all thought of further pursuing the course to his intended profession.

Such a disappointment would have discouraged many a young man, but E. D. Smith was made of sterner stuff.

There was the old homestead and farm back in Saltfleet Township under the mountain, a hundred and seventy acres of good Ontario land that might well employ the best thought and energy of any ambitious young man, and the future M.P. was not without ambition.

It did not take long for the fact to be borne home that the prospect for rapid advancement in ordinary farming was not overly encouraging. New paths had to be blazed, new sources of wealth unearthed.

The young man showed such aptitude and steadiness that at 25 his father gave him half the homestead and sold to him the other half for \$5,000, and E. D. Smith set to work to win his fortune and pay off the debt on the farm.

Fruit-growing seemed to the young man to offer good prospects, although at the outset a costly affair entailing heavy expenditures with little or no income; and he bent his whole energies in this direction. It required grit and faith, but in time the orchards began to bear fruit and the tide of fortune to turn.

But the fruit business was not without its drawbacks. When the crops were heavy the markets were overloaded. Every fruit-grower seemed to think it necessary to send his fruit to the few large centres. Gluts were the consequence, with prices below a profitable level. The situation required a mind of executive capacity. Mr. Smith had a theory that by developing the smaller towns and villages throughout Canada he would have a regular market for his fruit without the demoralizing conditions that prevailed at times in the old centres. The theory was soon shown to be correct. Mr. Smith found he could not only readily dispose of his own fruit at profitable figures but that the demand was such as to make it necessary for him to buy fruit to fill his orders. Thus

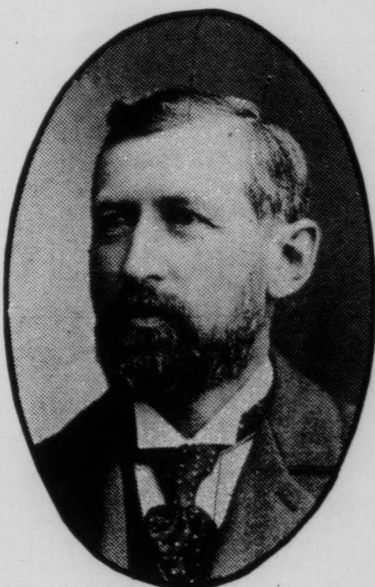
came the development from a fruit-grower to a wholesale distributor.

In 1886 Mr. Smith added to the 170 acres that formed the homestead, the farm at the foot of the mountain on which he now resides. As his business of fruit-growing and fruit-buying gradually increased other farms were secured until now Mr. Smith has under cultivation 750 acres, 200 of which, however, are rented. The rest is owned in fee simple.

It must not be thought that in his fruit-growing and allied occupations old line farming was neglected. Mr. Smith is still the proud owner of 25 head of fine cows and raises sufficient hay and oats to winter his stock and to provide provender for his stable of horses, a large number being required on the estate.

Success is the result of building on foundations already well and truly laid rather than in launching into enterprises concerning the requirements of which we are uninformed.

About fifteen years ago the fact began to loom up very largely before Mr.



E. D. Smith, M.P.

Smith's vision that we were importing very large quantities of nursery stock from the United States. Why not grow our own? seemed a pertinent question to which no satisfactory answer could be given. The conditions in the Grimsby district were all favorable, and the requirements of the fruit men known. Mr. Smith began raising nursery stock. The venture was a success from the beginning and for some years past Mr. Smith has been among the two or three largest nurserymen in Canada.

At present, of the 750 acres of land managed by Mr. Smith 250 acres are in fruit, about 250 in nursery stock and the balance in ordinary farm crops, a portion of which being land in preparation for nursery stock.

The most recent phase of the fruit business upon which Mr. Smith has entered is that of manufacturing. In connection with his fruit shipping business, which for a number of years past has amounted to between 300 and 400 cars per annum, the possibilities of a jam and canning factory became apparent. It looked like a good investment and so a

little over a year ago Mr. Smith erected a factory for manufacturing jam and canned fruit, the building for which cost about \$15,000.

Here again Mr. Smith's genius for being just a little different from anyone else made itself manifest. There were many concerns putting up jams and jellies and canned fruits in tins. Mr. Smith figured it out this way: Canada is growing richer and richer; the consuming public are becoming more able and willing every day to buy a first class article and pay the price for it. At the present time we are importing some million pounds of high class pure jams and jellies from England and Scotland. It is only reasonable to suppose that these can be made in Canada of equally good quality and at less price, particularly if the factory is located right in the midst of the orchard where the fruit can be secured freshly picked and direct from the trees.

Mr. Smith regarded this venture much in the light of an experiment, knowing how difficult it is to sell goods at a high price when apparently similar goods are on the market at a lower figure, and did not anticipate a large sale the first season.

He was agreeably disappointed. He placed his goods on the market in an attractive shape and advertised them on the ground of purity and quality, and has already found a large class of people who are willing to give his products a trial and on trial become regular customers.

It is interesting to note despite the variety of Mr. Smith's interests how well they work in together. He grows fruit trees. The big rush in handling these is in the Spring when not busy with anything else. He grows fruit in considerable quantities, which enables him to keep in close touch with the probable quantities which are likely to come upon the market at a given time. If he finds on his trees a very heavy crop of a certain variety of plums, grapes or peaches, he can pretty surely surmise that his neighbor will have a similar crop at about the same time, and can arrange for his market accordingly. Finally, if in shipping the fruit he finds there is an over-supply of peaches or any other fruit, such as likely to depress the market, he can turn the surplus into his factory, where it will reappear in the form of jam or preserved fruit to meet the demand which comes into play later during the Fall or Winter.

The fact that Mr. Smith's factory is located on his farm and communicates with the city only by means of the telephone and radial railway is significant. Indeed, it is no rash hazard to predict that with the development of radial railways and power lines throughout older Ontario similar industries will spring up all through the country and the centralizing movement that has been noticed for so long be checked.

ATTRACTIVE PRICE LIST.

R. A. Rogers & Co., Limited, of Winnipeg, are sending out to the trade a handsomely printed price list of Christmas fruits and specialties. It is printed in two colors on heavy coated paper and is in every respect a credit to the firm. Any readers who have not received a copy may have one on mentioning *The Canadian Grocer*.

The Way to Win Customers

is to give them the best goods obtainable. In tea you can only do this by giving them

"SALADA"

CEYLON TEA

It is to your interests to push "SALADA" because no other tea has the confidence of the public to the same extent as "SALADA." This means large sales for you and therefore big profits.

Prove what we say by giving us a trial order.

"SALADA" Toronto or Montreal.

"SALADA" received the Highest Award at St. Louis, 1904.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

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

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

GELVLOID STARCH

was the best starch made we told facts.

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

BRANTFORD STARCH WORKS, LIMITED
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Ontario Markets.

GROCERIES.

Toronto, Nov. 30, 1905.

SINCE our last report there has been considerable shrinkage in volume of trade reported. There is every indication that buyers from outside points have completed their stock arrangements for the coming season. Orders, therefore, during the week under review have been mainly in the nature of immediate requirements or completion of previous orders.

On the street, trade has been dull and uninteresting, wholesale buyers showing no great inclination to place orders at the present moment.

In canned goods there has been the usual activity but with no material feature of interest to note. We quote this week new pack apples which are now on offer.

Red raspberries are reported as being short in stock and prices are, therefore, more of a nominal character.

In sugar there has been no new feature of interest. Trade has continued steady for immediate demands, with no indication of any material change in the near future.

Syrups and molasses are uninteresting.

In coffee there has been a fair domestic demand and better and milder grades are receiving more attention. It is evident that coffee is now attracting much more attention than has previously been the case.

In tea the local market has been dull and samples which have arrived at recent date are reported as not up to the standard of earlier arrivals, a fact which probably accounts for smaller volume of trade.

In dried fruits there is more activity manifest and prices generally are ruling extremely firm with an upward tendency.

In prunes prices have manifested still further strength as will be noticed in our detailed report.

Citron peel is advanced somewhat.

In Sultanas, reports from primal points denote a much firmer market and quotations have materially stiffened. Local prices have advanced.

California muscatels have made an upward tendency and are now quoted at 7 1-2c. to 9c.

Domestic evaporated apples, in sympathy with the strong situation, are now quoted at 10c., an advance of 2c. on previous prices.

Walnuts continue to maintain the strength spoken of in our previous report and there is every indication of a short market with still further advancement in prices.

The demand for rice continues good with prices of a distinctly upward tendency, but no quotable change.

Spices are uninteresting.

The bean situation is very strong and previous quotations are well maintained. Whilst it is believed that the crop will prove a very short one the quality is considerably above the average.

The fish market continues very active and arrivals are coming to hand in every way satisfactory.

The hide market, whilst being reported as continuing steady on previous basis, is not considered to be by any means satisfactory. Arrivals are still only sufficient to meet the present demand. The present season is not a favorable one for quality. It is, therefore, expected that the present condition of the market will make a movement at an early date. At the same time, as the stock is likely to depreciate, it will not be a favorable moment for dealers to lay in supplies.

Canned Goods—An ordinary degree of activity has been manifest, with no special feature to report. New pack apples are now being quoted and our prices will be found corrected accordingly. There are still small stocks of 1904 pack on hand at old prices. Through misprint green gage plums were quoted at \$3.17 1-2, it should have read \$3.47 1-2. Raspberries are reported as short in stocks and prices firming up. We quote:

| | | |
|---|-------|---------|
| Group No. 1 comprises— | | |
| "Canada First," "Little Chief," "Log Cabin," "Horsehoe" and "Auto" brands, also all private brands. | | |
| Group No. 2 comprises— | | |
| "Lynn Valley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands. | | |
| Group No. 3 comprises— | | |
| "Globe," "Jubilee," "White Rose," and "Deer" brands. | | |
| | Group | Groups |
| | No. 1 | 2 and 3 |
| Apples, standard, 3's..... | 1 00 | |
| " preserved, 3's..... | 1 25 | |
| " standard, gal..... | 2 50 | |
| " preserved, gal..... | 3 50 | |
| Blueberries— | | |
| 2's, standard..... | 0 92 | 0 90 |
| 2's, preserved..... | 1 42 | 1 40 |
| Gals., standard..... | 4 52 | 4 50 |
| Cherries— | | |
| 2's, red, pitted..... | 2 02 | 2 00 |
| 2's, " not pitted..... | 1 57 | 1 55 |
| 2's, black, pitted..... | 2 02 | 2 00 |
| 2's, " not pitted..... | 1 57 | 1 55 |
| 2's, white, pitted..... | 2 22 | 2 20 |
| 2's, " not pitted..... | 1 82 | 1 80 |
| Gallons, standard, not pitted..... | 7 02 | 7 00 |
| " pitted..... | 8 52 | 8 50 |
| Currants— | | |
| 2's, red, H.S..... | 1 60 | 1 57 |
| 2's, red, preserved..... | 1 80 | 1 77 |
| Gals., red, standard..... | 4 77 | 4 75 |
| " solid pack..... | 7 02 | 7 00 |
| 2's, black, H.S..... | 1 77 | 1 75 |
| 2's, " preserved..... | 2 07 | 2 05 |
| Gals., black, standard..... | 5 02 | 5 00 |
| " solid pack..... | 8 02 | 8 00 |
| Gooseberries— | | |
| 2's, H. S..... | 1 90 | 1 87 |
| 2's, preserved..... | 2 12 | 2 10 |
| Gals., standard..... | 6 02 | 6 00 |
| " solid pack..... | 8 02 | 8 00 |
| Lawtonberries— | | |
| 2's, H.S..... | 1 77 | 1 75 |
| 2's, preserved..... | 1 95 | 1 92 |
| Gals., standard..... | 5 52 | 5 50 |
| Red Raspberries— | | |
| 2's, L. S. (Shafferberries)..... | 1 42 | 1 40 |
| 2's, H. S..... | 1 67 | 1 65 |
| 2's, preserved..... | 1 87 | 1 85 |
| Gals., standard..... | 5 27 | 5 25 |
| " solid pack..... | 8 27 | 8 25 |

| | | |
|---------------------------------------|------|------|
| Black Raspberries— | | |
| 2's, black, H. S..... | 1 62 | 1 60 |
| 2's, preserved..... | 1 77 | 1 75 |
| Gals., standard..... | 5 02 | 5 00 |
| " solid pack..... | 8 72 | 8 25 |
| Peas— | | |
| Extra fine sifted, 2's..... | 1 22 | 1 20 |
| Sweet wrinkle..... | 0 82 | 0 80 |
| Early June..... | 0 70 | 0 67 |
| 2's, standard..... | 0 62 | 0 60 |
| Spinach— | | |
| 2's..... | 1 42 | 1 40 |
| 3's..... | 1 82 | 1 80 |
| Gals..... | 5 02 | 5 00 |
| Asparagus— | | |
| 2's, tips..... | 2 52 | 2 50 |
| Rhubarb— | | |
| 2's, preserved..... | 1 17 | 1 15 |
| 3's..... | 1 92 | 1 90 |
| Gal., standard..... | 2 65 | 2 62 |
| Grapes— | | |
| 2's, white Niagara..... | 1 42 | 1 40 |
| 2 1/2's, white Niagara..... | 1 77 | 1 75 |
| 3's, white Niagara..... | 1 97 | 1 95 |
| Gal., white Niagara..... | 3 52 | 3 50 |
| Peaches— | | |
| 1 1/2's, yellow (flats)..... | 1 70 | 1 67 |
| 2's, yellow..... | 1 90 | 1 87 |
| 2 1/2's, yellow..... | 2 50 | 2 52 |
| 3's, yellow..... | 2 85 | 2 82 |
| 3's, yellow (whole)..... | 2 37 | 2 35 |
| 2's, white..... | 1 75 | 1 72 |
| 2 1/2's, white..... | 2 50 | 2 47 |
| 3's, white..... | 2 70 | 2 67 |
| 3's, pie..... | 1 27 | 1 25 |
| Gal., pie, peeled..... | 4 52 | 4 50 |
| Gal., pie, not peeled..... | 3 57 | 3 55 |
| Pears— | | |
| 2's, Flemish Beauty..... | 1 65 | 1 62 |
| 2 1/2's, Flemish Beauty..... | 1 97 | 1 95 |
| 3's, Flemish Beauty..... | 2 12 | 2 10 |
| 2's, Bartlett..... | 1 50 | 1 47 |
| 2 1/2's, Bartlett..... | 2 17 | 2 15 |
| 3's, Bartlett..... | 2 32 | 2 30 |
| 3's, pie..... | 1 27 | 1 25 |
| Gal., pie, peeled..... | 3 80 | 3 77 |
| Gal., pie, not peeled..... | 3 27 | 3 25 |
| Pineapple— | | |
| 2's, sliced..... | 2 32 | 2 30 |
| 2's, grated..... | 2 57 | 2 55 |
| 3's, whole..... | 2 72 | 2 70 |
| Plums, Damson— | | |
| 2's, light syrup..... | 0 92 | 0 90 |
| 2's, heavy syrup..... | 1 17 | 1 15 |
| 2 1/2's, heavy syrup..... | 1 47 | 1 45 |
| 3's, heavy syrup..... | 1 77 | 1 75 |
| Gal., standard..... | 2 97 | 2 95 |
| Plums, Lombard— | | |
| 2's, light syrup..... | 0 97 | 0 95 |
| 2's, heavy syrup..... | 1 22 | 1 20 |
| 2 1/2's, heavy syrup..... | 1 52 | 1 50 |
| 3's, heavy syrup..... | 1 77 | 1 75 |
| Gal., standard..... | 3 47 | 3 45 |
| Plums, greengage— | | |
| 2's, light syrup..... | 1 02 | 1 00 |
| 2's, heavy syrup..... | 1 27 | 1 25 |
| 2 1/2's, heavy syrup..... | 1 52 | 1 50 |
| 3's, heavy syrup..... | 1 82 | 1 80 |
| Gal., standard..... | 3 47 | 3 45 |
| Plums, egg— | | |
| 2's, heavy syrup..... | 1 55 | 1 52 |
| 2 1/2's, heavy syrup..... | 1 82 | 1 80 |
| 3's, heavy syrup..... | 2 12 | 2 10 |
| Beets— | | |
| 2's, sliced, sugar and blood red..... | 0 87 | 0 85 |
| 2's, whole, "..... | 0 87 | 0 85 |
| 3's, sliced, "..... | 0 97 | 0 95 |
| 3's, whole, "..... | 0 97 | 0 95 |
| Beans— | | |
| 2's, golden wax..... | 0 82 | 0 80 |
| 2's, refugee..... | 0 85 | 0 82 |
| 3's..... | 1 27 | 1 25 |
| Gals..... | 3 77 | 3 75 |
| 2's, crystal wax..... | 0 95 | 0 92 |
| 2's, red kidney..... | 1 02 | 1 00 |
| 2's, Lima..... | 1 12 | 1 10 |
| Gals, standard..... | 4 52 | 4 50 |
| Corn— | | |
| 2's..... | 0 85 | 0 82 |
| Gal., on cob..... | 4 52 | 4 50 |
| Carrots— | | |
| 2's..... | 0 92 | 0 90 |
| 3's..... | 1 02 | 1 00 |
| Cabbage— | | |
| 3's..... | 0 87 | 0 85 |
| Cauliflower— | | |
| 2's..... | 1 42 | |
| 3's..... | 1 82 | |
| Paranips— | | |
| 2's..... | 0 92 | 90 |
| 3's..... | 0 92 | 1 00 |
| Pumpkin— | | |
| 2's..... | 0 80 | 0 77 |
| Gal..... | 2 52 | 2 50 |
| Squash— | | |
| 3's..... | 1 02 | 1 00 |
| Tomatoes— | | |
| 3's..... | 0 95 | 0 92 |
| Gal..... | 3 82 | 3 80 |

tained. Spot stocks in both rice and tapioca are extremely low, and arrivals coming in are only on a parity of consumptive demands. We quote:

| Rice and Tapioca— | Per lb. | |
|-------------------|---------|------|
| Rice, stand. B. | 0 03 | 0 03 |
| Bangoon | 0 03 | 0 03 |
| Patna | 0 05 | 0 05 |
| Japan | 0 06 | 0 07 |
| Sago | 0 03 | 0 04 |
| Carolina rice | 0 08 | 0 08 |
| Louisiana rice | 0 05 | 0 07 |
| Tapioca, staple | 0 14 | 0 14 |
| " double goat | 0 05 | 0 05 |

Spices—Trade in spices is uninteresting, and no new feature of interest is manifest. We quote:

| Spices— | Per lb. | |
|-----------------|---------|------|
| Peppers, blk. | 0 18 | 0 19 |
| " white | 0 27 | 0 28 |
| Ginger | 0 18 | 0 19 |
| Cassia | 0 21 | 0 25 |
| Nutmeg | 0 45 | 0 75 |
| Cloves, whole | 0 25 | 0 35 |
| Cream of tartar | 0 25 | 0 25 |
| Allspice | 0 15 | 0 15 |
| Mace | 0 80 | 0 90 |

Honey—The local trade is continuing to advance and our previous quotations are ruling very firm. The quality of honey arriving on the market is reported as being excellent. We quote:

| | | |
|--|------|------|
| Honey, extracted clover, in 50-lb. cans, per lb. | 0 08 | 0 08 |
| in 5 lb. & 10 lb. cans, lb. | 0 08 | 0 08 |
| sections, No 1, per doz. | 2 00 | |
| " No. 2 | 1 75 | |
| " Buckwheat, per lb. | 0 04 | 0 05 |
| sections per doz. | 1 00 | 1 25 |

Beans—There has been no change in the situation since our last report. Previous quotations rule firm. We quote:

| | |
|-----------------------------|------|
| Beans, handpicked, per bush | 1 85 |
| " prime, No. 1 | 1 75 |
| " ungraded | 1 25 |
| " Lima, per lb. | 0 07 |

Fish—The fish market reports very good business in all lines. The season has opened with great activity and shows every indication of being an excellent one. Our previous quotations remain unchanged:

| | |
|---|------|
| Frozen halibut, per lb. | 0 10 |
| Fresh halibuck | 0 07 |
| Frozen trout | 0 09 |
| Fresh cod steak, per lb. | 0 08 |
| " lobsters, boiled, per lb. | 0 25 |
| Frozen B. C. salmon, per lb. | 0 10 |
| Shrimps, per gal. | 1 25 |
| Whetfish, per lb. | 0 09 |
| Herring, | 0 06 |
| Pickrel | 0 07 |
| Oysters, standard, small pail. | 4 00 |
| selects, pail | 4 80 |
| Finnan haddies | 0 7 |
| Ciscoes | 1 25 |
| Kippers, 50 to box | 1 25 |
| Bloaters, 8 to box | 1 15 |
| Mackerel, per lb. | 0 10 |
| Latador herring, salt, No. 1, half bbl. | 3 00 |
| Frozen sea herring, per lb. | 0 04 |

Dried and Cured Fish—We quote:

| | |
|--|------|
| Boneless fish, per lb. | 0 05 |
| Cod fish, 1 lb. bricks | 0 07 |
| Quail-on-toast, per lb. | 0 02 |
| Flitched cod fish, in cases of 100 lbs., per lb. | 0 06 |

Hides—Local markets continue firm, and active, all arrivals being easily placed and no prospect of any accumulation of stocks. It is generally thought that the market must soon find a more stable basis. Winter arrivals do not generally show good quality and will not, therefore, be so readily placed. The U. S. markets are showing distinct weakening, although still on a parity with this market. Wool is slow and unprofitable, many would-be buyers holding off to see result of coming London reports. We quote:

| | |
|----------------------------------|------|
| Hides, inspected, steers, No. 1. | 0 12 |
| " No. 2 | 0 11 |
| " cows, No. 1 | 0 10 |
| " No. 2 | 0 10 |
| Country hides, flat, per lb. | 0 10 |
| Calf skins, No. 1, selected | 0 13 |
| " No. 2 | 0 11 |

| | |
|---------------------------------|------|
| Lamb skins, best city slaughter | 1 10 |
| Deer skins, green | 0 13 |
| " dry | 0 22 |
| Moose hides, green | 0 04 |
| Horse hid s, No. 1 | 3 00 |
| Rendered tallow, per lb. | 0 04 |
| Unwashed wool, per lb. | 0 1 |
| Wool-washed fleece | 0 26 |
| Rejections | 0 20 |
| Priled wools, super, per lb. | 0 22 |
| " extra | 0 24 |

Quebec Markets.

GROCERIES.

Montreal, Nov. 30th, 1905.

[N] grocery jobbing circles trade is reported as only fair. Now that navigation has closed jobbers expect a somewhat easier business. Country orders are turning more in the way of requirements for the approaching holiday trade and as is usual at this time of the year, not much attention is given to heavy buying.

Fruits, nuts and all kinds of seasonal necessities are the principal sellers.

In teas the market remains quiet though firm and no special features are reported. All lines seem under fair demand. As regards the matter of inspection of teas that have been rejected on the New York market, it is reported that several lots have passed the customs, which should not have been allowed under the standards to have been marketed. The fact that the jobbing trade and importers of teas are still without standards, despite the fact that requisition has been made on the Government at Ottawa, is causing a good deal of uncertainty and dissatisfaction here.

Sugars are unchanged with only a fair demand and as remarked in special department devoted to sugar, the agitation in the west, before the Tariff Commission, on sugars is arousing a good deal of interest among the jobbing trade and divers opinions are expressed on the subject.

Syrups and molasses are quiet, with business only fair.

Coffees and spices are locally dull and little trade done.

In canned goods things are very quiet. The commencement of Advent, December 1, has stimulated the fish trade and dealers report splendid business for all lines and this is expected to keep up until Christmas. Country buyers are also buying more freely.

In dried fruits there has been some activity during the past week, but no changes are reported. Evaporated apples and beans are extremely high, in fact the former have dropped off in demand owing to the high price asked by evaporators.

Maple and honey products show an improved demand.

The flour market is reported as being in good condition and millers all report being busy.

Bran is fair and in good demand, as also is seed of all kinds.

Cheese and butter, owing to the close of navigation and the shortness of stocks here were expected to get easier, but

prices are still firm and the local demand sufficient to maintain the high prices prevailing.

Eggs are also scarce and becoming practically a luxury to the customer, as high as 40c. being asked for strictly fresh eggs over the counter.

Provisions are steady, with a quiet demand for all lines.

Canned Goods—There has been some little activity in the canned goods situation due largely to the closing of navigation, buyers in all parts availing themselves of the privilege of last shipments. The advance in freight rates has also stimulated orders from country buyers. There are no special features to note among jobbers as to any particular lines of canned goods. Salmon is in fairly good demand and as Advent is here the consumption of fish products of all kinds will naturally be reflected in larger orders in canned fish of all descriptions. We quote:

| | Group No. 1. | Group No. 2. |
|--------------------------------|--------------|--------------|
| Beans— | | |
| 2's, wax | \$3 82 | \$0 80 |
| 2's, refuge | 0 85 | 0 82 |
| Currants— | | |
| Red, heavy syrup | 1 60 | 1 57 |
| Red, preserved | 1 0 | 1 77 |
| Black, heavy syrup | 1 77 | 1 75 |
| Black, preserved | 2 07 | 2 05 |
| Gooseberries— | | |
| Heavy syrup | 1 90 | 1 87 |
| Preserved | 2 12 | 2 10 |
| Lawtonberries— | | |
| Heavy syrup | 1 77 | 1 75 |
| Preserved | 1 95 | 1 92 |
| Raspberries— | | |
| Red, light syrup | 1 42 | 1 40 |
| Red, heavy syrup | 1 67 | 1 65 |
| R-d, preserved | 1 87 | 1 85 |
| Black, heavy syrup | 1 62 | 1 60 |
| Black, preserved | 1 77 | 1 75 |
| Sugar beets | 0 85 | 0 85 |
| Coru— | | |
| 2-lb. tins, per doz. | 0 85 | |
| Gallon, per doz | 5 00 | |
| Tomatoes— | | |
| 3-lb. tins, per doz | 0 95 | |
| Gallon tins, per doz | | 0 92 |
| Strawberries— | | |
| 2's, heavy syrup | 1 57 | 1 50 |
| 2's, preserved | 1 67 | 1 65 |
| Gallons, standard | 5 27 | 5 25 |
| Cherries— | | |
| 2's, red, pitted | 2 72 | 2 00 |
| 2's, red, not pitted | 1 57 | 1 55 |
| 2's, black, pitted | 2 02 | 2 00 |
| 2's, black, not pitted | 1 75 | 1 55 |
| 2's, white, pitted | 2 22 | 2 20 |
| 2's, white, not pitted | 1 82 | 1 80 |
| Rhubarb— | | |
| 2's, preserved | 1 17 | 1 15 |
| 3's, preserved | 1 92 | 1 90 |
| Gallons, standard | 2 65 | 2 62 |
| Asparagus— | | |
| 2's, tips | 2 52 | 2 50 |
| Peas— | | |
| 2's, standard (No. 4) | 0 62 | 0 60 |
| 2's, early June (No. 3) | 0 70 | 0 67 |
| 2's, sweet wrinkled (No. 2) | 0 82 | 0 80 |
| 2's, extra fine sifted (No. 1) | 1 22 | 1 20 |
| Spinach— | | |
| 2's, table | 1 42 | 1 40 |
| 3's, table | 1 82 | 1 80 |
| Gallons, table | 5 02 | 5 00 |
| Peaches— | | |
| Yellow, flats, 1 | 1 70 | 1 67 |
| " " 2 | 1 91 | 1 87 |
| " " 3 | 2 60 | 2 57 |
| " " whole 2 | 2 85 | 2 82 |
| " " whole 2 | 2 37 | 2 35 |
| White | 1 75 | 1 72 |
| " 2 | 2 50 | 2 47 |
| " 3 | 2 70 | 2 67 |
| Pie | 1 27 | 1 25 |
| Pie, not peeled, gal. | 2 57 | 2 55 |
| Pie, peeled | 4 52 | 4 50 |
| Pears— | | |
| Flemish beauty 2 | 1 65 | 1 62 |
| " " 2 | 1 97 | 1 95 |
| " " 3 | 2 12 | 2 10 |
| Bartlett | 1 80 | 1 77 |
| " 2 | 2 17 | 2 15 |
| " 3 | 2 32 | 2 30 |
| Pie | 1 27 | 1 25 |
| Pie, not peeled, gal. | 3 81 | 3 77 |
| Pie, not peeled, gal. | 3 27 | 3 25 |
| gal. | | 2 50 |
| Pumpkins— | | |
| 3-lb. tins | | 0 72 |
| Squash— | | |
| 3-lb. | | 1 00 |
| Pineapple— | | |
| 2's, sliced | | 2 25 |
| 2's, " grated | | 2 35 |
| 3's " whole | | 2 50 |

| | |
|----------------------------|----------|
| Plum— | |
| 2s Damson, light syrup | 1 00 |
| 2s " heavy syrup | 1 20 |
| 2 1/2s " " | 1 57 1/2 |
| 3s " " | 1 85 |
| Gals. " standard | 2 95 |
| 2s Lombard, light syrup | 1 05 |
| 2s " heavy syrup | 1 35 |
| 2 1/2s " " | 1 62 1/2 |
| 3s " " | 1 90 |
| Gals. " standard | 3 15 |
| 2s Green Gage, light syrup | 1 15 |
| 2s " heavy syrup | 1 47 1/2 |
| 2 1/2s " " | 1 72 1/2 |
| 3s " " | 2 00 |
| Gals. " standard | 3 45 |
| 2s Egg, heavy syrup | 1 52 1/2 |
| 2 1/2s " " | 1 80 |
| 3s " " | 2 10 |
| Raspberries— | |
| 2s black, heavy syrup | 1 35 |
| 2s " preserved | 1 50 |
| Gals. " standard | 4 75 |

Specifications of Groups.

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

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

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

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

| | |
|-----------------------------------|------------|
| Horseshoe, 1 to 4 cases—Talls | \$1.57 1/2 |
| Horseshoe, 5 cases and over—Talls | 1.55 |
| Horseshoe, 1 to 4 cases—Flats | 1.70 |
| Horseshoe, 5 cases and over—Flats | 1.67 1/2 |
| Maple Leaf, 1 to 4 cases—Talls | 1.57 1/2 |
| Maple Leaf, 5 cases & over—Talls | 1.55 |
| Maple Leaf, 1 to 4 cases—Flats | 1.70 |
| Maple Leaf, 5 cases & over—Flats | 1.67 1/2 |
| Clover Leaf, 1 to 4 cases—Talls | 1.57 1/2 |
| Clover Leaf, 5 cases & over—Talls | 1.55 |
| Clover Leaf, 1 to 4 cases—Flats | 1.70 |
| Clover Leaf, 5 cases & over—Flats | 1.67 1/2 |
| Arrow, 1 to 4 cases—Talls | 1.50 |
| Arrow, 5 cases and over—Talls | 1.47 1/2 |
| Arrow, 1 to 4 cases—Flats | 1.62 1/2 |
| Arrow, 5 cases and over—Flats | 1.60 |

Sugar—Since the advance of 10c. noted last week there is no change to date in the sugar market. Business is reported quiet by jobbers and no interest is noted, with the exception of the agitation in Toronto and Hamilton in matters relating to sugars that has been brought out at the sessions of the Tariff Commission. This subject seems to be of vital interest to many in the trade, but no strong opinions are expressed for publication. The outcome of the agitation in the west is looked forward to, as is but natural, with a good deal of interest by the grocery trade. We quote:

| | |
|---------------------|--------|
| Granulated, bbls. | \$4 30 |
| " 1-bbls. | 4 45 |
| " bags. | 4 25 |
| Paris lump, barrels | 4 75 |
| " " half-barrels | 4 95 |
| " " boxes, 100 lbs. | 4 85 |
| " " boxes, 50 lbs. | 3 80 |
| Extra ground, bbls. | 4 90 |
| " " 50-lb. boxes | 5 00 |
| Powdered, bbls. | 4 50 |
| " " 50-lb. boxes | 4 70 |
| Phoenix | 4 25 |
| Bright coffee | 4 15 |
| " yellow | 4 10 |
| No. 3 yellow | 4 05 |
| No. 2 " " | 3 90 |
| No. 1 " bbls. | 3 80 |
| No. 1 " bags. | 3 75 |

Syrups and Molasses—There is no change in the situation of molasses and only moderate jobbing business is being done. Corn syrups maintain a good demand at unchanged prices. We quote:

| | |
|-------------------------|----------|
| Barbadoes, in puncheons | 0 35 |
| " in barrels | 0 37 1/2 |
| " in half-barrels | 0 38 1/2 |
| New Orleans | 0 22 |
| Antigua | 0 35 |
| Porto Rico | 0 45 |
| Corn syrups, bbls. | 0 22 1/2 |
| " 1-bbls. | 0 28 |
| " " " | 0 03 |
| " 38 1/2-lb. pails | 1 30 |
| " 25-lb. pails | 0 90 |

| | |
|------------------------------------|------|
| Cases, 2-lb. tins, 2 doz. per case | 1 90 |
| " 5-lb. " 1 doz. | 2 35 |
| " 10-lb. " 1/2 doz. | 2 25 |
| " 20-lb. " 1/4 doz. | 2 10 |

Coffee—There is no change of importance to note in the local coffee market, which is on the quiet side, with prices unchanged and steady. Messrs. Watt, Scott & Goodacre in their report of the 29th ult. say: "Receipts at Rio and Santos are falling off rapidly. It is important to note that while as usual the U. S. have taken the larger part of the Brazil crop their visible is only about 500,000 bags greater than at even date last year. To-day New York practically controls the world's coffee and their very large stocks have been accumulated without advancing prices. As the greater part of this accumulation is owned by two interests and as they have been successful in covering their requirements they will soon be looking for profits. We quote:

| | | |
|------------|----------|----------|
| Jamaica | 0 10 1/2 | 0 11 |
| Java | 0 15 | 0 22 |
| Mocha | 0 18 | 0 19 |
| Rio, No. 7 | 0 09 | 0 10 1/2 |
| Santos | 0 10 1/2 | 0 11 1/2 |
| Maracaibo | 0 11 | 0 13 1/2 |

Tea—The local tea market continues firm and steady with a volume of business limited. Brokers report inquiries none too plentiful as the policy of the trade seems, momentarily, to be to buy cautiously. Ceylon greens and blacks are reported firm and Japan teas also are under fair inquiry, although the trading is not heavy. China Ping Sueys are still inquired for at somewhat firmer prices. We quote:

| | | |
|----------------------------------|----------|------|
| Japan—Fine | 0 26 | 0 30 |
| " Medium | 0 20 | 0 23 |
| " Good common | 0 18 | 0 20 |
| " Common | 0 13 | 0 15 |
| Ceylon—Broken Pekoe | 0 25 | 0 28 |
| " Pekoes | 0 17 | 0 20 |
| " Pekoe Souchongs | 0 15 | 0 20 |
| Indian—Pekoe Souchongs | 0 15 | 0 18 |
| Ceylon greens—Young Hysons | 0 16 | 0 18 |
| " Hysons | 0 14 1/2 | 0 15 |
| " Gunpowders | 0 13 1/2 | 0 14 |
| China greens—Pingsuey gunpowders | 0 11 | 0 13 |
| Congous—Kaisows | 0 12 | 0 12 |
| " Pakling boxes | 0 12 | 0 14 |

Foreign Dried Fruits—Business in all lines of dried fruits has been very active. There is, however, nothing new to report as regards Valencia raisins this week. Currants are maintaining the advance previously reported. Comadre figs are scarce. Dates are going into consumption freely at reasonable prices. Shelled walnuts are very scarce and new supplies are anxiously awaited for the Christmas trade. Shippers abroad advise that notwithstanding the high prices ruling, they are crowded with orders. Walnuts, 1905 crop, of all kinds are now in buyers' hands and are being rapidly distributed to the country trade. We quote:

| | |
|--------------------------------|-------------------|
| Valencia Raisins— | |
| Fine off-stalk, per lb. | 0 04 1/2 0 04 1/2 |
| Selected, per lb. | 0 04 1/2 0 05 1/2 |
| Layers, " " | 0 05 0 05 1/2 |
| Dates— | |
| Dates, Hallowees, per lb. | 0 04 0 04 1/2 |
| Californian Evaporated Fruits— | |
| Apricots, per lb. | 0 13 1/2 |
| Peaches, " " | 0 10 1/2 |
| Pears, " " | 0 13 |
| Malaga Raisins— | |
| London layers. | 2 00 |
| " " " " | 2 50 |
| " " " " 1-boxes. | 0 80 |
| " " " " 1-boxes. | 1 10 |
| " " " " 1-boxes. | 3 50 |
| " " " " 1-boxes. | 4 50 |
| " " " " 1-boxes. | 1 35 |
| Californian Raisins— | |
| Loose muscatels, per lb. | 0 07 1/2 0 08 |
| " " seeded, in 1-lb. packages. | 0 08 0 09 |
| " " 2 crown | 0 06 |
| " " 3 crown | 0 06 1/2 |
| " " 4 crown | 0 08 |

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

Rice and Tapioca — There are no changes to report in the situation of the rice market. A fair amount of business is turning. Tapioca is reported stronger and will cost to-day from 1-2c. to 1c. per lb. more to lay down than former quotations. Jobbers are still quoting, however, at 4 1-2c. to 5c.

| | |
|----------------------------------|---------------|
| B rice, in 10 bag lots | 2 95 |
| B rice, less than 10 bags | 3 05 |
| C rice, in 10 bag lots | 2 85 |
| C rice, in less than 10 bag lots | 2 95 |
| Tapioca, medium pearl | 0 04 1/2 0 05 |

Spices—The spice market continues without change. A firmness in peppers cassias and ginger is still apparent. Local business is fairly good among grinders and the jobbing trade. We quote:

| | |
|-----------------|-----------|
| Peppers, black | Per lb. |
| " white | 0 16 0 22 |
| Ginger | 0 25 0 30 |
| Cloves, whole | 0 12 0 20 |
| Cream of tartar | 0 17 0 32 |
| Allspice | 0 25 0 30 |
| Nutmegs | 0 12 0 15 |
| " " | 0 25 0 50 |

Beans—The bean market continues very firm with a strong upward tendency. Higher prices are anticipated by shippers' agents and the trade generally is of the opinion that an advance is likely to come. The general run of prices this week has been from \$1.65 to \$1.70 for 3-pound pickers. The close of navigation has seen shipments for foreign ports and one consignment of several hundred bags was noted for Russia and further shipments for that country have been booked, naturally now that navigation is closed, via New York. We quote:

| | |
|--------------------|-----------|
| Choice prime beans | 1 75 1 80 |
| Lower grades | 1 65 1 75 |

Evaporated Apples—Owing to the high prices that are being asked by western evaporators the demand has somewhat fallen off. Despite the fact that California evaporated prunes are high this year, it is argued that if evaporated apples reach approximately the same price as California fruits the average consumer will turn to the California fruit. The consumption, naturally, at the high prices prevailing will be curtailed. From 8 1-2c. to 9c. is quoted as the ruling prices for Winter variety.

Maple Products—There has been a slight improvement in the demand for maple products. One large sugar dealer reports that fancy stocks and even good fine maple sugar is hard to secure. The

demand for maple syrup is growing, owing to the advent of colder weather. We quote:

| | | |
|------------------------------|------|------|
| Maple syrup, in wood, per lb | 0 06 | 0 06 |
| " " in large tins | 0 06 | 0 07 |
| Pure Townships sugar, per lb | 0 07 | 0 07 |
| Pure Beauce County, per lb | 0 08 | 0 09 |

Honey—There has been a better demand during the week for honey of all descriptions. White clover is firm at 7 1-2c. to 8c., with new comb at 12c. to 14c., according to quality. Buckwheat in round lots is quoted at 5 1-2c. to 5 3-4c., though 6c. in a jobbing way is the price. We quote:

| | |
|------------------------------|------|
| White clover, extracted tins | 0 08 |
| " " kegs | 0 07 |
| " " comb, new | 0 12 |
| Buckwheat | 0 06 |

Fish—The demand for fish of all kinds is exceptionally brisk at present and will continue so. Advent commences on Dec. 1 and buyers generally throughout the country are preparing to meet the demand for fish. It is to the interest of all fish dealers and grocers to stock up now as a good sale can always be depended on from now till Christmas. There is a ready sale especially for fresh and frozen fish. Green cod continues scarce and prices are higher than usual with prospects of further advance in the near future. Salt herrings are also good sellers. New frozen herring are now on the market, also salmon and halibut, as well as lake fish, while haddock are more plentiful, with prices lower than our previous quotations. In smoked fish there is a good demand for haddies and kippers. The demand for bulk oysters is also much better and it will increase during December, which is one of the heavy months for these goods. We quote:

| | |
|---|-------|
| Fresh fish— | |
| Fresh haddock, per lb | 0 04 |
| " " market cod, per lb | 0 04 |
| " " steak cod, per lb | 0 05 |
| Smoked fish— | |
| Haddies, 15 and 30-lb. boxes, per lb | 0 06 |
| Kipped herring, per box | 0 90 |
| Bloaters, 100 in box, per box | 1 25 |
| New herring, in small boxes, per box | 0 11 |
| Oysters and Lobsters— | |
| Hand-picked Malpeque oysters, per bbl | 8 00 |
| Standards per imp gal | 1 40 |
| Selects, per imp gal | 1 60 |
| Oyster pails, pints per 100 | 1 00 |
| quarts, " | 1 25 |
| Prepared fish— | |
| Boneless fish, 1 and 2-lb. bricks, per lb | 0 05 |
| " " cod, " | 0 06 |
| " " fish, 25-lb. boxes, per lb | 0 04 |
| Skinless cod, 100-lb. cases, per case | 6 00 |
| Dry codfish, 100-lb. bundles, per bundle | 6 00 |
| Frozen fish— | |
| B.C. salmon, per lb | 0 09 |
| Halibut per lb | 0 09 |
| Gaspe salmon, per lb | 0 15 |
| Dore, per lb | 0 07 |
| Whitefish, per lb | 0 08 |
| Dressed pike, per lb | 0 09 |
| Sea trout, per lb | 0 09 |
| Striped bass, per lb | 0 15 |
| Large herring, per 100 fish | 2 00 |
| Smelts, No. 1, per lb | 0 10 |
| Salt and pickled fish— | |
| No. 1 Labrador herring, per bbl | 5 50 |
| " " " " per half bbl | 3 00 |
| " " " " per pail | 0 80 |
| " " " " salmon, tierce | 18 00 |
| " " " " in bbls | 13 00 |
| " " " " in 1/2 bbls | 7 50 |
| " B.C. salmon, bbls | 12 50 |
| " " " " half bbl | 7 00 |
| " " " " lake trout, per keg | 4 75 |
| " " " " mackerel, per pail | 2 00 |
| " " " " large green cod, per lb | 0 04 |
| " " " " medium, " | 0 03 |
| " " " " small, " | 0 03 |

Mr. Wm. Döbie, general manager of E. W. Gillett Co., returned from a business trip to New York a few days ago.

N. B. Markets.

St. John, N.B., Nov. 29, 1905.

THE weather has continued very mild, in fact, except a few days we have not had it at all cold. Dealers have been very busy but the rush is over. In Winter port business, the first steamers have come and gone. In markets there is nothing of particular interest. The general tone is firm and in many lines prices are high.

Evaporated apples have shown a sharp advance.

Fresh meats are very low this Fall.

One feature of the week was the receipt of some small shipments of Malaga seeded raisins. These were never imported till two years ago, in fact, had never before been put up in Malaga. That year the appearance of the goods was unsatisfactory, though in other ways the goods were bright. Last season owing to the low price of California seeded none were imported. In the early season this year buyers were offish, fearing the quality would not be right. When they found the extreme price of California seeded, they tried to buy but found the shipper oversold to other mar-

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Nov. 30, 12.30 p.m.

BUTTER—Market slightly easier. Fancy Town ships sold 23c. or 1c. lower. Fine Creamery, 23c. Ontario Dairies, 20c. to 21c. Rolls, 21c.

CHEESE—Market dull, little doing. Ontarios, October makes, 12c. Easterns, 12c. to 12 1/2c. November selling 1c. under these.

EGGS—Market steady, firm undertone. Selected, 25c. No. 1 Canded, 2c and Montreal lined, 21c.

PROVISIONS—Steady market, no change. Dressed hogs firmer and higher. Smoked meats, good demand.

kets. The shipments now to hand are very satisfactory and the success of Malaga packers in this line is assured.

Oil—In burning oil business has been very large. Prices show no further advance. Lubricating oils rather quiet. In paint oils some contracts for linseeds have been made. Prices are somewhat unsettled. While figures quoted are low, it is doubtful if the extreme low prices of last year will be again seen. Turpentine seems also unsettled, but continues high. There have been quite large receipts of cod oil this week. Prices continue higher than was generally expected and demand from New York has greatly helped in strengthening the market.

Salt—This is the off season. A fair stock of Liverpool coarse salt is held here. Prices are firm. In fine salt demand is light.

Canned Goods—Owing to open prices among the dealers here this Fall, particularly in vegetables, and a tendency to cut prices, this has not been a satisfactory line. The situation is somewhat better. Tomatoes are firmer. In fruits prices show little change. Just fair business. Salmon is dull. Prices this

year are well below last. Lobsters continue extreme. There is quite a full stock of gallon apples held. In domestic fish, prices unchanged. Sardines a full pack. Scallops very scarce.

Dried Fruits—The first direct shipments of California seeded raisins have been received. While showing nice quality, price is too high for business and quantity imported is very light. Practically no California loose raisins here. Market is well supplied with Malaga loose and Valencia layers. For table fruit, Malagas are sold. Some Malaga seeded have been received. Both price and quality satisfactory, but owing to demand from other markets and the fact that our people delayed buying, only a small quantity was secured. Prunes have a steady sale and stocks are light. Prices firmer. Apricots and peaches firm. New dates here. The early fruit quite high. Figs this season, low. Evaporated apples have somewhat surprised the trade. Prices showing quite rapid advance. Onions rather higher. This is the season of large sale for nuts.

Sugar—Market is still weak and unsettled. Dealers are carrying but very light stocks, in fact, buying from hand to mouth.

Molasses—In Barbadoes molasses prices are firmer. The stock is not large. In Porto Rico quite full stock held. Values somewhat unsettled, but for fancy, prices held quite firm.

Fish—Weather continues too mild for frozen fish. There is little variety in fresh stock, chiefly cod and haddock being offered. In dry fish prices are still very high. Pickled herring are just fair supply. High prices asked. Rippling herring are the best grade offered. It has been a good season for boneless fish, prices of which have been relatively low. Smoked herring firmer. There is steady western demand for haddies.

BUSINESS PERSONALS.

MR. W. A. SINCLAIR, who has been representing R. Herron & Co., wholesale spices and coffees, Montreal, in the Maritime Provinces, is meeting with splendid success. Mr. Sinclair is young, ambitious and energetic, and his firm report good business from his district.

Mr. T. C. Fleming of the Fleming-Hutton Co., Limited, has again resumed his connection as traveler with Gowans, Kent & Co., with which firm he was so long connected. This well known combination will no doubt as of yore boom crockery interests throughout his territory.

W. B. Stringer & Co., fruit brokers, of Toronto, have opened a branch of their business in Montreal at 209 Commissioners street, under the management of Mr. Thos. Smith, a thoroughly capable man of many years' experience in the fruit business. The firm have made rapid progress since their advent a couple of years ago and The Grocer sincerely wishes them every success with their Montreal branch.

THE TARIFF COMMISSION AT HAMILTON

POINTS OF INTEREST TO THE GROCER.

FIRST DAY.

HERE was one marked discord in the higher tariff symphony presented by over a score of manufacturers at the sessions of the Tariff Commission sitting at Hamilton. Some twenty-two demands had been heard for increased tariff protection for Canadian industries when there suddenly came a rift in the lute. H. W. Zealand, representing the Grocers' Wholesale Company of Hamilton, asked for the removal of the duty on sugar, starch, canned vegetables, canned meats, canned fruits, and other articles in general use handled in the grocery business. The grounds for this novel request were that it was the only way to overcome a combine of the wholesale grocers of Canada, who, through their guild, formed practically a close corporation in control of the buying and selling of groceries.

Mr. Zealand appeared on behalf of the Grocers' Wholesale Company, Limited, a Hamilton company, with \$100,000 capital, and read the following memorandum:

The Combine Indicted.

"Grocers' Wholesale Company, Limited, with head office at Hamilton, was incorporated by letters patent, under the Ontario Companies Act, on the third day of July, 1901, to carry on business as wholesale grocers.

"Upon applying to the Redpath Sugar Refinery for sugar that company replied that it would be pleased to do business with the Grocers' Wholesale Company, Limited, but that its output was controlled by the Wholesale Grocers' Guild, and that it could not sell sugar to any firm or company that was not a member of the Wholesale Grocers' Guild, and that it would be necessary for this company to join the association.

Changed Their Minds.

"Since the incorporation of this company, and after some three years of cash dealing with starch manufacturers, canners of vegetables and others, the Wholesale Grocers' Guild demanded that the starch manufacturers, canners of vegetables and some others should absolutely decline any business from this company, and such starch manufacturers, canners of vegetables and others were compelled to remove the name of this company from their selling list, and in every instance it was stated that the matter was one of regret to the person or firm that was thus obliged to refuse to do business with this company.

"This company therefore makes application to the honorable members of the Commission to be permitted to import all such articles free of duty."

Could Not Enter Combine.

"What articles?" asked Mr. Brodeur when Mr. Zealand had finished reading. "Sugar, starch, canned vegetables, canned meat, canned fruits," was the reply.

"You are a wholesale grocer?"
"Yes; we have been doing business for three years."

"Did you become members of that association?" asked Mr. Fielding, taking a hand.

"No. Afterwards we endeavored to and they declined us."

"You applied for admission?"

"After about a year's business we applied, and were refused admission." Mr. Zealand said he had correspondence on that question, and promised Mr. Brodeur to bring the documents before the Commission the next morning.

"You have since applied for quotations?" Mr. Brodeur asked.

"Yes, less than a year ago."

"Was any different reason given—any question of finances?"

"No question of finances; we are in business on a cash system. We have entered an action against the Guild, which is now pending."

A Wide-reaching Combine.

This concluded Mr. Zealand's statement. Seen subsequently by a press representative he gave the following particulars of his experience with the other interests referred to in his memorandum:

"The canners had done business with the Grocers' Wholesale Company to their entire satisfaction, and said they would be glad to do the business again this year, and I was assured they would leave our name on their list of wholesale buyers; but after an interview with the Grocers' Guild they felt themselves compelled to remove the name.

"We had been buying canned meats from William Clark, Montreal, but we got a letter from his representative stating that a list had been furnished him of the firms that he would be permitted to continue selling to, and he regretted to say that our name was not on that list.

Competition Restrained.

"In regard to sugar, we made an application lately to the Acadia Refining Company of Halifax, and they said in their letter that while they were with us in sympathy, yet the Montreal refiners left such matters in that district to them, and that they did not like to interfere in the districts of the Montreal refiners.

"As to starch, the manager of a starch factory told me that a letter he wrote to us was as strong as he thought he should put it, but that privately between ourselves he was absolutely forced to do what he did—to refuse our business."

SECOND DAY.

The first move against combines in Hamilton in the nature of criminal prosecution was begun yesterday, when County Crown Attorney Washington went after the Dominion Wholesale Grocers' Guild. The office of the Canada Grocers, Limited, in the Spectator building, was searched under a warrant for books and other documents believed to be of use in connection with criminal proceedings, and everything in sight that might answer a useful pur-

pose was seized by Crown Attorney Washington and Sheriff's Officer Stewart. Books and documents in possession of Mr. H. C. Beckett, of the wholesale firm of W. H. Gillard & Co., believed to be used in connection with the Grocers' Guild, were also seized, though Mr. Beckett stated he had nothing of importance in that line.

Follows Tariff Revelations.

This action was the outcome of the revelations made before the Tariff Commission on Friday, when Mr. H. W. Zealand, Manager of the Wholesale Grocers' Company, petitioned the commissioners for permission to import goods free from other countries that could not be purchased from manufacturers in Canada, because the company was not in the Dominion Guild or combine. It was alleged that the Redpath Sugar Refinery refused to sell sugar to the Wholesale Grocers' Company because it was not a member of the guild, and that starch manufacturers, canners of vegetables, and some others declined business from the company for the same reason. Mr. George E. Bristol (Lucas, Steele & Bristol) is president of the Canada Grocers, Limited, and one of the chief officers of the Dominion Guild. Harry C. Beckett (W. H. Gillard & Co.) is vice-president of the Dominion Grocers' Guild, and a member of the Price Commission thereof. The information laid is as follows:—

The Charge Laid.

"That George E. Bristol and H. C. Beckett, with others, combined to keep up prices of sugar, starch, and other commodities to prevent competition in the same."

The turn taken before the Tariff Commission on Saturday in relation to the grocers' combine was unexpected. At the opening Mr. H. W. Zealand, who had brought up the question by his complaint on Friday, appeared, with counsel, Messrs. J. W. Nesbitt, K.C., and J. P. Gauld. They hesitated about placing their correspondence before the public, in view of their pending action against the guild, and were given time to consider the matter. Later the representatives of the guild made an effort to explain the charges and the sitting ended with Mr. Nesbitt's announcement that they had now decided not to produce their correspondence, in view of criminal proceedings being instituted against the guild by the Crown.

The Guild's Story Told.

The representatives of the guild who appeared were Messrs. Geo. E. Bristol, president of the guild, and H. C. Beckett and H. N. Kittson, of the W. H. Gillard Co., wholesale grocers, Hamilton. The principal statement was made by Mr. Bristol, who in a most cheery, doubt-dispelling manner, made a reply to Mr. Zealand. He said the latter's memorandum was so full of misstatements that in justice to the wholesale

grocery trade of the Dominion he desired to put the matter in a proper light before the Commission. As reported in the Globe, the grocers' wholesale company claimed to be a wholesale grocery company. He denied that; they were a combination of retailers, who divided their profits not in proportion to the percentage earned on the whole business, but on the profit earned on each individual article by the person buying it. "In that they differ from any wholesale grocery company, because they make their money and divide it among their stockholders or partners. They say they have been kept from buying sugar and other goods from the different manufacturers and that it is due to the Wholesale Grocers' Guild. If they were wholesale grocers in the ordinary acceptance of the term—it is the policy of the guild that everyone who is a wholesale grocer is admitted to the guild, but it is not the policy that a combination of retailers shall join together and injure their brother retailers by buying at less than they can buy."

Some Outside the Combine.

Mr. Bristol said the company's prospectus would show their objects are different altogether from those of a wholesale grocers' company. Sugar could be bought by others than members of the guild. There was a firm in Hamilton who had bought sugar—all the manufacturers in the Dominion were not members of the guild—there were two wholesale grocers' houses in Toronto, Lumbers' and Eckardt's; one firm in Kingston, Geo. Robertson & Son, and others in Canada not members of the guild. Therefore, Mr. Zealand's claim for a reduction of the duties was foundationless because of misstatements. No wholesale grocer had yet been refused admission to the guild.

Mr. Fielding then asked a few questions. "I do not think we are very much concerned as to whom you admit to your society. The question is, are these commodities still open to the public in the market?"

"They are."

"Anything that would tend to prevent different persons from purchasing on equal terms would be a matter that might be properly considered by us. Except in that I do not see that we have anything to do with it."

"They are available to anybody who wants to buy them."

"On even terms?"

"It is done like the railroad business: a man who buys a carload gets a better rate than a man who wants only a small quantity."

"A larger or smaller quantity?"

"That is the whole difference."

Is There Discrimination?

"But for given quantities—since the question has been put—can any man who wants to buy sugar from the refiners get the same rate for the same quantity and, at the same terms as any other man?"

"Provided he is a wholesaler."

"If he is buying in big quantities that makes him a wholesaler."

"Supposing he was a retailer and bought it for, say, in Hamilton, to ruin the trade of every other retailer."

"Well, there may be phases of that that are difficult to deal with, but, generally speaking, the man who wants to

buy the same quantity and pay his money ought to have it on the same terms," said Mr. Fielding, decisively.

"I do not think that phase has ever come up in that way exactly. In the grocery trade at least there is a retail and wholesale trade. The manufacturer would sell to us as wholesalers where he would not sell to the retailers at the same price, because that would be interfering with the other retail customers."

Agreement with Refiners.

"What is your agreement with the refiners with regard to the prices? Is there any price fixed between the guild and the refiners?"

"The guild fixes the prices, but it is available to everybody."

"The guild don't fix prices," interposed Mr. Beckett, correcting his associate.

"What is the nature of the arrangement between the refiners and the Grocers' Guild?" asked Mr. Brodeur.

"There is no written agreement," Mr. Beckett answered, "but there is an understanding that the refiners will recognize a system known as the equalized rate system of selling sugar. It is rather an elaborate thing; it would take too much time to go into the details of it."

"It is just as well to have it, since the question has been brought up, to clear the atmosphere."

"It is a system of selling sugar to enable the wholesaler and those handling sugar at present to make a profit, as they have been making, of four per cent. on the sales. This is what the system originated for, and it is arranged by working on the ruling price in Montreal. For instance, if sugar today in Montreal is \$4.40, the trade have what they call an equalized rates book, that gives the name of every town in the provinces, and opposite these names are certain figures. These figures added to the list price in Montreal gives the selling price laid down at any point in Canada. These figures simply are sufficient to cover the cost of freight charges, and the wholesale grocer gets what he has earned in the shape of a refund or rebate that the refiners give for three months at 4 per cent."

"On what condition is that rebate given?"

"On the condition that the price has been adhered to, if they have not sold it at less than the list price, plus the equalized rate. We have not got to buy unless we want this rebate; that is, we volunteer to buy."

Done to Get a Profit.

"Can you buy from the States or other refiners?"

"No, we suggested that idea to the refiners. Prior to the sugar arrangement we were importing sugar and buying sugar from the refiners and selling it for absolute cost. We were not making any money, and finally, after a good many discussions, the thing came to a basis that was being worked in the States, and has been for years, that enabled us to sell the goods and make a small margin of profit. Anybody that wants sugar can buy it. They don't refuse it."

"So that Mr. Zealand's statement that he had been refused would not be correct?"

"No, it would not be correct. They don't refuse anybody, but they decline to give the four per cent. to anybody but those who are wholesale grocers."

"It comes about to the same."

"For instance, say a person would go to the refiners representing half a dozen retail men, and wanted to buy two cars of sugar. The refiners don't think they are justified in selling to those retail men, who sell the sugar direct to the consumer, on the same basis as they would to the wholesale people. The wholesale people require a certain measure of protection."

Mr. Fielding returned to the discussion with a few more questions. "There are goods which are sold in similar quantities by the refiner to different firms. Why not on the same terms?"

"They don't buy for the same purpose," Mr. Beckett replied; "one is a wholesaler and the other a retailer."

"I quite realize that a man might want to sell to the wholesale trade on better terms than he would sell a smaller quantity. I do not think that is so serious. It is the quantity that governs the transaction if he sells another carload at the same price."

"If he sold a carload to a retailer made up of half a dozen retailers."

Should Have Equal Rates.

"Should not one combination be allowed to get a given quantity of goods as cheaply as another combination of men?"

"It has always been a recognized principle in the grocery business that wholesale discounts were to wholesale houses."

"Wholesale discounts to people who buy in wholesale quantities," suggested Mr. Fielding.

"The company of which I am a member," Mr. Beckett replied, "buys about \$2,000,000 worth of sugar a year. In justice to other wholesale houses who are not doing as large a business we never ask for any concession with regard to quantities, because we don't want to have any attempt to get any preference over wholesalers who are doing a legitimate wholesale business. It was a case of treating everybody on the same basis, giving a discount to strictly wholesale houses and protecting wholesale houses to that extent by not selling to retailers on the basis of wholesale prices."

The Guild's Exclusiveness.

Replying to Mr. Brodeur, Mr. Beckett said wholesalers outside the guild can buy from the refiners and get the rebate. As to Mr. Zealand's firm's having been refused admission to the guild, Mr. Beckett said the form of application had been sent them and they could not sign it because they were doing a business that was not wholesale and they were not eligible for membership and thereby admitted they were not. Their prospectus had represented that wholesale grocers were a kind of a burden on the retail man. They, therefore, decided to buy their stuff from the manufacturers and divide it between them at cost price less the expense of doing the business.

"When the retailers get together like that with a view of putting wholesale grocers out of business it is natural that the wholesale grocers should do what they can to protect their interests by impressing upon manufacturers the

matter of only giving their wholesale discounts to the wholesalers," said Mr. Beckett.

Mr. Brodeur secured from Mr. Beckett the statement that all the Canadian sugar refiners were under the arrangement with the guild, except one, that at Wallaceburg. The guild did not sell the Wallaceburg sugar because the latter sold it to the retail men at the same price as to the guild. Replying to Mr. Paterson, Mr. Beckett said the guild courted inquiry. They were getting a profit of 4 per cent. on what cost 8½ or 9 cents to run. "We have been abused for several years and heard a lot of mis-

statements and want to stop them right there. We are prepared to answer them at any time."

What the People Will Think.

"I think," responded Mr. Fielding, "there will be a great many people who will take the ground that the manufacturer of an article should sell it on even terms to anybody, whether he calls himself by one name or another. I think the public generally would rather take that view, because the retailer, as a rule, does not want to buy in lots of a carload or fifty carloads. He buys in smaller quantities."

DOMINION VICE-PRESIDENT EXPRESSES HIS VIEWS.

Interviewed by a reporter, Mr. Beckett said:

"The Dominion Wholesale Grocers' Guild is not a combine, as has been stated, but is an association comprised of wholesale grocers throughout Canada, having for its objects the promotion of the general interests of the grocery trade. Its functions might fairly be described as closely analogous to those performed by the retail associations throughout the country, which have been created to improve the conditions among the retail trade, and which could not be effected by independent action. Unification of terms of sale, the equalization of freight rates, insurance rates, losses on bad debts, tariff legislation and all questions which directly or indirectly affect the wholesale grocery trade from time to time are duly considered and discussed by the Guild.

"There are no agreements as to prices, written or otherwise, between the manufacturers and the Wholesale Grocers' Guild, and statements to the effect that the Guild or its officers arrange selling prices of sugar and other commodities, are made either from a lack of knowledge or a desire to convey a wrong impression to the public.

"The relations between the wholesale grocery trade and manufacturers have been grossly misrepresented and great injustice and injury to the trade is being wrought by such misrepresentations. The Wholesale Grocers' Guild and its members court the closest investigation. The Guild has not combined, directly or indirectly, with any manufacturers in Canada, either to restrict production or advance prices.

"Manufacturers realize that the most economical distribution of goods is through the medium of the wholesale trade, and it means ultimately a saving in cost to the consumer.

"It would be absurd for any one to imagine a manufacturer doing business through the wholesale jobber and expect that jobber to sell such goods without a profit. The manufacturer further realizes that in order to stimulate the sale of his goods he must regulate the selling price and terms of his product, so as to insure a profit to those handling same, either wholesale or retail.

"In the case of sugar, the variation in prices of refined goods always has had relation to the fluctuation in the price of raw sugars. The Canadian market is controlled entirely by the price of raw in foreign markets. The protection afforded the Canadian refiners is so small that any attempt on their part to secure more than a bare profit would find

this country flooded with foreign refined sugars.

"Since the first of January this year the price of sugar has gradually declined with the falling of values of raw sugar, so that to-day sugars are one cent per pound less than they were in January last. Further evidence is presented by the fact that to-day different refiners in Canada are quoting different prices for standard granulated sugar.

"The equalized rates system of selling sugar is a system of equalizing freight rates to enable wholesalers to quote delivered prices to retailers at all railway and boat points in the Dominion. This arrangement has proved of great value and convenience to the retailers. These equalized rates are arrived at by combining the carload rate from the refineries to distributing points, and adding the local rate of freight from distributing points to places of destination.

"Wholesalers sell at refiners' prices, add the equalized rates to points of shipment and pay all freight charges. To arrive at the cost laid down at any point the equalized rate is added to the refiners' list price of the day.

"Refiners allow wholesalers a trade discount of 5 per cent., but allow them no cash discount. Wholesalers allow the retailers a cash discount of 1 per cent. or sell to retailers on 30 days' time, and in carload lots a further reduction of 5 or 10 cents per 100 lbs. is made. Refiners' terms to wholesalers are 14 days net cash. The profit to the wholesaler is therefore a fraction less than 4 per cent. The actual cost of selling sugar is substantially more than the gross profit made by the wholesalers.

"The wholesale grocery trade is animated by a desire to, as far as possible, promote the interests of the retailers, believing that the interests of both wholesaler and retailer are identical.

"Press reports regarding the Canada Grocers, Limited, and its relations to the Wholesale Grocers' Guild and manufacturers are very incorrect and misleading. No books of the Canada Grocers, Limited, or any other wholesale grocery firm have been seized by the Crown Attorney. There are no guild agreements or documents of an incriminating nature, there never have been.

"The Canada Grocers, Limited, are not members of the Dominion Wholesale Grocers' Guild, but the different branches comprising the Canada Grocers, Limited, are individually members of the Dominion Wholesale Grocers' Guild, and stand with regard to it in precisely the same relation as any other wholesale grocer in Canada."

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 30th, 1905.)

ACTIVITY marks the wholesale grocery trade in most lines, there being a strong demand for Christmas supplies from all parts of the west. In some parts of the west, particularly in Saskatchewan, collections are slow, the reason being that there is a blockade of wheat and the farmers are not able to market their crop as early or as quickly as was hoped for. Since it has become evident that the elevators and railways at Midland and Depot Harbor are not in a position to handle the grain promptly, the railways in the west seem to have relaxed their efforts and there are now many complaints of car shortages. However, there is no doubt that the trade in the country is in a healthy condition and a better state of affairs may be looked for as soon as a considerable proportion of the crop is marketed.

Values are steady and there are few changes to record this week. The B. C. refinery has reduced the price of sugar in sacks (100 lbs.) 5c. below the price in barrels. This change applies in all Manitoba points.

Evaporated apples are now selling at 10c. per lb. in 50-lb. cases and at an advance of one half cent in the 25-lb. cases. The new dried apples are selling at 8 1-4c. to 8 1-2c. per lb.

Canned Goods—The canned goods market is absolutely without features of interest this week. Prices are steady at former quotations, which were:

| | |
|--|------|
| Succotash 2s, group 1, per 2-doz. case | 2 63 |
| " " " 2 and 3, per 2-doz. case | 2 58 |
| Beets, 3s, group 1, per 2-doz. case | 2 39 |
| " " " 2 and 3, per 2-doz. case | 2 34 |
| Pumpkins, 3s, group 1, per 2-doz. case | 2 04 |
| " " " 2 and 3, per 2-doz. case | 1 99 |
| Plums, Damson, 1s, group 1, per 2-doz. case | 2 13 |
| " " " 2 and 3, per 2-doz. case | 2 08 |
| " Lombard, 1s, group 1, per 2-doz. case | 2 23 |
| " " " 2 and 3, per 2-doz. case | 2 18 |
| " greengage, 1s, group 1, per 2-doz. case | 2 33 |
| " " " 2 and 3, per 2-doz. case | 2 28 |
| Peaches, 2s, group 1, per 2-doz. case | 4 08 |
| " " " 2 and 3, per 2-doz. case | 4 03 |
| " " 3s, group 1, per 2-doz. case | 6 14 |
| " " " 2 and 3, per 2-doz. case | 6 09 |
| Pears, 2s, F.B., group 1, per 2-doz. case | 3 58 |
| " " " groups 2 and 3, per 2-doz. case | 3 53 |
| " " 3s, F.B., group 1, per 2-doz. case | 5 09 |
| " " " groups 2 and 3, per 2-doz. case | 5 04 |
| Apples, gallons, group 1, per doz. | 2 60 |
| " " " 2 and 3, per doz. | 2 55 |
| " 3-lb. " 1, " " " " " " | 2 13 |
| " -lb. " 2 and 3 " " " " " " | 2 08 |
| Cherries, red pitted, group 1, per 2-doz. case | 4 33 |
| " " " 2 and 3, " " " " " " | 4 28 |
| Currants, new, red, 2 doz. cases, group 1, per case | 3 46 |
| " " " " 2 & 3 " " " " " " | 3 43 |
| " black, " " " 1 " " " " " | 3 83 |
| " " " " 2 & 3 " " " " " " | 3 78 |
| Gooseberries, new, " " " 1 " " " " " | 4 08 |
| " " " " 2 & 3 " " " " " " | 4 03 |
| Lawtonberries, " " " 1 " " " " " | 3 83 |
| " " " " 2 & 3 " " " " " " | 3 78 |
| Raspberries, red (new), 2-doz. cases, group 1, " " " " " " | 3 63 |
| " " " " 2 & 3, " " " " " " | 3 58 |
| " black, new " " " 1, " " " " " " | 3 53 |
| " " " " 2 & 3, " " " " " " | 3 48 |
| Strawberries, " " " 1 " " " " " | 3 33 |
| " " " " 2 & 3, " " " " " " | 3 28 |
| Pineapples, 2s, sliced, 2 doz. cases, per case | 4 25 |
| " " " 2s, whole, " " " " " " | 3 75 |
| " " " 2½s, whole, " " " " " " | 4 50 |
| " " " 2s, grated, " " " " " " | 4 50 |
| Tomatoes, 3s, per 2 doz. cases, group 1, " " " " " " | 2 34 |
| " " " " 2 & 3, " " " " " " | 2 29 |
| Corn, 2s, " " " 1, " " " " " " | 1 98 |
| " " " " 2 & 3, " " " " " " | 1 93 |
| Peas (No. 4), 2s, " " " 1, " " " " " " | 1 53 |
| " " " " 2 & 3, " " " " " " | 1 48 |
| Peas (No. 3), 2s, " " " 1, " " " " " " | 1 68 |
| " " " " 2 & 3, " " " " " " | 1 63 |
| Beans, golden wax " " " 1, " " " " " " | 1 93 |
| " " " " 2 & 3, " " " " " " | 1 88 |
| Beans, refugee, " " " 1, " " " " " " | 1 98 |
| " " " " 2 & 3, " " " " " " | 1 93 |
| Salmon, Fraser River sockeye, per case | 6 25 |
| " Skeena River, " " " " " " " " | 6 00 |
| " Rivers Inlet, " " " " " " " " | 5 90 |
| " Red Spring, " " " " " " " " | 5 75 |

COMMON SENSE
KILLS { Roaches and Bed-Bugs
 { Rats and Mice
All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

FISH
 Smoked Herring a Specialty.
 In car load lots only. No middlemen's profits.
 Buy from Producer.
G. P. NEWTON
 Grand Harbor, Grand Manan, N.B.

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O Y S T E R S
 O Y S T E R S
 Standards, \$2.00 per gal. Selects, \$2.25
THE W. J. GUEST FISH CO.,
WINNIPEG, MAN.

CANNED SALMON

1905 PACK
 Wire or write us for prices:
Fraser River Sockeye
Skeena River Sockeye
River's Inlet Sockeye
Red Spring S.
Cohoos
Humpbacks

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

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

The Best Salesman

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

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

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

CLARK'S MINCE MEAT

The kind your customers are looking for. Made from fresh beef, new fruits, spices and peels; a really fine article. Good thick substantial stock, not loaded with water.

Try a Sample Order. You'll not Regret It.

THERE is no question about our assertion that we make the best bulk pickles in Canada. Any wholesaler will tell you that he buys our goods in preference to any other because the vegetables are smaller, cleaner cut, more perfect in color and crispness, more pungent and appetising than any other. He pays no more for them—neither do you.

Pails, 1, 2, 3, 5 and 10 Galls.
 Barrels and Half-Barrels.

THE OZO CO., LIMITED
 MONTREAL



YOUR RIGHT SHARE

Are you getting your **right share** of Trade, Storekeeper?

If not, **why** not?

Surely you're not so unwise as to neglect the importance of handling the leading breakfast food,

Orange Meat

Orange Meat is the food that Satisfies, makes Quick Sales and gives Good Profits.

Remember, "Every delay gives opportunity for disaster."

Keep a nice stock of **Orange Meat** on hand to meet the steady demand.

No time like the present. Send your order along Now.

A Grocer is known by the **Orange Meat** he keeps.

Agents in Montreal: R. B. Hall & Sons.

Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.

Limited

KINGSTON, ONT.

FLOUR AND CEREAL FOODS

TORONTO.

December 1, 1905.

DEMAND for flour during the week under review has been in every way satisfactory. The local trade have been fairly large buyers, and our previous quotations remain unchanged.

The export trade has also been manifesting a good deal of activity by way of inquiries, the difficulty still being the lack of facility for execution of orders. Dealers are still considerably in arrears with their deliveries and a good deal of friction is passing on the export market on that account. Prices are ruling firm on the European markets and there is every prospect of good trade being done.

The grain market continues in about the same condition as at our last report and there is no new feature of interest.

In breakfast foods trade is considered to be about normal as compared with previous seasons.

NOVEMBER CROP REPORT.

THE following statement regarding crop conditions on the 1st of November, based on reports of six hundred correspondents, has been issued by the Ontario Department of Agriculture:

Fall Wheat.

While a majority of correspondents describe Fall wheat as being of good quality, some speak of the grain as being rather shrunken and light in weight. All the cereals suffered more or less from a few days of exceedingly hot weather during the ripening stage, but most of the injury came from heavy rains during the latter part of harvesting. Rust in Fall wheat was complained of by some correspondents, but very little harm to the crop was reported from Hessian fly or other insects.

Spring Wheat.

This class of wheat is not so widely grown as the Fall varieties, but the quality of this season's crop is rated by correspondents as from medium to very good, and there are no complaints of the grain being under weight.

The New Fall Wheat.

The area of new Fall wheat is larger than that of last year, taking the province over, although a few counties may show a decrease. Sowing ranged from the last week of August to the first week of October, but the bulk of the crop was got in between the 8th and 19th of September. The ground was in good condition at seeding, and timely rains gave the crop a splendid start. The appearance of the young wheat when correspondents reported about the beginning of November, was most favorable, although fears were expressed by some that there had been almost too vigorous growth, giving the crop rather too much head. Scattering reports were made of the presence of the Hessian fly, white grub, and wire-worm, but not to a serious extent. Dawson's Golden Chaff is still the most popular Fall wheat sown, but some correspondents complain of this variety as having a tendency to smut.

Barley.

This crop may be considered as above the average in both yield and quality. Some fields were more or less injured by rain, but most of the grain was of good color. It was relatively the best cereal crop of the year.

Oats.

Oats, ripening later than either wheat or barley, suffered more than these from rain. There was consequently a good deal of lodging, and a considerable amount of rust was also reported. While the yield per acre is a large one, some of the grain is reported to be light in weight, although other correspondents speak of the quality as excellent. It must be admitted, however, that the general condition of the crop at the time of cutting was hardly up to the high expectations of the August returns.

Rye.

Correspondents had even less than usual to say about rye, but the crop where grown turned out fairly well.

Peas.

In both yield and quality peas are well up to the average. There was comparatively little injury from the weevil, or "bug," which for some years past has wrought havoc in the province. The crop suffered more from rain than any other cause.

OATMEAL INDUSTRY.

The Sarnia Cereal Co., which is largely a local company, has been spending several thousand dollars in fitting up the Hill Mill with the latest machinery for the manufacture of rolled oats, oatmeal, etc.

The new company have already commenced buying local oats at the highest market price, and in a few days will begin milling on a modern scale.

Orders sufficient to keep the mill busy for some months have been received from Ontario and the Maritime Provinces and England, and the Sarnia Cereal Co. will be one of Sarnia's busiest concerns.

The mill's equipment includes the most modern machinery which could be secured, and no detail has been omitted in the fitting up of the plant.

ALBERTA WHEAT FOR VANCOUVER.

The Alberta Pacific Elevator Co. have received an order from Vancouver for 30 carloads of Alberta red wheat for the new distillery, which is starting at the coast. This order, which was secured through the influence of the C.P.R.,

means that a good local market is about to be opened at our doors for Alberta Winter wheat.

DELIVERIES OF GRAIN.

The grain inspector's report for the months of September and October shows that the Canadian Pacific and Canadian Northern railways have hauled from the west to their terminals at Fort William and Port Arthur almost 20,000,000 bushels of grain.

This Fall the C.P.R. has handled here 12,485 cars or a total of nearly fourteen million bushels.

For the same period last year 5,843 cars or over six million bushels increase over last year.

The C.N.R. at Port Arthur have handled five thousand cars or over six million bushels this Fall.

A RECORD CARGO.

The steamer Sahara of Buffalo, Capt. Maltby, cleared from Port Arthur with the largest cargo of wheat ever loaded at the head of the lakes.

She had 310,000 bushels, and only for the shallow water at Limekilns would have taken 400,000.

This cargo amounts to 9,000 gross tons.

The grain is for Buffalo.

CANADIAN FLOUR FOR JAPAN.

The staff at the Lake of the Woods Milling Co. at Portage la Prairie is preparing a large shipment of flour for Japan.

This order, which comprises 2,000 bags, leaves Vancouver, Dec. 16, for Kobe, Japan.

Another order has also been received for a considerable quantity, which will leave the coast Jan. 15.

TORONTO MARKETS.

Flour.

| | | |
|---|------|------|
| Manitoba wheat patents, per bbl. in bags..... | 4 45 | 4 85 |
| Strong bakers " " | 4 25 | 4 65 |
| Ontario wheat patents " " | 3 75 | 4 00 |
| Straight roller " " | 3 50 | 3 75 |

Grain.

We quote :

| | | |
|--------------------------------------|----------|----------|
| All on track Toronto. | | |
| Manitoba wheat, Northern No. 1 | 0 87 1/2 | 0 88 1/2 |
| " " hard, No. 1, new | 0 87 | 0 87 |
| " " No. 2 | 0 83 1/2 | 0 84 |
| Red and white, per bushel, | 0 45 | 0 43 |
| Barley " | 0 39 | 0 40 |
| Oats, new, " | 0 80 | 0 80 |
| Peas " new | 0 19 | 0 20 |
| Buckwheat " nominal | 0 19 | 0 20 |
| Eye, per bushel, " new | 0 79 | 0 79 |

Breakfast Cereals.

We quote :

| | |
|--|------|
| Oatmeal, standard and granulated, carlots, on track, per bbl. | 5 55 |
| Rollod wheat in boxes, 100 lbs. | 2 51 |
| " " 50 lbs. | 1 40 |
| Rollod oats, standard, carlots, per bbl., in bags | 5 00 |
| " " " " " in wood | 5 25 |
| " " " " " for broken lots | 5 41 |
| Rollod wheat, per 100-lb. bbl. | 2 61 |
| Cornmeal | 3 35 |
| Split peas | 5 00 |
| Pot barley, in bags | 4 00 |
| " " " " in wood | 4 25 |

MONTREAL MARKETS.

The flour market remains firm on prices as quoted under. The local demand is reported most satisfactory and some heavy shipments have also been made by the larger millers to the lower provinces, as well as Newfoundland. Owing to the advance in freight rates of 10c per barrel during the past week, considerable orders were sent forward in order to take advantage of the

Ralston Health Food

The most widely advertised and best known Breakfast Food in the United States.

Is now made in Canada by us from Canadian Wheat under Canadian conditions but the manner of making is the RALSTON way.

Have you read the full page talks by THE MILLER, in

The Ladies' Home Journal
The Youth's Companion
The Saturday Evening Post
The Delineator (fashions)
MacCall's (fashions)



WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in

1 pound packages at 10c.

2 pound packages at 15c.

(One pound makes seven pounds ready to eat.)

A good profit in it for you—a better for your customers.

THE TILLSON COMPANY

Limited

TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited

Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

Nap. G. Kirouac & Co.

Receivers and Shippers

FLOUR, GRAIN, MILL FEED, Etc.

119 St. Peter St., QUEBEC, Can.

23 Years Experience in Car Lot Business.

Plain Facts for You.

Scientific baking tests made in Minneapolis, show the following results for

"Gold Crown" Flour

Weight of loaf over average of the leading Minnesota brands, 6 1/2 per cent.

Water absorbed over average of the leading Minnesota brands, 12 1/10 per cent.

THINK IT OVER.

WE SHIP IN ANY QUANTITY.

Sutcliffe-Muir Milling Co., Limited

Moosomin, Sask.



CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

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

**Buffalo Brand
Manitoba Rolled Oats**

Manufactured in the Oat belt. Sweet, clean, free from hulls. Packed in 90, 80, 40, 20, 8, 5-lb. sacks.

Eastern Jobbers

Wire or write us for delivered prices to any point in Canada. Also shippers of

- Granulated Oatmeal
- Pot Barley
- Rollod Wheat
- Standard Oatmeal
- Pearl Barley
- Cornmeal

Mill Feed

Sacked or in bulk.

We are open to contract with any reliable firm up to 50 cars. Write us for delivered prices.

Samples mailed on application.

The Dow Cereal & Milling Co.

Pilot Mound, Manitoba

Nicholson & Bain, - Winnipeg, Man.
Sole selling agents

We are too busy to say much about

CHINESE STARCH

—Orders are plentiful and increasing in size all the time. CHINESE STARCH pays the retailer better than any other kind, and gives you better profits.

ALL JOBBERS SELL IT NOW ————— WRITE FOR PARTICULARS

OCEAN MILLS, MONTREAL



old rates. There still seems to be a shortage of cars.

We quote:

Flour.

| | | |
|--|------|------|
| Winter wheat patents..... | 4 60 | 4 80 |
| Straight rollers..... | 4 20 | 4 40 |
| Extra | 4 30 | 4 70 |
| Straight rollers, bags, 90 per cent..... | 2 20 | 2 40 |
| Royal Household..... | 4 90 | 4 40 |
| Glenora | 4 40 | 4 40 |
| Manitoba spring wheat patents..... | 4 90 | 4 40 |
| strong bakers..... | 4 40 | |

Rolled Oats.

Rolled oats are reported stronger this week and this is due to the advance in the raw material and dealers are of the opinion that further enhancement must follow. The demand is good locally and as usual during the winter months the consumption is heavier. A generally good trade is reported.

We quote:

| | | |
|-----------------------------|------|------|
| Fine oatmeal, bags..... | 2 55 | 2 60 |
| Standard oatmeal, bags..... | 2 60 | 2 70 |
| Granulated "..... | 2 60 | 2 60 |
| Rolled oats, "..... | 2 60 | 2 60 |
| "..... | 5 35 | |
| " 90-lb. bags..... | 2 80 | |
| " 80-lb. bags..... | 2 65 | |

Feed.

Feed of all kinds is in good demand and stocks are light.

There is very little of Ontario bran offering and the general millers of Ontario are unable to supply this market,

owing to the inability of getting cars.

Good reports are to hand from Manitoba as to business of millers, who all report being able to dispose of their surplus stock on the home market.

We quote:

| | | |
|-------------------------|-------|-------|
| Ontario shorts..... | 20 00 | 21 00 |
| Manitoba shorts..... | 19 00 | 20 00 |
| " bran..... | 17 00 | 17 50 |
| Mouillie, milled..... | 21 00 | 24 00 |
| " straight grained..... | 25 00 | 28 00 |

Hay.

Supplies of hay have come in more plentifully in consequence of which an easier tone prevails on the market, although prices are not generally shaded under our quotations. No. 1 is in good demand and stocks sufficiently large now to meet local requirements.

We quote:

| | | |
|-------------------|------|------|
| No. 1..... | 8 50 | 9 00 |
| " 2..... | 7 50 | 8 00 |
| Clover mixed..... | 6 00 | 6 50 |
| Clover, pink..... | 5 50 | 6 00 |

ST. JOHN, N.B.

Flour, Feed and Meal.

Flour is sold quite freely. Prices firm and unchanged.

Oats and oatmeal are high. There is a fair demand for feed.

Beans have shown quite a large business. Yellow Eyes have been largely

bought. They were never quoted as low. They have ruled lower than white beans. Market is now firmer.

Cornmeal unchanged.

According to a report which has reached the Department of Trade and Commerce from the chief grain inspector, there is a storage capacity for wheat from Port Arthur westward of approximately 50,000,000 bushels. The total number of elevators last year in the Manitoba grain inspection division was 918, and there were 64 licensed warehouses, with a combined capacity of 41,186,000 bushels. This year there are 974 elevators and 46 warehouses, with a combined capacity of 46,953,630 bushels.

J. B. Blanchard, for the past year and a half a member of the Bank of Montreal's staff in Montreal, leaves for Colombo, Ceylon, where he will engage in the tea trade. During his residence in Montreal Mr. Blanchard has been an active member of the Beaconsfield Golf Club.

HOLBROOK'S SAUCE

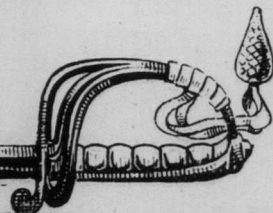
THE BOTTLE THAT IS
MIGHTIER THAN THE
SWORD



Sample and Prices from
H. GILBERT NOBBS
28 Front Street East, Toronto



IT HAS
CONQUERED
THE WORLD



A Delicious Cup of Coffee

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

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

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



GREIG'S

WHITE SWAN

Jelly Powders

All true fruit flavors—High grade and dependable in every respect.

THE ROBERT GREIG CO., LIMITED

White Swan Mills, TORONTO

If you are not selling **Mother's Favorite**

"MELAGAMA" Ceylon Tea

forward us a trial order or favor us by letting us know that you would be pleased to have one of our travellers call. We also make a specialty of bulk teas. Send for samples and prices before placing your next order.

MINTO BROS., Toronto

F. J. WHITE, MANAGER.

For Xmas Orders**ORANGES**

CALIFORNIA NAVELS, FLORIDAS,
MEXICANS, VALENCIAS,
all well colored.

LEMONS, GRAPE FRUIT,
CRANBERRIES, CELERY.

NUTS, FIGS,
RAISINS, DATES.

BANANAS, ALMERIA GRAPES,
HOLLY, MISTLETOE.

OYSTERS

Prices on our Special Christmas offerings will be interesting

McWILLIAM

Mc. AND E.

EVERIST

TORONTO, ONT.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

QUALITY HOLDS THE TRADE

**SHIRRIFF'S
FLAVORING
ESSENCES**

are sold on merit. If they were not first-class essences the trade would not stand by them.

For twenty years Shirriff's have been first.

Hadn't you better order?

Imperial Extract Co.

TORONTO

GREEN FRUITS AND VEGETABLES**NOVEMBER CROP REPORT.**

THE following statement regarding crop conditions on November 1, based on reports of six hundred correspondents, has been issued by the Ontario Department of Agriculture.

Corn.

Notwithstanding the set back the crop received at the time of planting, owing to the cold and wet weather then prevailing, mid-summer conditions were so favorable that corn picked up in a wonderful way. While some poor fields are reported, most of the returns show about an average yield. Although the season for the maturing of corn was later than usual, but little injury from frost was sustained, and most of the corn put into silos was in excellent condition. A number of correspondents also speak of the plant as being well clobbered.

Beans.

Early sown beans did much better than those planted later. Reports regarding yields vary from "light" to "good." In most cases, however, the sample is said to be of good quality.

Buckwheat.

This crop is not a popular one with progressive farmers, but where grown it did well this season, both as regards yield and quality of the grain. The greatest injury to buckwheat came from rainstorms beating down the rather too rank growth.

Clover Seed.

In most instances the rank growth of clover, and the presence of the midge, prevented a large yield of seed, although a few correspondents speak enthusiastically of results. Pastured fields gave more clover seed than those cut for hay. Red clover did better than either alsike or lucerne, the latter having suffered badly from grasshoppers in places. The catch of new clover this season has been all that could be desired.

Potatoes.

Almost up to the time of digging, an immense yield of potatoes was promised, but rot set in and many correspondents report losses from this cause, in both pit and cellar, ranging from 10 to 75 per cent. Reports of freedom from rot have been the exceptions, and the most favorable accounts come from the newer northern districts. A number of correspondents used Bordeaux mixture for blight or rot with good results, but on low-lying lands even this remedy could not prevent loss. Potatoes had been stored as correspondents wrote.

Turnips.

This crop may be classed as a comparative failure. The aphid, popularly known as the turnip louse, appeared in greater force than for years, and hindered the development of the bulbs, which several correspondents describe as being small and rooty. The cabbage worm, or an insect closely resembling

it, also attacked the plant in different parts of the province. Favorable reports regarding the crop were rare. A considerable quantity of turnips remained to be pulled in some districts as returns were made, and in two or three of the more northern counties an early snowstorm was making the work disagreeable.

Mangel Wurtzels.

These roots did much better than turnips, both as regards yield and quality. They are described as being from fair to extra good. In most cases they were safely housed as correspondents wrote.

Carrots.

Carrots as a field crop do not appear to be general, but have done well where grown.

Sugar Beets.

This class of roots is increasing in favor as food for live stock. Correspondents claim that they are of good quality this year, both for sugar-making purposes and for feeding.

Fruit.

Fruit trees generally are reported in good condition, although a small percentage have died during the Summer, supposedly from the effects of the severe Winter of 1903-'04. There was a surplus of apples, pears, plums, and peaches. There would have been more first-class hand-picked apples on the market but for the heavy wind storms of October, which shook down and bruised a considerable quantity of excellent fruit. While injury from insect pests and fungi was not so great as in former years, still too much harm was done to apples by the codling moth and the scab. Grapes yielded largely and ripened well, and the vines are described as being in good condition for entering the Winter. Small fruits generally were regarded as good crops.

U. S. APPLE CROP.

A report on the U. S. apple crop says it is the smallest in a number of years.

The shortage is most in evidence in the big surplus States, New York, parts of New England, Michigan, and a number of sections in the southwest.

The crop of 1905 is estimated at 23,500,000 barrels, compared with 45,360,000 barrels one year ago, and compared with the small yield of 1901, approximating 27,000,000 barrels, and the largest crop on record, in 1896, when it approached 70,000,000 barrels.

In the great producing sections of the middle and central States, including New York and Michigan, the crop is placed by this authority somewhat less than 9,000,000 barrels, against 20,000,000 barrels one year ago, and figures approaching the last named for two and three years.

The far west, Colorado and the Rocky Mountain territory to the Pacific Coast, has harvested a generally good crop of apples.

ONTARIO MARKETS.

Green Fruits.

LOCAL trade has shown a fair degree of activity. The arrival of California fruit has opened up a distinct revival of interest.

The North California districts are marketing their fruit first, which is coming to hand in excellent condition, for early oranges.

Reports to hand denote that the first car of South California Redlands left for Canada on the 23rd inst. and is expected to arrive shortly.

We have added to our list this week California oranges at \$3.75 to \$4; Mexicans, \$2.25 to \$2.40.

Pineapples are also arriving and commanding a degree of interest at \$5 to \$5.50.

Reports from original points refer to cranberries as being a very short crop. They are estimated to scarcely reach 50 per cent. of last season's. Prices are consequently ruling firm with a distinctly upward tendency.

Domestic apples are firming in price to the extent of 50 cents per barrel on all good fruit.

We quote:

| | | |
|-----------------------------------|-------|-------|
| Oranges, Jamaica, per barrel | 3 75 | 4 70 |
| Florida per box | 3 01 | 3 40 |
| California per box | 3 75 | 4 01 |
| Mexican per box | 2 25 | 2 40 |
| Lemons, new Messina | 3 25 | 3 50 |
| Bananas, large bunches, crated | 1 50 | 2 00 |
| Tokay grapes | 3 00 | 3 25 |
| Alumina grapes, per barrel | 6 00 | 7 51 |
| Apples, barrels | 2 00 | 3 50 |
| Cranberries, late Howes, per bbl. | 13 00 | 13 00 |
| crates | 4 25 | 4 25 |
| Pineapples, per case | 5 00 | 5 51 |

Vegetables.

Domestic trade in vegetables has been somewhat inactive during the week under review. There is no feature of interest to note and previous quotations are ruling firm.

We quote:

| | | |
|---------------------------------|------|------|
| Kiln dried sweet potatoes | 4 70 | 5 00 |
| Potatoes, per bag | 0 90 | 1 00 |
| Onions, per bushel | 0 75 | 0 75 |
| Spanish onions, per small crate | 1 00 | 1 00 |
| large cases | 3 00 | 3 00 |
| Cabbage, per doz | 0 40 | 0 40 |
| Cauliflowers, domestic, per doz | 0 75 | 1 25 |
| Beets, per bushel | 0 50 | 0 50 |
| Carrots, per bushel | 0 50 | 0 50 |
| Lettuce, per doz bunches | 0 30 | 0 30 |
| Water Cress, per doz | 0 20 | 0 20 |
| Parsley | 0 20 | 0 20 |
| Mint, per doz bunches | 0 20 | 0 20 |
| Green peppers per basket | 0 51 | 0 51 |
| Celery, per dozen | 0 35 | 0 50 |
| Vegetable marrow, per dozen | 0 75 | 0 75 |
| Parsnips, per bushel | 0 50 | 0 60 |
| Squash, doz | 0 75 | 1 00 |
| Artichokes, per bushel | 1 00 | 1 00 |
| Salsify, per dozen bundles | 0 50 | 0 50 |

QUEBEC MARKETS.

Green Fruits.

Trade in green fruit is very quiet. There is little or no change to report in the way of prices, which are about as last week.

There is some little demand for Jamaica oranges and these seem to meet with good favor and in the opinion of many dealers, both wholesale and retail, are considered to be even better eating fruit than navels or Floridas.

California navels will not be here until about the middle of the month.

Cranberries are steady with stocks light and prices unchanged.

New Grenoble walnuts are now in the hands of fruit dealers and selling at prices ranging from 13c to 14c. The demand for apples has fallen off somewhat and prices are a shade easy.

We quote:

| | | |
|---------------------------|------|------|
| Dates, per lb. | 0 30 | 0 30 |
| Bananas | 1 25 | 2 25 |
| Cocoanuts, per bag of 100 | 3 75 | 4 00 |
| Pineapples | 3 75 | 4 50 |

We Are Advised

**That 3 Cars "Bronco" Navels
3 Cars "Golden Flower" Navels**

Left California for us

November 23rd, 24th and 25th. Due in Toronto about December 5th.

This means we will have the **First** and **Finest** Navel Oranges Coming to Canada for our Xmas Trade.

OUR XMAS PRICE LIST is being mailed to-day. If not on our list send for one.

Place your Xmas order with the most reliable house in the business.

WHITE & CO., LIMITED

HAMILTON

TORONTO

'Phone 1115

'Phone Main 4105

W. B. STRINGER

NOTICE TWICE

J. J. McCABE

TORONTO and MONTREAL

ONCE—That we have moved our Toronto office to 32 Church Street, 'Phone Main 5672.

NEXT—That we have opened a Branch in Montreal at 209 Commissioners' Street 'Phone Main 3384

W. B. STRINGER & CO., Wholesale Fruit Brokers, 32 Church St., Toronto, and 209 Commissioners St., Montreal.

Full lines of Christmas goods now in stock, including new **FARD DAIES, NAVEL, MEXICAN** and **FLORIDA** Oranges, new **NUIS** of all kinds, **ALMERIA GRAPES, GRAPE FRUIT**, etc. Nothing but best goods and at lowest prices.

Prompt and careful shipment guaranteed.

The F. T. JAMES COMPANY, TORONTO

New Fruit Warehouse, 33 Church St.

Telephone Main 5048

MALAGA GRAPES and **LAYER FIGS**—We lead in both these lines and before you purchase get our quotations.

If you are open to buy large quantities, we will give you specially low prices.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

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Send for sample order of our Oranges selected for Christmas Trade.

Fancy Floridas, all sizes.

" Navels, "

" Mexicans, "

Buy Fruit Guaranteed Pure

I guarantee the E.D.S. Brand of Jams, Jellies and Sealed Fruits in Glass to be absolutely pure.

I claim that, while my fruits sell at a much lower price, they are the equal of the best imported goods.

Therefore, if you want the best fruits at the most moderate prices, buy only the Jams, Jellies, etc., with the name "E. D. Smith" on the label.



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

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

OUR FIRST CAR OF NORTHERN CALIFORNIA WASHINGTON

NAVELS

has arrived. QUALITY VERY FINE

LET US HAVE YOUR ORDERS

HUGH WALKER & SON DIRECT IMPORTERS Guelph, Ont.

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S Cream Soda Biscuits

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

WRAPPING PAPERS
ALL GRADES, AND BEST OF EACH
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

TRADE MARK
This design a guarantee of quality.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

THAT WORD DIAMOND

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

ALL JOBBERS

Sugars Limited, Montreal

Telegrams: "SEGURO," GLASGOW.

APPLES A SPECIALTY

THOMSON & MATHIESON
Green and Dried Fruit Salesmen, GLASGOW, SCOTLAND.

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

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.

INGERSOLL
Established - - 1886

| | | |
|--|-------|-------|
| Jamaica grape fruit, per box..... | 4 50 | 5 00 |
| Apples | 2 25 | 4 25 |
| Sweet potatoes, per bbl..... | 2 60 | 3 75 |
| Lemons, per box | 3 00 | 4 00 |
| Jamaica oranges, per bbl..... | 4 00 | 7 00 |
| Grapes, Almeria, extra fancy Longkeepers | 6 50 | 6 50 |
| " Fancy | 6 00 | 6 00 |
| " Choice | 10 50 | 12 00 |
| Cranberries, N.S. | 12 00 | 2 50 |
| " Cape Cod | 2 50 | |
| Spanish onions, cases | | |

Vegetables.

The vegetable market continues without change and owing to the still unsettled weather dealers report only a moderate trade.

Onions are the leading feature and generally are considered good buying even at the high prices asked.

We quote:

| | | |
|---|------|-------|
| Mint, per doz. bunches..... | 0 15 | 0 35 |
| Farsley, | 0 25 | 1 00 |
| Sage, per doz. | | 1 00 |
| Savory, per doz. | | 1 00 |
| Beets, new, per doz. | 0 12 | 0 15 |
| Egg plant, per dozen..... | | 2 00 |
| Green onions, per bbl..... | | 2 00 |
| Cauliflowers, home grown, per doz. | | 1 50 |
| Green peppers, per basket..... | 0 70 | 9 50 |
| Cranberries, per bbl | 8 50 | 0 40 |
| Home-grown cabbage, per doz | | 10 20 |
| Tomatoes, box | | 0 40 |
| Home grown cabbage, per doz. | 2 50 | 2 75 |
| Spanish Onions, cases | | 0 90 |
| " crates | | 2 50 |
| Red onions, brl..... | 2 50 | 2 75 |
| Turnips, bag..... | | 0 75 |
| Sweet potatoes..... | 2 50 | 3 00 |

MANITOBA.

Green Fruits.

Lemons and oranges are likely to be cheaper in the near future as the California market is weakening. we quote:

Oranges and Lemons.

| | |
|--|------|
| New California navels, 128's, per case..... | 5 50 |
| " " 250s to 350's per case..... | 6 00 |
| Late Valencia oranges, 200's, 216's, 250's | 6 00 |
| " " 288's, 324's | 5 50 |
| California lemons, per case..... | 7 00 |

Ontario Winter Apples.

| | |
|--|-------|
| Spies, XX, per bbl..... | 4 25 |
| Fancy, XXX, per bbl..... | 5 00 |
| Baldwins and other varieties, per bbl..... | 4 25 |
| Bananas (per express)..... | 3 00 |
| Almeria grapes, per keg | 6 50 |
| Ontario basket pears, per basket | 0 75 |
| Winter pears (B.C.) per case..... | 3 50 |
| Cranberries (Cape Cod), per bbl..... | 11 00 |
| Cranberries (Jersey), per bbl..... | 12 00 |

Vegetables.

We quote:

| | |
|-------------------------------------|-------|
| Spanish onions, per case..... | 1 25 |
| Sweet potatoes, per bbl | 5 50 |
| Tomatoes, per basket | 0 50 |
| Cape Cod cranberries, per bbl..... | 10 00 |
| Parsley..... | 0 40 |
| Mint..... | 0 45 |
| Native onions, per lb..... | 0 04 |
| Carrots, per bush..... | 0 40 |
| Beets, " | 0 30 |
| Turnips " | 0 40 |
| Potatoes " | 0 65 |
| Celery, per doz..... | 0 40 |
| Lettuce, per doz..... | 0 50 |
| Radishes | 0 50 |
| Cucumbers " | 0 60 |
| Green onions, | 0 40 |
| Egyptian onions, per lb | 0 03 |
| New California cabbage, per lb..... | 0 02 |
| Australian onions, per lb..... | 0 05 |
| Bermuda onions, per case..... | 3 00 |
| New Potatoes, per lb..... | 0 02 |

ST. JOHN, N.B.

Green Fruit.

Business is somewhat dull, though the holiday demand is beginning to cause some improvement.

Oranges have been but fair quality and little variety. There is, however, marked improvement.

Lemons up till this time have also only been of fair quality. In this line prices have shown quite an advance.

Apples have a fair sale. For best fruit Ontario Spies are sold. Prices this year are high.

Cranberries are out of sight.

Malaga grapes show nice quality.

The Tea That Satisfies

Wise people **hold fast** to **that** which is good—

Blue Ribbon *Ceylon* Tea

Its excellence is an **established fact** and **beyond** every **question** and **argument**.

Blue Ribbon Ceylon Tea is machine-made and constitutes **only** the **young** and **nourishing** tips.

Blue Ribbon Ceylon Tea holds the **record** for **Merit**.

The **40c. Red Label Line** is a ready seller and a general favorite. **It's worth 50c. Order it.**

Valencia Raisins

Tarragona Almonds

Sicily Filberts

Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

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HORSE SHOE SALMON

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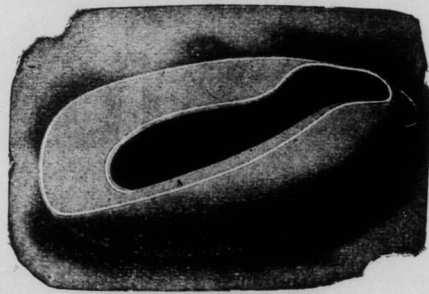


ALSO
SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
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The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

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

Recommended by all Physicians and Trained Nurses

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R. Campbell's Sons
 Hamilton Pottery HAMILTON, ONT.

ACADIA BRAND

PREPARED

BONELESS CODFISH

IS A VERY TASTY, DELICIOUS FOOD AND

IS EASILY DIGESTED

BECAUSE OF THESE VERY FACTS IT ALSO

IS EASILY SOLD

MOREOVER, IT IS PUT UP IN SUCH FORM THAT IT

IS EASILY HANDLED

IN A GROCERY STOCK, VIZ., IN CLEAN WOODEN BOXES, 3 LBS. EACH

A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.

FRESH AND CURED FISH

PROGRESS OF FISH CULTURE.

ALEXANDER MOWAT, fishery expert, who has been superintending the work of collecting the eggs from the salmon at the Carleton pond, New Brunswick, has returned to his home in Campbellton. The operations at the Carleton pond have been much more successful than was at one time anticipated. Between six and seven millions of ova have been collected and distributed among the various hatcheries in New Brunswick, Nova Scotia, Prince Edward Island and Quebec. There have been several new hatcheries opened in the Dominion during the past year, and there are now about twenty-seven in operation in the Dominion from the Atlantic to the Pacific. All the hatcheries are well filled with the various kinds of eggs and fishes. Fish culture as now conducted under the superintendence of F. H. Cunningham, of Ottawa, is in a most healthy condition. Alex. Finlayson, inspector of hatcheries, from Charlottetown, is on a tour of inspection and will visit all the hatcheries in the province.

RE-APPEARANCE OF HERRING.

Herrings have made their appearance at Hermitage Bay, Sydney, again and during last week some of the residents made good hauls. The fish are very large, the oldest inhabitant saying they equal in size those caught at Ramea sixty and seventy years ago. In the days that are past the industry was prosecuted extensively in that neighborhood, by people from all parts of the island, when the herrings were "boiled down" for the oil. Of recent years none have been taken, but the present school it is hoped is the forerunner of a larger quantity, which will be a boon to the poorer classes. These herrings excel those caught at Bay of Islands.

SALMON ON THE NOOKSACK.

John Crawford, a deputy sent out by Fish Commissioner Kershaw, has completed an investigation upon which it is announced that Fraser River sockeye salmon are spawning in some of the tributaries of the Nooksack River. This is regarded as of great importance, as lending encouragement to the belief that in the course of a few years the propagation of sockeyes on this stream may be developed to such an extent as to be of great value to the fishing industry on the Sound. The fish commissioner is now looking after the hatching of 300,000 sockeye salmon eggs from the Fraser River in the Nooksack.

TO SUPERVISE B. C. FISHING.

The British Columbia canners have presented a memorial to the Fisheries Commission. They ask for the appointment of a board of fishery commissioners to handle all affairs which the dis-

tance from Ottawa now makes difficult; for the steady operation of snagboats on the Skeena and Naas; better patrol of streams by police; the construction of a hatchery on the Skeena; the prevention of fishing in the Fraser and Sound in 1906 and 1908; the granting of trap licenses to non-speculators; the adoption of sixty mesh nets; and the prevention of poaching by Americans.

FISHING AT P. E. ISLAND.

The fishing season in Prince Edward Island is now drawing to a close, with the exception of the smelt and eel fishing which is just beginning. One of the features of the season was the high price for codfish and hake, there being an advance of from 60 to 100 per cent. in the past few years. Though the total catch of cod will be below the average, the enhanced price will make up for the shortage in the catch. The value of the lobster output will be about equal to an average year. In oyster fishing the size regulation was strictly enforced this year, causing a lessening of the quantity exported, but the prices have never been higher. The change in the law whereby the opening of the season was changed till later in the Fall has operated with advantage to the industry, preventing the dropping in prices. The catch of mackerel was very small during the year. Smelts are now being taken with hooks and gill nets; drag nets cannot legally be used until later in the season.

THE OYSTER INDUSTRY.

Oyster dealers in Prince Edward Island favor stricter Government protection for the oyster industry. At the end of the season's catching, fishermen say that the quantities taken out were not more than a quarter of a barrel a man, compared with three or four barrels in other years. The Government already prohibits the catching of oysters under three inches. They report to the Government that total prohibition for a few years is the only thing that will revive the industry.

CLEANING FISH BY MACHINERY.

In Seattle is a fish cannery where this season an average of 30,000 fish have been canned a day. Fish canned there are cleaned by a machine which is a highly ingenious piece of mechanism. It scales and cleans the fish and also cuts off the heads and fins and washes the body ready for the cans. From that machine they slide down a chute, where they are caught by another cleverly-arranged mechanism that cuts them into pieces that just fit the cans. Another machine puts the pieces in the cans, and by means of an endless chain they are passed along to where the cans are automatically covered and soldered. From the time the fish is put in the cleaning machine it is never touched by

the hand of any man. The use of machines insures perfect cleanliness.

FISHERIES PROTECTION.

At a conference by the State Fish Commissioners of New York, New Jersey and Pennsylvania, the State Fish Commissioners have agreed to adoption of the laws to conform with the Detroit conference of March, 1904, which provides for a close of the commercial fish-taking season in Lake Erie from November 15 to March 15, provides for a license on all nets and boats in the lakes and requires the fishing boats to be registered. It was reported that Ohio and Canada will agree to the terms.

ABUNDANCE OF SALMON EGGS.

A British Columbia contemporary in reply to allegations made about the salmon traps of Vancouver Island to the effect that they prevent salmon spawn being deposited in fresh water, states that there has never been a year in the history of the hatcheries when a greater number of salmon eggs were obtained for the hatcheries than this year, which is the first in which the above mentioned traps have been operated. It also states that salmon taken in traps are all utilized, whilst sometimes hundreds of thousands of those taken in the nets are thrown away. The traps are economical in respect to the taking of the fish, and can be regulated as well as seines.

PROGRESS OF WHALE FISHING.

Thirty Newfoundland fishermen passed through Moncton recently on their way home from Seven Islands, where they have been engaged in whale fishing for a Montreal firm. Seven Islands is one hundred and fifty miles north of Rimouski and has been used as fishing grounds for some time past.

Several Montreal business men organized last Spring for the purpose of pursuing the industry at the above place and engaged this party of Newfoundlanders who use the explosive point harpoon instead of the ordinary instrument. They have been at work for the last three months, successfully, and report some of the whales containing as high as 200 barrels of oil each. Their contract terminating with the company they have returned to their homes.

LOBSTER FISHERIES.

The lobster season in most of the fishing districts of the Maritime Provinces ended on Monday, 10th July. Reports from all districts are not available, but along the north shore of Nova Scotia lobsters were very plentiful and most of the packers had secured the full output of their factories long before the legal period had elapsed.

It is expected that the catch in all the Gulf factories will be the largest in recent years. In P.E.I. the catch this season will be about an average one. This season, owing to bad weather, the fishermen were late in starting.

The rather unusual fact of lobsters starting to shed their shells in July instead of in June as in previous years operated to the advantage of the fishermen.

The price this season is about one dollar a case less than in 1904. The total catch is estimated at about 50,000, valued at \$650,000.



Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S? The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

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53 Upper Water Street Board of Trade Building
HALIFAX, N.S. MONTREAL

STEWART'S

DELICIOUS
Chocolates and Bon-Bons
PURE and WHOLESOME

SPECIALTIES

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|-------------------------------|----------|
| FINE CHOCOLATES | BON-BONS |
| MARSHMALLOWS | |
| TURKISH DELIGHT | |
| ALAKUMA | |
| PAN WORK | |
| HARD BOILED GOODS | |
| MINT LOZENGES | |
| COUGH DROPS | |
| ACID FLORAL and FRUIT TABLETS | |

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TORONTO LIMITED

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

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CANADA:
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MOTT'S:
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Buy CHOCOLATE

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MOTT'S

"DIAMOND"
AND
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BRANDS

Nothing in Chocolate is better.
Nothing in Chocolate CAN be better.

Every jobber sells them.

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

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SELLING AGENTS:
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TORONTO

JOS. E. HUXLEY
WINNIPEG

BISCUITS AND CONFECTIONERY

BREAD-MAKING BY CONTINUOUS PROCESS.

ACCORDING to the London (England) Daily Mail, bread at six cents per loaf, instead of about 10 cents, it is claimed, will be the probable result of an invention in the form of a bread-making machine now on trial in London.

London alone consumes 6,000,000 pounds of bread a day, so that the invention may effect a daily saving of \$60,831.25, or over \$21,899,250 per annum, to the people of London alone.

Simply stated, the invention is a series of ingenious machines which convert wheat into loaves ready for delivery without human aid, and at a rate that puts other means of production out of the field.

It is not only a labor and time-saving invention—it might also be called a machine-saving machine, so greatly does it simplify the process of bread-making.

For instance, at present the miller grinds his wheat perhaps as many as 15 times to obtain the best flour. By the new method the wheat is ground only once. This grinding gives three products—flour, middlings and bran.

The foremost is conducted to the bin, the bran is mechanically carried and automatically weighed into sacks, while the middlings pass into tepid water, by which all the floury part is washed out.

This water, impregnated with nutritive material, flows into the kneading pan, in which the dough is automatically produced. The dough is left to rise for one hour and a half or two hours, is then shaped into loaves, and forty minutes later an electric carrier delivers the hot bread to the throbbing motor cars that wait impatiently to carry it through London.

The bakery where these wonders are worked is in Upper Thames street, E.C. and is owned by Mr. Apostoloff. Two years ago his takings amounted to 83 loaves per week. To-day his new methods enable him to turn out 11,000 half-quartern loaves and 8,000 fancy Vienna bread rolls from his factory every day. And this is only the beginning.

He is now building what will be the largest bread factory in London. It is to have 400 ovens, and it is calculated that it will be capable of producing 300,000 pounds of bread a day.

An additional economical result claimed for the process is that perfectly sweet white bread is produced from English wheat alone. It is a well-known fact that bakers will not venture to make bread from English wheat flour unless mixed with the best foreign flour. This change of method alone secures a saving for the Apostoloff system of from 97 cents to \$1.46 on each sack of flour.

To this increase in milling products—constituting the main source of commercial profit—must be added the profit at present made by the middlemen,

as well as the cost of transport, with its consequent waste in handling, and both profits are secured by the milling bakerv.

POSSIBILITIES OF THE CONFECTIONERY TRADE.

NO better paying line exists in the country than confectionery to the person who takes it up with a determination to pay attention to all the details and to make it a success from the start. Some even go so far as to call it a hundred cents on the dollar proposition, that is for the man who has made his preparations right and calculates on putting all his spare energy into it. The United States, our nearest neighbor, consumes more candy than England, France, Germany, Switzerland, Belgium and Russia all put together, and we would venture to say that Canada is not far behind in proportion to her population.

Some people seem to labor under the delusion that anyone can get along in the candy business, but this is far from being the case, as the most superficial observation will show. It takes a man of ideas to go into the candy business and make a real success.

No doubt a great many are deceived by the fact that it is possible to keep an untidy, disreputable looking little candy shop and make some sort of living at it. Somehow or other its proprietor manages to hang on to the tail end of the business and to eke out a precarious existence by catering to juvenile and low trade, but how many would call such a business a success?

The man who makes a real success is the one who puts into it knowledge, foresight, insight, and hustle, good live American or Canadian hustle.

DEATH OF MR. E. W. RITCHIE, OF DUNDALK.

DUNDALK and vicinity were terribly shocked and genuinely saddened on Monday morning last when the word passed around, as it did very quickly, that Mr. E. W. Ritchie, the Dundalk member of the firm of Ritchie Bros., had died during the night.

On Tuesday of last week he and his sister, Miss Gertie Ritchie, were both attacked by quinsy. They had both suffered similarly before, and they immediately put themselves under the doctor's care.

On Sunday evening at twelve o'clock the patient took a turn for the worse, and the attendants sent for the physician, Dr. McWilliam. There was nothing to be done, however, and after remaining for awhile the doctor returned home. Shortly after peculiar symptoms again developed which grew so alarming

that it was decided to summon the physician again. Before, however, the physicians reached his bedside, though only a few minutes elapsed, he passed away painlessly and quietly, though up to the last hour he had suffered intensely.

Deceased had just reached his 28th birthday. He was born in Dundalk, his parents, Mr. and Mrs. Robt. Ritchie, then residing in the roughcast house still standing on the corner of Owen Sound and Albert streets. The family shortly after moved to Orangeville and have resided there since. Deceased received his education in the schools of that town and during those years was known by old and young as a model of uprightness. On leaving home he took a position with Mr. M. K. Richardson, of Flesherton, who recognized his sterling qualities in business and socially and appreciated him accordingly. The news was received at the home of Mr. Richardson, and many other homes in Flesherton, with



The late E. W. Ritchie of Dundalk.

profound sorrow and regret. On the 29th of April, 1903, he opened the Dundalk branch of the business in the Morgan block. The following year the stock was moved to the present stand, succeeding R. H. Benson & Co., who left town. Since the opening day the business increased and has prospered, owing entirely to the ability, honesty and integrity of the deceased. Thus the call came with terrific suddenness, and a young man in the midst of bodily vigor, and the ambitions and bright prospects of a life being lived according to the divine law, relinquishes his hold on all that we who are left consider worth having and striving for.

Deceased was a member of the Methodist church and his death creates a vacancy in the quarterly board, in the choir and in the league. The quarterly board held a special session and passed a resolution of sympathy to the bereaved relatives. The members of the church will remember that at the quarterly service, so recently held, his testimony was

To delight Housewives and Children

VLEENA FIGS

in

Fancy Baskets

We Could Fill This Page

And couldn't enumerate the goods that we have here to suggest for **CHRISTMAS.**

AMONG OTHER LINES:

JUJUBE DOLLS

FUNNY MEN

ORANGE SLICES

ROLY POLY

BAKED BEANS

CHOCOLATE CHIPS

PONY HEARTS

SWISS CHOCOLATE

PEANUT ROLL

CHOCOLATE DROPS

(20 different kinds)

COCOANUT ROLL

CARAMELS

(12 different kinds)

HOARHOUND GOODS

GUM (All kinds)

IMPERIAL BISCUIT CO., Limited

GUELPH, ONT.

Irish Biscuits

Our biscuits are growing in popularity all over Canada—that is in towns where they have been introduced.

But there are still places where we want to be better known, and with that object in view we have appointed agents as below.

You'll find many points of superiority over ordinary biscuits in ours, as you get acquainted with them.

Our agents will be pleased to send you samples, quotations, etc.

Ask for "KEIL FINGER"

Ask for "WINDSOR WAFER"

They'll make a good impression

W. & R. JACOB & CO.,
Limited

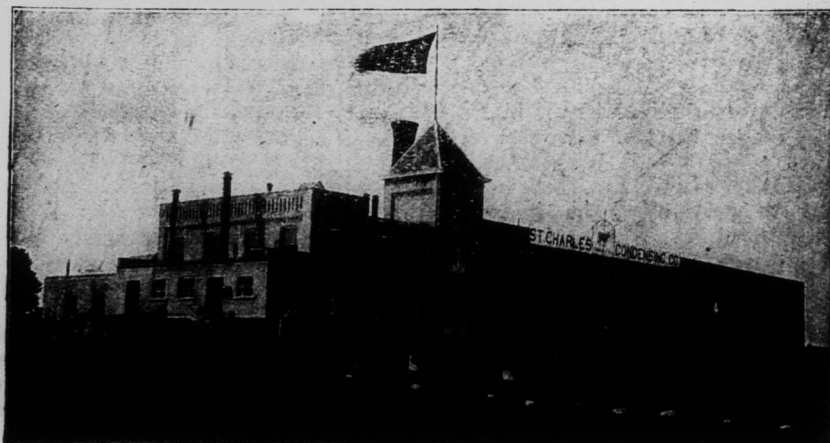
Canadian Agents:

Kenneth H. Munro,
324 Coristine Bld. Montreal

C. & J. Jones,
Box 623 Winnipeg

Wilson Bros.
Wharf St. Victoria, B. C.

DUBLIN,
IRELAND



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

To Enjoy to the Full These Beautiful Fall Days

EVERY GROCER SHOULD DRINK

VAN HOUTEN'S COCOA

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - - MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
NUTRITIOUS

COCOA

clear and sincere, and none dreamed that he was so near the unseen things of which he spoke.

The burial took place at Orangeville on Wednesday at 2.30 p.m. in Forest Lawn cemetery, where the remains were tenderly and lovingly laid to rest beside those of a sister who pre-deceased him some years ago. An appropriate service was held at the house, conducted by the family pastor, Rev. Locke, of Orangeville, and Rev. Wellwood. The funeral cortege was large and included a number from Dundalk.

The floral tributes were many and beautiful and were emblematic of the life just closed.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1097. A Middlesex firm of mushroom spawn manufacturers wishes to be placed in correspondence with Canadian buyers.

1098. Inquiry has been made by a London firm for the names of the leading nail makers in Canada.

1099. A London agent having a knowledge of the grocery trade throughout the United Kingdom, and offering good references, is seeking the agency of one or two Canadian exporters of repute.

1101. A Braila (Roumania) importing house, with branches at several ports on the Black Sea, desires to establish business relations with Canadian shippers.

1102. Inquiry has been made for the addresses of Canadian manufacturers of cardboard partitions for egg cases; size about one foot square with spaces for thirty-six.

1103. The names of Canadian makers of clothes pegs are also inquired for.

1114. A Johannesburg, South Africa, fruit importer desires to get into communication with Canadian exporters of apples.

1115. A Port Elizabeth, South Africa, fruit importer desires to communicate with a Canadian firm of grain shippers.

1116. A South African firm of commission agents desire to represent a Canadian manufacturer of wood pulp or meal.

Send samples and quotations c.i.f., Cape Town and Delagoa Bay.

1131. A Tunisian house of olive oil wish agent in Montreal.

1132. A producer of cheese in Roquefort desires to be put in touch with Canadian buyers.

1129. One of the most important biscuit factories in France is ready to appoint an agent in Toronto.

1130. A French house of olive oil wishes an agent to introduce its products in Canada.

1125. A London firm of good standing desire to be placed in touch with a Canadian house packing tomato soup, etc., preserved fruits in glass and tins, who are not directly represented in the United Kingdom. 6

1138. A factory of oil and castile soap in Marseilles wishes an active agent in the Dominion.

1139. A factory of toilet and laundry soap desires an agent in Canada.

1120. A South African commission merchant, with offices in Durban, Natal and Cape Town, desires to communicate with Canadian shippers of pork, cheese and butter.

Glancing Over the Field

can you see any better
trade-inducer than



No! nor will you find any.

PERFECTION CREAM SODAS

can stand comparison, competition—anything but indifference. Most stores now have **Perfection Cream Sodas**, but there are still a few with the "wait-a-while" plea. To those grocers who have reviewed our offers in the past with indifference, here is what we say: "Will you try a case now and see if the sales measure up to our assertions? **This is fair.**"

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

Will You Think Over the "Reasons"?

If you have asked yourself "Why should I order

PEBBLE and PHARAOH

Cigars?" the following Reasons will be of interest to you:

Pebble and **Pharaoh** cigars are respectively the best 5c. and 10c. cigars to be had.

The standard of **Pebble** and **Pharaoh** cigars is never lowered.

You can sell the **Pebble** and **Pharaoh** where you can not sell other cigars, because my cigars have the reputation that makes sales.

The terms on which I sell the **Pebble** and **Pharaoh** cigars. afford you an excellent opportunity to bid for a share of the cigar business without incurring a particle of risk.

The **Pebble** and **Pharaoh** have proven to be the "Grocer's Favorites."

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

T. & B.

The Insignia of Tobacco Merit

T. & B. has long been known as the best tobacco. **T. & B.** on the package means merit. Smokers ask for **T. & B.** because they know the "right tobacco."

Grocers selling **T. & B.** are attached to it because their sales are sure. They repeat their orders with confidence.

Grocers who are not carrying a stock of **T. & B.** are perhaps carrying a stock of some other tobacco. To such grocers we say: "Don't you think it would be wise to try **T. & B.**, seeing that it is so well known and so well liked? Order a quantity and be convinced that **T. & B.** is the best."

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

TOBACCO CROP GOOD.

AN excellent tobacco crop is reported from Amherstberg, Ontario, one not equalled in quality and quantity since 1890. Mr. Gregory, a North Carolina tobacco expert of the Empire Tobacco Co., put the possible yield for this year at 12,000,000 pounds. He says the kind grown here, called the burley, is the same as the Kentucky burley. Mr. Gregory says:

"The cost of raising and marketing an acre of tobacco in North Carolina is \$41.25; average yield is 800 pounds; price realized, 8 cents per pound, or \$64 per acre.

"The cost of production of an acre in Essex county, Ontario, Canada, is computed by competent authorities to be \$45; average yield is 1,125 pounds; price averaged for past seven years, 9 cents, or \$101.25 per acre."

Thus it appears that the profit from one acre in North Carolina is \$22.75, and the same here is twice as much, or \$46.25. While, as stated, 1,125 pounds is the average yield per acre, 1,300 to 1,500 pounds is very common, and as high as 2,250 pounds have been taken from a single acre. It has become one of the staple crops in this district.

According to the statistical year-book of Canada for the year ending June 30, 1904, there were imported into Canada for that year, 14,248,303, of which 13,861,780 pounds was from the United States.

CANADIAN LEAF CIGARS.

RETURNS show that the number of cigars made from Canadian leaf was 3,713,150 in 1902, 2,881,360 in 1903, and 2,200,240 in 1904, a decrease in two years of 1,512,910. The manufacture of foreign leaf cigars increased from 142,084,171 in 1902, to 170,934,150 in 1904, or 28,849,979 in two years.

The growers are asking an increase of 100 per cent. in the customs duty and a uniform excise stamp for cigars. At present separate excise stamps distinguish Canadian-leaf cigars from imported-leaf cigars.

Canadian growers claim there is an unreasonable prejudice against the home product and that if it were not identified by the excise stamp, smokers would make no distinction between the domestic and imported article.

The manufacturers argue that they must be governed by the popular taste, and that if they were taxed into the use of Canadian tobacco exclusively, the demand for imported cigars would be greatly stimulated and they would lose a large share of the home market.

If the tariff on raw leaf is raised, they ask a proportionate decrease in the excise duty. They say they are willing to encourage the growing of Canadian tobacco, but the growers must produce a

quality satisfactory to the smokers of the country.

It is believed that superior grades can be grown in Canada, and the experiments inaugurated by the Government are being carried on in a spirit of confidence which it is to be hoped will be justified by results.

JAPAN'S TOBACCO TRADE.

THE year 1904 was the most eventful in the history of the tobacco trade in Japan. The outbreak of hostilities with Russia in the early part of February enabled the Government to carry out their long-contemplated scheme of a cigarette manufacturing monopoly, with a minimum of opposition or discussion, and on July 1 last all existing manufactories were taken over or purchased (and closed) by the Government.

The right to manufacture for export still remains, but inasmuch as it is now illegal to possess the necessary machinery, that right seems somewhat of an anomaly. From the time the bill was passed until July 1 all the then existing factories were worked to their fullest capacity, consequently the export does not show a falling-off. The figures are £242,794 for 1902, as against £210,996 for 1903, the Japanese army and navy accounting now in a large measure for exports to Korean and Chinese ports.

Simultaneously with the passing of the manufacturing monopoly, the duty on imported manufactured tobacco was raised from 150 to 250 per cent. ad va-

lorem, and imports prohibited. Some late consignments have been purchased from the importers at invoice cost, and they may re-purchase their goods from the Government at about three times that cost, which for cigars works out at heavier duty than probably up to the present time any Chancellor of the Exchequer ever dreamed of imposing on any article of daily consumption.

Notwithstanding several inquiries from the United Kingdom in April and May last, the total export of leaf tobacco from this port, including Osaka, was less than 150 bales. This is accounted for by two years' short crop in succession, and the disinclination of the Government to sell, in view of the cut-tobacco monopoly, which came into force on April 1. On that date the Government acquired full control of the tobacco industry in the Empire of Japan.—British Consul at Kobe.

GOVERNMENT REPORT.

Tobacco—Reports regarding the tobacco crop are, on the whole, most favorable. The leaf is described as being well matured, and of extra good quality.

CULTIVATION OF TOBACCO.

The Government will endeavor to retain Mr. Felix Harlau, the French tobacco expert, permanently in Canada for the purpose of establishing experimental stations in this country for testing culture of tobacco. Mr. Harlau has reported that Canada might become a good tobacco producing country.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BONNIE SCOTS HERRING LASSIES

IN view of the expected advent of the specially imported bonnie Scots herring lassies, who are to help British Columbia in developing its herring industry, the following from the London Morning Leader is of interest:

The Caller Herrin' lassies have come to England fra' the far North. They have arrived at Yarmouth in the wake of the great herring shoal—a shoal numbering several hundreds of millions of festive fish which, according to the mysterious workings of Nature, begin their annual holidays off the Orkneys in early Spring, swim round the Scottish coast, and visit our northern and eastern watering places with such regularity that the horny-handed gentleman who spends his days in trawlers can tell to the minute when Mr. Herring is parading off Grimsby or calling at Scarborough—to be caught and eaten.

Finest Lassies in the World.

For eight months in the year this obliging fish gives work and bread and board to 10,000 of these "Caller Herrin'" girls. To-day half of them are in Yarmouth, and they are still arriving. Physically, they are without doubt the finest lassies in the world. It is a moving picture to see them flocking to the fish flaying after breakfast of a morning. The old town rumbles and shakes with them, and most are booted to the knee with mule-tired Wellingtons an inch thick in the sole, and so heavy that they drag and rasp along the echoing pavements. But these maids of the sea and the wind and the "parritch" are not here for show. Honest work is their business and homespun their dress. They don't know—most of them, that is to say—what it is to wear a hat or bonnet, or such like kickshaw. They have pretty hair, all shades of red and auburn and brown but a Paisley shawl fastened tight under the chin hides all such worldliness. Their arms are naked to the winds—red and rough. Their fingers are nearly all in bandages, for their trade is with the knife, and the sharp blade is forever slipping across the wame of a wriggling herring, and bringing disaster and gore. But their faces are bonnie and bright—shining

with health and their bodies are aglow with vigor.

A Glorious Clan.

It is clear that they come of a sound race—a race apart. They are Highlanders and Lowlanders but they are of the same fisher family—sea-maidens of many generations. They have raced the herring boats to Yarmouth, coming from the north in long and roaring express trains. But watch them on the quay, waiting for the boats to come in; and you will find that the bronzed men on the Peterhead and Banff and Aberdeen boats are their cousins and their brothers, and their lovers. These wanderers of the sea are all of one great family, after all—more clannish than Israelites.

No matter from what part of Scotland they come, their clannishness is wonderfully marked. You will find that along the Scottish coast there are two towns of the name of one—the "sea town" and the town proper. It is from the sea towns that these girls come; and they will tell you that the sea town is all-in-all, and the other simply a collection of houses not to be reckoned with. Here is "clan" once more, and it is marked clearer when you reach the village, and find that the girls whose home is in far-away Shetland, keep to the clan in Yarmouth, work in "crews" together, lodge together, and parade King street of an evening together.

And when at last it comes to the more important business of sweet-heating and marrying, the link of clan is stouter still. The Lawries and the Cuthberts were marrying in 1830. They are marrying still, and cousins stroll like herrings.

A Hard, Wild Life.

The work of these lassies is hard and exacting and cold. It begins in May off the rugged corners of Stornaway and the Orkneys. Then comes Shetland, where the land is as inhospitable as the sea. To this barren coast the Scotch fisher girls take all their belongings, from clothes to cups and saucers and spoons. It is a wild life here and it gradually eases off into more of humanity as the digger and the Good-

wins crawl nearer across the waste of waters.

The Sea Girl's Mother.

But there is one friend who is always with these hardy damsels. She is Miss Davidson, a deaconness of the Scottish church, and the Lady Bountiful of the fleet. This is the seventeenth season Miss Davidson has been mothering these children of the sea. In Yarmouth, behind the bustling fish wharf, she manages a homely little place known as "The Rest House of the Scottish Fisher Folk." Here is a hall and restaurant, and a big cosy room where the girls can get all manner of creature comforts for the smallest of small sums. Breakfast, dinner and tea are obtainable, and there is a regular sort of out-patients' hospital here as well. Sprains and cuts and suppurating sores are no rarity in the fisher-girl's business; and Miss Davidson and the three charming lassies who help her are kept busy most of the day with liniment and lint and embrocation.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—
McDOUGALL
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland



Hogen-Mogen

5-center

and

Royal Sport

10-center

are literally in every one's mouth. Are you getting your share of this demand? Don't hesitate—write to-day for full information. We've a few showcases left which go with 5,000 orders; assorted, not less than 1,000 Royal Sports. The cigars of quality will help you.

The Sherbrooke Cigar Co.,

Sherbrooke,

P. Q.

All Unite To Praise

THE BUSINESS MAGAZINE

***Our Splendid Home Publication
For The Busy Man and His Family***

Read this Unsolicited Testimonial

"Viator," writing in the Free Press, St. John's, N.F., says: "The MacLean Publishing Co of Toronto have recently issued a new magazine, or rather re-issued an old one in a new form. The Business Magazine, as it is called, is one of the most interesting of compilations. It is more than interesting, it is useful and instructive. The Review of Reviews has done much for the literary world, as has Littell's Living Age, World Wide, the Rapid Review, and kindred publications. What these papers are to the literary student, or to the man in the street. The Business Magazine promises to be to the business man, a compendium of all that from the business standpoint is best, brightest, most readable and most instructive in the magazines of the world. The

publishers may well refer to it as 'The Home Magazine of the Busy Man and His Family.' If the first number is a sample of what is to follow. I should advise every business man who wants a good thing and knows how to appreciate one when it is to be had, to send a year's subscription of two dollars to the publishers at Toronto. This may look like an advertisement. It is at least wholly gratuitous and unsolicited, being the result of one of the most pleasant and instructive evenings spent by my fireside, with The Business Magazine of October, 1905, as my companion. To keep up to the level of the October edition in succeeding numbers will be difficult, but the magazine is in good hands."

***If you have not yet subscribed do so
at once, while our special offer lasts.***

The MacLEAN PUBLISHING CO., Limited

Montreal

Toronto

Winnipeg

The Only Spice of Life for Horses, Cattle and Poultry

is Myers'



It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only \$5.50 per 100 pounds. A saving of \$4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

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

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

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY
LONDON, ONT.

Telephone No.
1971

Offices: 2nd FLOOR MERCHANTS BANK BUILDING.
Entrance on Queen's Avenue.

PROGRESSIVE RETAILING

ON BUYING A BUSINESS.

NEARLY if not quite 50 per cent. of the men who buy the small retail stores offered for sale are men who have worked at some trade or other occupation and who have saved enough out of their wages to start them in business.

The kinds of business that are sold to inexperienced business men are mainly retail stores, and the amount of capital invested by each man runs from \$200 or \$300 for the small store to \$3,000 or \$4,000 for the larger establishments, but \$1,000 is an average for investments of this class of buyers.

For \$600 can be obtained sometimes a well stocked store in a good location, and the man who has this amount of money will not lack for a variety in the opportunities offered to him for investment. In fact, the choice is so great that if he has not already decided upon the particular line he wishes to enter he will probably be puzzled to make a selection. Even if he has fixed upon one kind of business that he wishes to buy, he will find the variety of locations, stocks and clientele open for his selection is of so many kinds that it will take him some time to make his decision.

If he is going to buy a store of any kind, it is the consensus of opinion among the business brokers that the best place for him is not, as might be supposed, in an old-established place, but in a new neighborhood.

For the man who first enters a new locality and sets up a store with a clean, bright stock of goods, there is a better chance for success than for him who goes into an old location where there is keener competition. In the new location he has the chance to get new trade—trade that he obtains through the merits of his goods and the treatment that he gives to his customers, and this is the best custom obtainable.

In buying a store he should first of all look to the location. A stock that is old and unattractive can be renewed and renovated, but poor location can only be remedied by moving, and this entails additional expense and loss of time in getting started, and to the man who is going to begin to do business on limited capital and experience it is extremely essential that he begin to get trade as soon as possible.

In determining the choice of a location he should thoroughly inspect the neighborhood and ascertain as far as possible the kind of people that reside in it, for the retail store, outside of the downtown district, is almost entirely dependent upon the trade of the neighborhood.

The class of stores that are most frequently offered for sale are the small cigar and confectionery stores that can be bought for from \$200 to \$500. One man who invested \$500 a year ago in a store of this kind is now doing a business that yields him a profit of \$12 a day. He was fortunate in securing a

good location, for the stock the store contained when he took charge of it was not worth at wholesale more than \$100.

After this kind of business the grocery stores are the ones to most frequently change hands. This is a business that it is hard for the beginner to make a success at, the chances for loss in the selling of groceries by an inexperienced man being great. Still, many men who enter this line as proprietors make money at it.

It is seldom that a fair-sized grocery can be bought for less than \$600, and a well established business will cost up into the thousands. There is probably no kind of store wherein there is so much chance for a man's ability to win trade as in this line, but it is also one wherein business can be easily lost. To be a successful groceryman it is just as necessary for a man to have a knowledge of his business as it is for a butcher, or any other business man, and it is up to the man buying such a store to set himself to quickly master every detail.

ON BRANCHING OUT.

IT is notorious that departmental stores make more profit in proportion to investment than one-line merchants.

The reason is simple, in spite of the fact that many very good merchants fail to see it, or at least to make application to their own business.

The department store has many lines under one roof, which multiply sales faster than expense.

And some one or more of its lines are always in season, hence it has no dull seasons.

These two facts explain all there is of "mystery" about the profits shown by retail department stores.

You have a certain fixed expense which cannot be cut under a certain minimum, no matter how low sales sink. This includes rent, heat, light, advertising, a certain number of salaries, etc.

In your store, could you not, for example, do a little more business with no increase in expense, or a third more with only a moderate increase? If so, nearly all the gross profit on that excess business would be net profit.

In your store, again, does not much of the profit of busy December trickle away in the expense of dull January and February? And do you not spend in July and August much of the profit of the busy Spring?

Imagine how your profits would jump if every week and day in the year you had some line in which the people were interested, whose sales would make good the temporary shortcomings of other lines.

Not every store can be a department store, but the retailer who does not "branch out" to the limit of his ability is missing his best chance for profit.

Ask fifty one-line merchants why they do not branch out, and forty-odd of

them will probably tell you they have no capital and no room. Yet most of those forty-odd could find both capital and the room, simply by turning a portion of their over-stocks into cash, and then ordering a thirty days' supply of an article instead of a three months' supply.

Incidentally, this weeding out of the over-stocks would infuse health into every part of the business.

ENGLISH TRADESMEN AWAKE.

Several phases of social revolution are noticeable in England. The latest is the revolt of the tradesmen, or the wealthy middle class, against the demands of the nobility for extended credit.

The recent introduction of American methods by several Oxford and Bond street dealers has shown, by a contrast in prices, the evils of the arbitrary credit methods. The result is that an anti-credit league is forming, and the Countesses and Duchesses who have been accustomed to order what they pleased and pay when they got ready are getting the cold shoulder in the largest shops of the British metropolis.

In recent bankruptcy proceedings the failure was shown to be due wholly to abuse of the credit system which the proprietors had not been able to check. Some accounts were 14 years overdue, but, strangely, were regarded as "good." Lately the London tradesmen have awakened to the fact that they are practically financing the establishments of many of the richest families among the nobility. They are borrowing money to carry on business, while their noble debtors are receiving interest upon money in bank that really belongs to the shopkeepers.

IT PAYS TO ACCOMMODATE.

There is nothing people appreciate more than being served by those who really enjoy accommodating them. What a comfort, at a strange hotel especially, to be served by those who seem anxious to please us, who seem to take real pleasure in making us feel at home and comfortable! There is no one quality which will help youth along more rapidly than the cultivation of this desire to please, to accommodate. It appeals to everybody; it creates a good impression.

What a pleasure and a comfort, when traveling, to be served by pleasant, good-natured people who try to please us! A surly, impudent Pullman porter often destroys the pleasure of a whole journey on a train. An impudent clerk in a hotel office can make everybody in the house uncomfortable, and such service is dear, even if it could be had for nothing.

It is noticeable that a boy who always tries to help wherever he can, and to make everybody comfortable, who is accommodating in everything, is very popular, and other things being equal, most likely to be promoted.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

NEWSPAPER ADVERTISING.

A FEW weeks ago when discussing some of the factors bearing on retailers' publicity I stated that I would at another time offer some suggestions on newspaper advertising proper.

In dealing herein with this phase of the case it will be assumed that cognizance has been taken of the "conditions" previously touched upon and that it is after a consideration of those conditions that advertising is deemed essential.

One of the first steps in newspaper advertising is to select the medium or mediums. If there is more than one paper in your town it will, perhaps, be well to advertise in them all, periodically. There should be no difficulty in telling which of the papers is the best medium for certain classes of business. Make an announcement in one paper alone. Then have the same announcement inserted in one of the other papers, and so on. Note the results in each case.

Of course, as I have said before, too much importance should not be attached to the boasted superiority of one paper's circulation as compared with other papers. But it is possible for one of the papers in your town to reach a greater number of the rural community than its contemporaries. That fact is valuable knowledge for you when advertising.

Never allow your selection of a medium, however, to be influenced by politics, friendships, etc. The money you spend on advertising is a concession to nobody. It is a plain commercial transaction—a dollar-for-dollar deal.

Selecting the goods to advertise should give you the most concern. Besides the necessity for timeliness and attractiveness, you should see that there is no one-sidedness—groceries left unadvertised for want of system.

The best system I know of is to have an advertising book, drawn up in memo style, into which entries should be made by yourself and the clerks. If, say, on a Monday you considered it would be appropriate to run a canned goods advertisement on the following Wednesday you would write a note to this effect in the book under the heading Wednesday, covering a certain date. The points about the goods would likewise be written down.

If one of the clerks thought that on the same Wednesday it would be well to announce the arrival of some choice creamery butter he would note that fact with particulars also. When the advertisement was to be written there would be a number of lines to select from, all timely.

The advertising book would also be of service in that it could be perused occasionally and knowledge of the previous month's or year's advertising gleaned from its pages. As a depository of information it would be indispensable, the details of a certain line of groceries that had been advertised being, in part at least, useful when that line of groceries was to be advertised again.

Another helpful adjunct to the advertising book would be to clip your advertisements and file them, in the order of their appearance, with the date marked on each. When you were extra busy it would be possible to take an ad off the file, used a year previous, make a few changes and bring it into service again.

There can be no doubt but that the adoption of some such methods would be of material assistance in preparing advertisements. At first you would feel the system's monopoly of time, afterwards its benefits.

The writing of the advertisements themselves should not prove to be an onerous task. Having decided on what to advertise, you secure the details from the advertising book and begin to shape them to suit the space.

Ink should always be used, and white paper, preferably hard finish. This is the connecting link of safety to the compositor. The practice of some merchants of writing on all kinds and colors of paper, with lead pencil, should always be shunned.

While you hear a good deal about type and the essentialness of typographical knowledge for advertisement writing, this need cause you no alarm. An acquaintanceship with the printing art will stand you in good stead and always be of some service. But learn as you go along—from the school of experience. Notice how the compositor dresses your advertisement up. Notice the type used in your competitor's headings. If you like it better than your own cut it out and paste it on your copy.

In your advertisements you are going to appeal to people of every-day language, so do not worry over your inability to wield a facile pen. You are just going to "talk shop" on paper. That you can do without much assistance.

As regards cuts, if you have suitable ones use them, but do not get into the practice of inserting cheap-looking stock cuts. The cut idea is overdone, and with many advertisers is nothing but a space consumer.

An attractive heading sets off an advertisement, but never sacrifice space for too elaborate a heading. Occasionally

advertisements appear in Canadian newspapers in which the headings represent about one-half the advertisements. While this may be catchy it is certainly costly. Undoubtedly instances of the kind are generally due to insufficient details having to be "spread." For this reason I would recommend your not taking too large a space at first.

Writing the sentences clearly and preserving coherency between the various paragraphs is very important in ad writing. I meet with a number of retail advertisements that are worded ambiguously, due mostly to hurried preparation and an inadequate grasp of the essential features to be announced. Introducing advertisements by irrelevant phrases, as evinced in much of the medicine advertising has little to commend it.

A pitfall to avoid is that of filling up the space with generalities or facts already known, such as "Tea is essential to every household," "Sugar is in great demand," etc. Statements of this nature advertise any grocer's teas and any grocer's sugar. You are advertising your own goods alone. Remember, too, that you are not trying like a mail order house to build up the sales of an article. You are just selling every-day commodities in competition with scores of others. These commodities were used long before your time and the chances are they will be used long after.

Culling the unnecessary, your advertisements should finally appear as statements of what you have for sale, supported with reasons why your goods should be purchased. There may be various ways of stating these two things but they are the nucleus of all retail advertisements written from correct models.

So it will be seen that while retail advertising demands some study it is within the range of any merchant or clerk who will go about the work methodically and learn by doing. It will be seen that this phase of publicity is more a matter of adaptability than ability, more a matter of trained common sense than genius.

At some other date I shall design three or four ads and have them appear in this department with "Reasons Why."

A. A. B.

The merchant who has the reputation of placing the biggest orders with the traveling men is not always the one who is making the most money. His competitor who buys carefully and does not overestimate his requirements, preferring to buy frequently, usually has his assets in better condition, and that is what the credit man looks at when estimating the value of a merchant as a credit risk.

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Nov. 30, 1905.

Quotations for proprietary articles, brands, etc. are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

| | | |
|-------------------------------------|--------|----------|
| Ammonia Powder— | | |
| "Bee" brand, 48 5c. pkgs., per case | \$1 75 | |
| " " 37 10c. pkgs., " " | 2 00 | |
| " " 10 25c. pkgs., " " | 1 75 | |
| Cook's Friend— | | Per doz. |
| Size 1, in 3 and 4 doz. boxes | | \$2 40 |
| " 10, in 4 doz. boxes | | 2 10 |
| " 3, in 6 " | | 0 80 |
| " 12, in 6 " | | 0 70 |
| " 3, in 4 " | | 0 45 |
| Found tins, 2 doz. in case | | 3 00 |
| 12-oz. tins, 2 doz. | | 2 40 |
| 5-lb. " " | | 14 00 |

W. H. GILLARD & CO.

| | | |
|----------------------------|--|--------|
| Diamond— | | |
| 1-lb. tins, 2 doz. in case | | \$3 00 |
| 1-lb. tins, 3 " " | | 1 25 |
| 1-lb. tins, 4 " " | | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per doz. |
|--------|-----------|----------|
| 4-doz. | 10c. | \$0 85 |
| 3-doz. | 6-oz. | 1 75 |
| 1-doz. | 12-oz. | 3 50 |
| 3-doz. | 12-oz. | 3 40 |
| 1-doz. | 2 1/2 lb. | 10 50 |
| 1-doz. | 5 lb. | 19 75 |

JESSE O'BRIEN BAKING POWDER.

| | |
|----------------------|--------|
| Size, 5 doz. in case | \$0 40 |
| " 4 " " | 0 75 |
| " 3 " " | 1 25 |
| " 2 " " | 2 25 |

OCEAN MILLS.

| | |
|------------------------------------|--------|
| Per doz. | |
| Ocean Baking Powder, 1 lb., 4 doz. | \$0 45 |
| " " 1 lb., 5 doz. | 0 90 |
| " " 1 lb., 3 doz. | 1 25 |
| Borax, 1/2 lb. packages, 4 doz. | 0 40 |
| Cornstarch, 40 pkgs. in a case | 0 75 |

Freight paid 5 p.c. 10 days.

MAGIC BAKING POWDER.



| Cases. | Sizes. | Per doz. |
|--------|-----------|----------|
| 6 doz. | 5c. | \$0 40 |
| 4 " " | 4-oz. | 0 83 |
| 4 " " | 5 " " | 0 75 |
| 4 " " | 6 " " | 0 95 |
| 4 " " | 12 " " | 1 40 |
| 2 " " | 12 " " | 1 45 |
| 4 " " | 16 " " | 1 65 |
| 2 " " | 16 " " | 1 70 |
| 1 " " | 2 1/2 lb. | 4 10 |
| 1 " " | 5 " " | 7 30 |
| 3 " " | 6 oz. | |
| 1 " " | 12 " " | Per case |
| 1 " " | 16 " " | \$4 55 |

ROYAL BAKING POWDER CO.

| Sizes. | Per Doz. |
|-------------|----------|
| Royal-Dime | \$1 00 |
| " " 1/2 lb. | 1 60 |
| " " 6 oz. | 2 25 |
| " " 1 lb. | 2 90 |
| " " 2 lb. | 4 50 |
| " " 1 lb. | 6 75 |
| " " 3 lb. | 15 50 |
| " " 5 lb. | 25 50 |

| Sizes. | Per Doz. |
|------------------|----------|
| Cleveland's—Dime | \$1 00 |
| " " 1 lb. | 1 50 |
| " " 6 oz. | 2 20 |
| " " 1 lb. | 2 80 |
| " " 12 oz. | 4 25 |
| " " 1 lb. | 5 50 |
| " " 3 lb. | 15 00 |
| " " 5 lb. | 25 00 |

"VIENNA" BAKING POWDER.

| | |
|---------------------------|--------|
| Per doz. | |
| 1-lb. tins, 4 doz. in box | \$2 25 |
| 1-lb. tins, 4 doz. in box | 1 25 |
| 1-lb. tins, 4 doz. in box | 0 75 |

"BEE" BRAND BAKING POWDER.

| | |
|-----------------------------|--------|
| "Bee" brand, 48 6-oz. tins | \$3 50 |
| " " 36 10 " " | 4 00 |
| " " 24 16 " " | 4 50 |
| "Beaver" brand, 24 16 pkgs. | 4 80 |



EAGLE BAKING POWDER

| | |
|----------------------|--------|
| Per doz. | |
| Cases of 48-5c. tins | \$0 45 |
| " 48-10c. tins | 0 75 |
| " 24-25c. tins | 2 25 |
| " 48-25c. tins | 2 25 |

Blue.

| | |
|---------------------------------------|-----------|
| Keen's Oxford, per lb. | \$0 17 |
| In 10-box lots or case | 0 16 |
| Reckitt's Square Blue, 12-lb. box | 0 17 |
| Reckitt's Square Blue, 5 box lots | 0 16 |
| Gillett's Mammoth, 1 gross box | 2 00 |
| Nixey's "Cervus", in squares, per lb. | 0 16 |
| " " in bags, per gross | 1 36 |
| " " in pepper boxes | |
| according to size | 0 02 0 10 |



J. M. DOUGLAS & CO.—Laundry Blues.

| | |
|---|------------------|
| "Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each | per lb. 16 1/2 c |
| "Sapphire"—14-lb. boxes, 1/2 lb. pkgs. | per lb. 12 1/2 c |
| "Union"—14-lb. boxes, assorted 1 1/2 lb. pkgs., per lb. | 10 c |

Black Lead.

| | |
|--|--------|
| Reckitt's, per box | \$1 15 |
| Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz., or 1 gross, 4 oz. | |
| Reckitt's Zebra paste, 1-gro. boxes, \$10.20 per gross. | |

JAMES' DOME BLACK LEAD.

| | |
|-----------|--------|
| Per gross | |
| 2a size | \$2 40 |
| 1a size | 3 50 |

Borax.

| | |
|-------------------------------------|--------|
| "Bee" brand, 5 oz., cases, 60 pkgs. | \$2 25 |
| " " 10 oz., cases, 48 " " | 3 25 |
| " " 16 oz., cases, 48 " " | 4 25 |

EAGLE BORAX.

| | |
|------------------------------|--------|
| Per doz. | |
| Cases of 5-doz. 5c. packages | \$0 45 |
| " 5-doz. 10c. " | 0 90 |

Cereals.

| | |
|---------------------------------|------|
| Wheat OB, 2-lb. pkgs., per pkg. | 0 08 |
| " " 7-lb. cotton bags, per bag. | |

Chocolates and Cocoas.

THE OOWAN CO., LIMITED.

| | |
|--|-----------------|
| Cocoas— | |
| Hygienic, 1-lb. tins | per doz. \$6 75 |
| " " 1-lb. tins | " 2 00 |
| " " 1-lb. tins | " 3 00 |
| " " fancy tins | " 0 85 |
| " " 5-lb. tins, for soda water fountains, restaurants, etc., per lb. | 0 50 |
| Perfection, 1-lb. tins, per doz. | 2 40 |
| Cocoa Essence, sweet, 1-lb. tins, doz. | 2 55 |

Chocolate—

| | |
|----------------------------------|--------|
| Queen's Dessert, 1/2's and 1/4's | \$0 40 |
| " " 6's | 0 40 |
| Mexican Vanilla, 1/2's and 1/4's | 3 25 |
| Royal Navy Cook, " " | 0 20 |
| Diamond, " " | 0 25 |
| " " 8's | 0 25 |

Toings for cake—

| | |
|-------------------------------------|--------|
| Chocolate, pink, lemon color, 1-lb. | \$1 75 |
| Orange, white and almond, 1-lb. | 1 00 |

BATGER'S

PEELS

BUY DISCREETLY

If you are one of those who have sold BATGER'S PEELS in the past, you can't do better than to place this year's order for this WELL KNOWN BRAND. If you have not sold Batger's Peels before, START NOW.

They are made by one of the oldest of the BRITISH houses. Are reliable and sell well,

ROSE & LAFLAMME MONTREAL

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME

AGENTS, MONTREAL

- Confections— Per doz. Cream bars, large boxes... \$2.25 Chocolate ginger, lbs... 3.75 Fry's Chocolate... Caracac, 1/2s, 6-lb. boxes... \$0.42

- WALTER BAKER & CO., LIMITED. Premium No. 1 chocolate, 12-lb. boxes \$0.35 Vanilla chocolate, 6-lb. boxes 0.47

- Condensed Milk. Anchor brand, cases 4 doz., per case \$5 00 Borden's Condensed Milk Co. Eagle brand (4 doz.)... \$8 00

- THE EBY, BLAIN CO., LIMITED. In bulk— Club House... 0.32 Royal Java... 0.31

- BENSENDORF'S COCOA A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto. 1 lb tins, 4 1/2 doz. to case... \$ 9.00

- WALTER M. LONEY CO. Canadian Branch 530 St. Paul St. Montreal. Breakfast cocoa— 12-lb. boxes, 6 boxes in case, 1-lb. tins... 40c

Jersey Cream, Borden's Peepless Evaporated Cream, Jersey Cream tin illustrations

- JAMES TURNER & CO. Per lb Mecca... \$0.28 Damascus... 0.28

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT



As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

Table with coupon book prices: \$1, \$3, \$5, \$10 and \$20 books. Columns for 'Un- num bered' and 'Covers and num Coupons numbered'.

Allison's Coupon Pass Book. Table with prices for \$1.00 to \$3.00 books, ranging from 3 cents each to 12 cents.

Image of a lion logo for Brunswicks Easybright Cleaner. Text includes 'Per doz. 4-oz. cans \$ 0.90' and 'The Davidson & Hay, Limited, Toronto'.

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Table of infant food items: Robinson's patent barley, gneiss, and groats, with prices per tin.

Jams and Jellies.

SOUTHWELL'S GOODS. Table of various jams and jellies like Orange marmalade, Strawberry W. F. Jam, etc.

T. UPTON & CO.

Cleaner.

Table of cleaning products: 4-oz. cans, 8-oz., 10-oz., Quart, Gallon.

Wholesale Agents The Davidson & Hay, Limited, Toronto

Licorics.

NATIONAL LICORICE CO.

Table of licorice products: 5-lb. boxes, fancy boxes, 'Ringed' 5-lb. boxes, 'Acme' pellets, etc.

Lye (Concentrated).

GILLETT'S PERFUMED. Table with prices for 1 case of 4 doz., 3 cases of 4 doz., 5 cases or more.

Mince Meat.

Wetley's condensed, per gross net... \$12 00 per case of doz. net... 3 00

Mustard.

COLMAN'S OR KEEN'S. Table of D.S.F., Durham, F.D. mustards.

E. D. MARCEAU, Montreal.

'Condor,' 12-lb. boxes. Table of various tin and jar products like Old Crow, etc.



Orange Meat.

Table of orange meat packages: Cases, 36 15c. packages... \$4.50, 5 case lots... 4.40.

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

'Anchor' brand 1-lb. glass, quart jam jars.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz. \$ 1 00 Home-made, in 1-lb. glass jars... 1 40

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents

Cement stoppers (pints)... per doz. \$ 1 20 Corked... 1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)... \$1 45

Soda.

GOV BRAND.

Image of a cow logo for Dwight's Baking Soda. Text includes 'Case of 1-lb. containing 60 pkgs., per box, \$3 00.'

MAGIC BRAND.

Table of magic brand products: No. 1 cases, 60 1-lb. packages... \$ 2 75 No. 2, 120 1-lb. ' ' ' 3 75

'BEE' BRAND.

'Bee' brand, 8oz. cases, 120 pkgs. } \$30 10 oz. cases, 96 pkgs. } case 15 oz. cases, 80 pkgs. }

Brunner Mond & Co.'s
**WASHING
SODA**

| | | | |
|--------|----------|----------|----------|
| Drums, | 336 lbs. | Barrels, | 336 lbs. |
| " | 224 " | Bags, | 224 " |
| " | 112 " | " | 112 " |
| " | 100 " | " | 100 " |

Concentrated Sal Soda

Casks, 560 lbs.

**Winn & Holland
Montreal**

SOLE AGENTS FOR CANADA.

**Where Wilson Superiority
Comes In**

Most vinegars look alike. Most vinegars taste alike. But no other vinegar tastes just like



GOLDEN RUSSET VINEGAR

because no other vinegar is made by as good a process. Fruit vinegar is always superior to commercial acid vinegar, but fruit vinegar may be made in the wrong way, or a poor grade of apples may be used.

The Wilson Process stands for correct methods and select fruit. That is why Golden Russet Vinegar has out-distanced all competitors in the Quality Race.

**THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.**

**TEA HINTS
FOR RETAILERS**

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

HOW TO TEST TEAS.
WHERE TO BUY TEAS.
BULK & PACKAGE TEAS.
HOW TO ESTABLISH A TEA TRADE.
TEA BLENDING, ETC., ETC.

375 pages; cloth.
Price, postpaid, - \$2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - Toronto

BASKETS

We make them in all shapes and sizes. - We have

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

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

THE...

Oakville Basket Co.
Oakville, Ont.

**You are interested
in Something**

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week—therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, \$ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU

222 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2702.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of keeping it always in Stock.

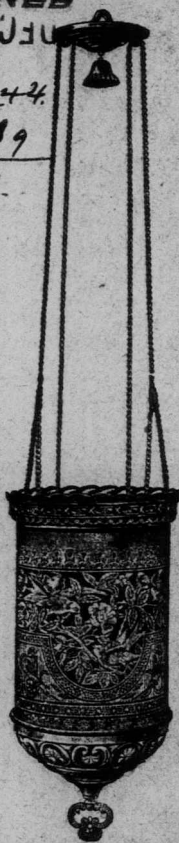
RETURNED

S061 JEU

To Drive
cut Row 44

Page 89

add.



WE WANT YOU TO
ORDER THE

HALL LAMPS

ADVERTISED LAST WEEK AND
SO GIVE ASSORTMENT AGAIN

TRAFALGAR ASST.

| | |
|-------------------------------|--------|
| 1 only 141 Crys. Etched Globe | \$1.35 |
| 1 " 140 " " " | 1.50 |
| 1 " 141 Ruby Optic | 1.60 |
| 1 " 140 " " " | 1.75 |
| | \$6.20 |

Package 25 cts.

All great big lamps complete with
B. burners and chimneys.
We guarantee satisfaction.

Send card to-day.

GOWANS, KENT & CO.,
LIMITED
TORONTO

The Best Is None Too Good

These are the days of specialists, and in our manu-
facture of

Wethey's Condensed Mince Meat

we are specialists, for the reason that for more than
twenty years this has been our sole line and study.

Is, therefore, our claim at all unreasonable when we
say we give you in our packages the best possible value
and your customers complete satisfaction?

How is Your Stock?

Order now for Xmas Trade

3 Doz. packages in a case.

Every jobber keeps it.

WRITE US DIRECT REGARDING BULK MINCE MEAT.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Insist on our Peels for your Christmas
trade. Your customers want them.

C. E. Colson & Son

MONTREAL, Agents.