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# THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, SEPTEMBER 22, 1905.

NO. 38.

## Robinson's Patent Barley

*Is a Steady Seller*  
*With the BEST TRADE*

Your store is the **finest** in the town. And,  
therefore, you are or should be selling

**ROBINSON'S**  
**PATENT BARLEY**

Liberal sampling among your customers  
on receipt of list addressed to

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



Raised on it.

## CHRISTIE'S MOTOR BISCUIT

Is a popular hard sweet biscuit, at a  
moderate price.

Try a tin with your next order, it is  
a money maker.

**CHRISTIE, BROWN & CO.**

TORONTO and MONTREAL

Limited

## YES, SIR!

We do claim that our Jellies are better than any other, and they **should be** because we have been making Jellies for years and give particular attention to their uniform purity.

Now is the time to order your Fall and Winter stock, and don't forget to include "Kkovah" Jellies, Custard Powder, Blanc Manges and last, but by no means least, the famous "Kkovah" Real English Plum Pudding in 1, 2, and 3-lb. bowls.

**SUTCLIFFE & BINGHAM, Limited**  
17 St. John Street,  
MONTREAL.

Works : Manchester, England.



## Peacock Brand Mince Meat

THE SEASON IS ON  
GET IN YOUR SUPPLY

PEACOCK BRAND MINCE MEAT is delicious. Marvellously low in price. If you will send in a trial order to-day, we will see that you get the goods quickly. Send along the order.

**THE BATES MFG. CO., LIMITED**  
9-11 Francis St., TORONTO.

## 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

## CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,  
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

**The Dominion Molasses Co.,**

HALIFAX - - - NOVA SCOTIA.

Agents

GEN. HUSON & Co.,  
JOHN W. NICOLE & GREENING,  
GEN. H. COLLIER,  
JAMES CAMPAN,

TORONTO  
MONTREAL  
LONDON  
WINNIPEG

**THE BEST  
THAT MONEY  
CAN BUY**

is none too good for Canadians.

**“TYNE” Brand  
Scotch Herring**

are the best that can be  
packed.

Packed by specialists.  
Finest quality only.

NOTE.—Specify the brand when ordering.

**“HANNAH’S ”  
“EXCELSIOR”  
PICKLES**

Sound pickles perfectly packed in  
bottles with very showy labels. Preserved in genuine Malt Vinegar which is brewed by the Messrs. Hannah themselves. Pickles of high quality at a low price.

**Pickles that sell and continue  
to sell!**

Sold by leading wholesalers.

---

**TAYLOR’S  
CANDIED PEELS**

and

**Drained Peels**

These are prepared from the Finest Selected Whole Fruits, and NOT from imported Fruit Skins from which the Essential Oil has been extracted.

---

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

Sole Agents

**Montreal.**

**Toronto.**

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

**GROCERIES FOR THE WEST**

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

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

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

**Wilson Commission Co., Limited**  
Brandon, Man.

CALGARY.

**The Best Salesman**

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

Excellent Storage Accommodation.

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Wholesale Commission Merchants and Brokers

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NICHOLSON & BAIN, WINNIPEG, MAN.

HAMILTON, ONT.

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**Norman D. McPhie**

BROKER and  
Commission Merchant

OFFICE: 58 KING ST. E. HAMILTON, ONT.

**J. W. GORHAM & CO.**

JERUSALEM WAREHOUSE  
HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers.

WAREHOUSEMEN

Domestic and Foreign Agencies solicited.  
Highest references.

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**A. J. HUGHES**

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street  
MONTREAL.

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

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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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**W. G. A. LAMBE & CO.**

TORONTO.

Grocery Brokers and Agents.

Established 1865

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and MANUFACTURERS' AGENT

27 FRONT ST. E., TORONTO  
Highest references. Commissions solicited.

**W. G. Patrick & Co.**

Manufacturers' Agents  
and  
Importers.

29 Melinda St., TORONTO

**INDEPENDENT CANNERIES**

When you want Independent prices for Canned Goods, phone, wire or write us, as we have some of the best brands in Canada to offer.

**W. H. MILLMAN & SONS**

GROCERY BROKERS  
TORONTO

ST. JOHN'S N.F.

**THOMAS B. CLIFT**

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

ST. JOHN'S, N.F.

A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

CHARLOTTETOWN, P. E. I.

**HORACE HASZARD**

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

EXPORTER of Cheese, Butter and Canned Goods.

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

Charlottetown, Prince Edward Island.

VICTORIA, B.C.

**Radiger & Janion**

VICTORIA AND VANCOUVER

MANUFACTURERS' AGENTS and  
COMMISSION BROKERS

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

WINNIPEG.

**CALGARY STORAGE**

In a new brick block centrally located.

**Dingle & Stewart**

Winnipeg, Man. Calgary, Alb.  
COMMISSION BROKERS.

**REGINALD LAWSON**

MANUFACTURERS' AGENT and  
WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence Solicited  
**WINNIPEG, MAN.**

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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  
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Manufacturers' Agent and Wholesale Commission Broker.

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Highest References. Correspondence Solicited.

**GEORGE ADAM & CO.**

Wholesale Grocery Brokers and  
Commission Merchants,

WINNIPEG, - - MANITOBA.

The big crowd is heading for Western Canada. Get them buying YOUR goods. You can do so by corresponding with US.

Members Western Wholesale Brokers' Association,

**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.

HAMILTON.

**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

? How is Your Stock of ?  
**SALT?**  
 ? VERRET, STEWART & CO. ?  
 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. Dearborn & Co., St. John, N.B.  
 Forbes Bros., Montreal. Gorman, Eckert & Co., London, Ont.

The wise grocer makes sure that he's well stocked with

**STERLING BRAND PICKLES**

for the rush of Fall trade.

—Made in Canada, from  
 —best grown Canadian  
 —vegetables in Canada's  
 —greatest pickle factory.

**The T. A. LYTLE CO., Limited**  
 124-128 Richmond St. Toronto, Can.

**ROSE AUTOMATIC GRINDERS**



Rose Automatic Scissors Grinder.

The Rose Automatic Scissors Grinder is neatly finished in nickel, and is a practical, simple and valuable addition to the work-basket. It retails at 50c.

The Rose Automatic Knife Grinder, No. 5, is for household use. It affords a simple, efficient and quick way for putting a keen edge on knives. Any person can operate it without danger. Retail price, 35 cents.

LIBERAL DISCOUNTS TO AGENTS AND DEALERS

Get further particulars from

**The Ontario Supply Co., Owen Sound, Ont.**



Rose Automatic Knife Grinder, No. 5.

It is a remarkable fact that once your customers try the **good, pure, clean, healthy** teas of

# JAPAN

No other grades will please them. There is something so distinctly satisfying about them that every person of taste must like them.

Try some of your particularly critical customers with **JAPAN TEA.** You will make a friend of him or her.



*"A good record is more to be desired than fine promises."*

Other sauces may promise great things, but

## Paterson's Worcester Sauce

has an unequalled record.  
Are you selling it?

ROSE & LAFLAMME,  
Agents, MONTREAL.

# Flett's

## Pickle Uniformity.

Flett's Pickles don't vary in quality. There is but one grade—the best. Its standard never varies. Your customer soon notices this.

ROSE & LAFLAMME  
Agents, MONTREAL

MHS

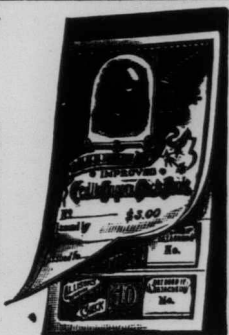
September 22, 1905

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

Advice regarding processes of manufacture and technical applications of chemistry.

**20th Century Account Keeping.**

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See 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. BEAUCHEMIN & FILS, MONTREAL.**  
**WM. T. SLOANE, WINNIPEG, MAN.**  
**ALLISON COUPON CO., Manufacturers.**  
Indianapolis, Indiana.

**THE CANADIAN GROCER**

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.**

For bicycles, firearms, candlesticks door plates, taps, nickelware—in short, metal surfaces of all descriptions, use

**YORK**

Metal Polish, Liquid or paste. Quick, clean, brilliant. 10c. and upwards.

Sample Free.

**ANGLO-CANADIAN SUPPLY CO.**  
3 Wellington St. E., TORONTO

...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.

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

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OTTAWA, ONT.  
VANCOUVER, B.C.

HAMILTON, ONT.  
QUEBEC, QUE.

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

MONTREAL, QUE.  
TORONTO, ONT.

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



Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

**NOT A POWDER**  
**No Poisonous Dyes**  
**No "Medicated" Taste**

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agent.

**J. S. CREED,**  
153 UPPER WATER ST., HALIFAX, N.S.  
or  
BOARD OF TRADE BLDG., MONTREAL.



**GREIG'S**  
**WHITE**  
**SWAN**

**Flavoring Extracts**

Long and successful experience in this department enables us to state with absolute assurance that our flavors will satisfy the most exacting.

**QUALITY—The keynote throughout**

**THE ROBERT GREIG CO., Limited**  
White Swan Mills, TORONTO



**All Orders Lead to CEYLON TEAS**

**A Study In TEAS**

Find the  
Merchant who  
has not  
heard of  
the unrivalled  
qualities  
and matchless  
virtues of

**CEYLON TEAS**

**All Orders Lead to CEYLON TEAS**

# You'll Have to Hurry!

**NEARLY**

**ALL  
SOLD!**

Sent for approval. If you keep it send \$1.00; if you don't keep it, then we'll get it back.

We haven't very many left. The book—

## 100 Good Ads for a Grocery Store

is finding its way to a great many grocers who want good ads at the smallest cost of time and trouble.

**THE CANADIAN GROCER**  
10 FRONT ST. E., TORONTO



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.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.  
Messrs. Watt, Scott & Goodacre, Montreal.  
Mr. R. S. McIndoe, 120 Church St., Toronto.  
Mr. E. A. Smith, St. John, N. B.

# 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.

# DO YOU REALIZE?

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

## Holbrook's

WORCESTERSHIRE

### Sauce

PAYS 40% AND

is the Premier of the World



25c. Per Bottle

25c. Per Bottle.

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



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

## ADDING

You're adding new lines, why not the cough cure and tonic

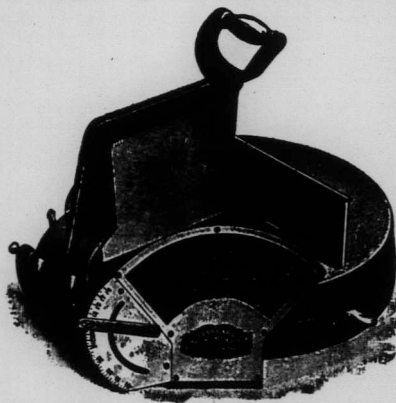
### SYRUP OF MALT EXTRACT OF MALT?

This is a grocer's trade—your trade.

A Sample is yours

GEO. SLEEMAN, Guelph, Ont.

## THE STANDARD



### Computing Cheese Cutter INSURES PROFITS IN CHEESE

- 1.—It cuts to accurate weight.
- 2.—It computes precise money value.
- 3.—It cuts without waste.
- 4.—It preserves the cheese.

Every grocer can afford it.

No grocer can afford to be without it.

Price and Terms Right. Write for Folder

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.,

516 Board of Trade Building, - TORONTO

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## 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. O. 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. Limited

Toronto  
Montreal  
Winnipeg

## INDEPENDENT—SURE THING!

IT is easy to buy canned PEAS now at cost; also very easy to criticise them, but it takes a lot of study and hard work to produce a satisfactory canned pea. We hope that every Packer is producing the best pea possible. This will do more to increase the consumption than the cost prices. We are doing our best to make the "AUTUMN LEAF BRAND" just right. We have a few thousand cases more of the medium grade peas to offer at prices that will forever eliminate the Hawker in that line.

"AUTUMN LEAF BRAND CORN."—When it comes to nice fancy sweet sugar corn it is a 100 to one that we lead. Reasons why:—Our Manager learned the corn canning business with the world-renowned corn packer, J. W. Jones, of Portland, Me., commencing August, 1869, and followed the business from that time. He has a thorough technical knowledge as well as the practical experience of all these years, with and at the head of some of the oldest and largest Packers in the U.S., as well as with the most important Packer in Canada. If you want more proof, and the best line of canned corn, ask for the "Autumn Leaf Brand."

### The Frankford Canning & Packing Co., Limited

Independent  
Packers

Frankford  
Ont.

A. H. ALLEN, Manager

# Now That Prices Have Been Made

You can figure out just about how many cases of

## ***Corn and Tomatoes***

you can handle in the coming season—supposing you get them.

You can also figure on doing about 25 per cent. more  
canned goods trade with

### ***Old Homestead Canned Goods On Your Shelves***

than with any other brand or brands.

The reason for this is simple. Old Homestead Canned Goods are incomparably the best on the market any way you take them.

The public are quick to recognize quality, especially when combined with an attractive appearance - Old Homestead Goods have both.

You can't boom your canned goods trade in any better way than by making Old Homestead Brand your specialty.

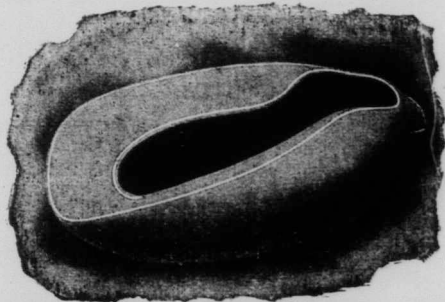
Don't delay. Get your order in right away.

If your wholesaler can't supply you, write us direct.

---

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

# The Comfort



## Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

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

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

### R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

# CUT THIS OUT



AND KEEP IT FOR REFERENCE  
TO REMIND YOU  
THAT

**WHEN YOU NEED CROCKERY  
IT WILL PAY YOU TO WRITE  
BARNARD & HOLLAND CO.  
MONTREAL**

WHEN YOU VISIT  
MONTREAL  
CALL AND SEE US

SAMPLE ROOM:  
CORISTINE BUILDING

# COFFEE

# COFFEE

# COFFEE

Now is the time to start right to secure your share of the Coffee trade. You will make no mistake if you order our "Java" Blend at 18 cents, or "Queen's Blend" at 28 cents. These blends are carefully selected, and we believe no better than "Queen's Blend" can be purchased.

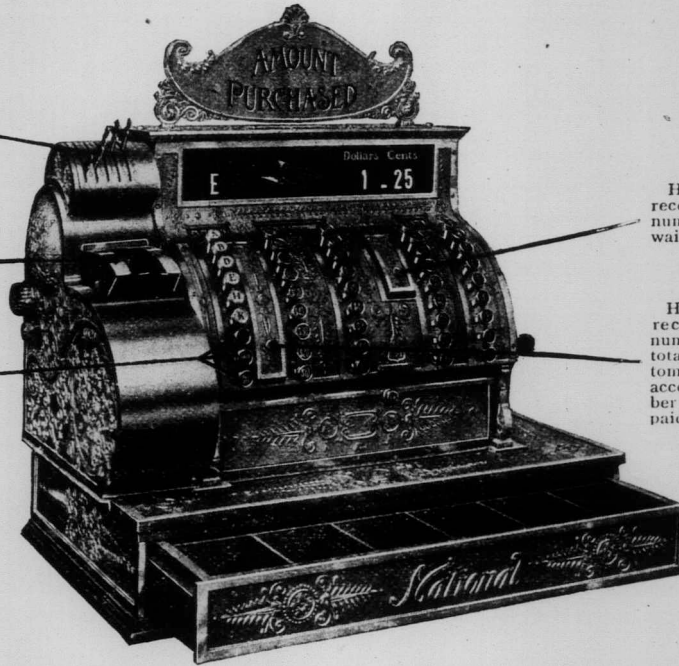
To encourage mail orders you can deduct \$1.00 from your invoice if you order a 50-pound tin, besides your cash discount of 5 per cent. Write now.

## Standard Spice Mills, Hamilton, Ont.

These levers keep track of credit customers. Also keep lot and size, stock numbers or cost and selling prices.

Here under lock for proprietor is printed record of every transaction, including cost and selling prices, lot and size numbers, etc.

Improved way of handling the credit sales, money received on account and money paid out. Makes it impossible to forget to charge.



Here under lock is record showing total number of customers waited on each day.

Here under lock is a record showing total number of charge sales, total number of customers who paid on account, and the number of times money was paid out during the day.

**D**ECIDE today that you will let automatic machinery take care of your greatest troubles. You cannot afford to waste time and energy doing things that a machine will do.

National Cash Register Company Dayton Ohio

**RIERA'S**  
**"BLUE LION" and "MAPLE LEAF"**  
**VALENCIAS**

Finest shipped from Spain

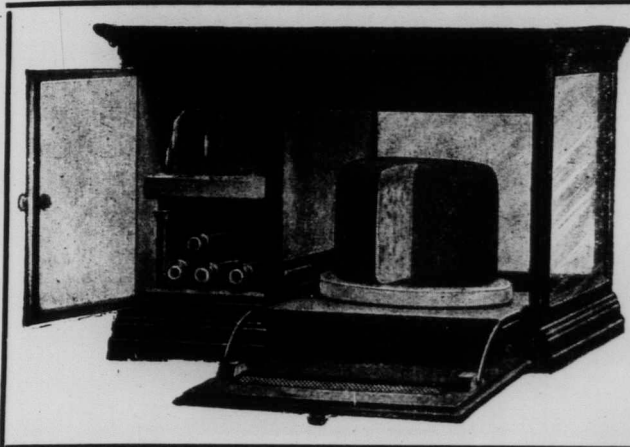
**D. RATTRAY & SONS**

CANADIAN AGENTS

QUEBEC

Montreal

OTTAWA



# SINGLE REFRIGERATOR CABINET

—FOR—

**Cheese, Cooked Meats, Delicatessen, Etc.**

A handsome cabinet, fitted with either disc or square cutting board, that can be used to advantage in every

**GROCERY, MEAT and PROVISION STORE**

Write for "AUTOMATIC CHEESE CABINET" FOLDER

**THE WALKER PIVOTED BIN & STORE FIXTURE CO.**

516 BOARD OF TRADE, - TORONTO, ONT.

FACTORY: BERLIN, ONT.

## Bound to Keep in the Lead



A winning team for every grocer to sit behind. Modern conditions of life are making the use of **CONDENSED MILKS** more and more a necessity, and

## BORDEN'S

"EAGLE" BRAND  
CONDENSED MILK

AND

"PEERLESS"  
EVAPORATED CREAM

are the best you can recommend to your customers. Stock them.

**William H. Dunn, Montreal**

Erb & Rankin, Halifax, N.S.  
W. S. Olawson & Co., St. John, N.B.

JOS. IRVING, 92 Wellesley St., TORONTO

Scott, Bathgate & Co., Winnipeg, Man.  
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

You may be sure of having

# GOOD COFFEES

# GOOD TRADE

# GOOD PROFIT

If you sell Chase & Sanborn's High-Grade Coffees

# CHASE & SANBORN

The Importers, Montreal



## 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.

## THE TRUE COFFEE

Never flinches in Peace or War.

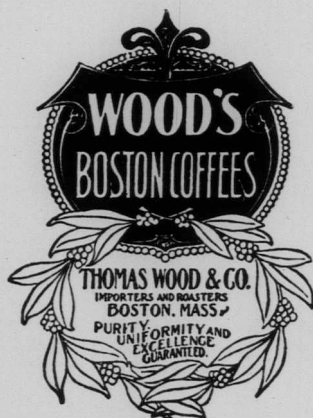
If treated wrongly, the best Coffee berry is like a spoiled child and rebels. It produces something not fit to drink.

The great sustaining power of

## WOOD'S COFFEES

is due to the scientific handling of the best berries grown in the Coffee zones of the world. The most delicate and fascinating equally with the most strenuous qualities are developed.

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



## Mathieu's Nervine Powders

are the favorite for all  
Nerve and Head pains

They are a combination of the best remedial drugs.

They are accurately and scientifically made.

They are not injurious, and leave no after effect.

They afford quick and permanent relief.

Each 25c. package contains 18 powders.

They offer a good percentage of profit, and they never become dead stock.

Reasons why you should stock them.

The above reasons apply to

**Mathieu's Syrup of Tar  
and Cod Liver Oil**

*which is the most effective remedy for sudden chills,  
colds, etc.*

**J. L. Mathieu Co., Limited**

Proprietors

Sherbrooke, - Quebec

## RAISINS

### New Valencia

Early Shipments due this week.  
Place your order with us now  
and ensure prompt  
shipment.

Price and Quality Guaranteed.

**Warren Bros. & Co.**

35-37 Front St. East  
Toronto

## Western Association News and Topics

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

### OFFICERS OF THE ASSOCIATION.

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

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

IN this week's issue The Grocer is pleased to be able to present further evidence of the substantial progress which is being made in the association work. Through the courtesy of Secretary Coulson, who, although very busy promoting the organization in the country, always finds time to keep this paper informed, we are able to publish this week the following lengthy and encouraging list of new members secured in the last three weeks:

Hamiota.—J. Arnovitch, Ovans Bros., Wm. Chambers, Geo. Elliott, G. L. Thomas, Brady & Moore.

Harding.—Reed & Spence, Fred Dundas.

Bradwardine.—A. E. Fensom, Butler & Cascaden.

Lenore.—Carscadden Bros., Alf. Fulcher.

Westwood.—Geo. Brown, H. Bicknell, Forrest.—Clifton Watkins.

Carnegie.—W. A. Pierson.

Miniota.—Jas. Forsyth & Co., A. Ross, W. L. Hodnett.

Arrow River.—W. L. Hodnett.

Crandell.—Brown & Warren, James Todd.

Pendennis.—Chas. Fox, O. L. Stewart.  
Kenton.—E. W. McLean, S. T. Atkinson.

Wellwood.—C. E. Titus, Dalton & Co., E. Beeman.

Eden.—S. Patmore, Kerr & Graham.

Arden.—McCamis & Boughton, E. G. Hipwell.

Neepawa.—J. Brown Co. Limited, J. A. Clare, A. E. Fremlin, J. E. Fulton, Tritt & Shragge, J. V. Smith & Son.

Gladstone.—A. W. White, Galloway Bros., S. Schooley, Broadfoot Bros.

Birtle.—Miller & Co., H. A. Manwaring, J. Walley & Son, Houle & Wickware.

Rosburn.—Hougle & Wickware.

Fox Warren.—Baker & Peters, Henry Leckie, J. M. McCrindle.

Franklin.—J. D. McDiarmid, A. M. Anderson.

Minnedosa.—Howard Leslie, N. Nystrone, Campbell Bros., Dickson Keyghley, J. D. McDiarmid, Wright & Co., Phelps & McCormick.

Clanwilliam.—J. D. McDiarmid, J. Brown Co.

McKenzieville.—E. Downton.

Brookdale.—J. W. Miller.

Rapid City.—Le Page Bros., Murray & Beattie.

In every respect the above list is highly encouraging and Secretary Coulson is to be congratulated upon the thoroughness with which he is doing the work. In one or two places the organization was delayed for a long time by the fact that not all the merchants were willing to join. It would have been foolish to have hurried on to other towns leaving the work only partly finished, for the success of the movement depends upon the united effort of every general merchant in a town.

Manitoba readers who are familiar with the towns included in the above list will appreciate the thoroughness of the organization in these towns. All qualified to join the association in these towns are now members.

\* \* \*

During the last three weeks Secretary Coulson has been at work in the towns on the Hamiota, Lenore and Yorkton branches. In all places above Minnedosa on the Yorkton branch and in all the towns on the Hamiota and Lenore branches the stores have been handling tobacco at less than cost. As a result of the visit of the association organizer the merchants have come together, have seen the folly of their action, and have decided upon a definite, united course of conduct. On the 12th of September, the following notice was posted up in all the stores in the Hamiota-Lenore district:

"Notice.

"Owing to the advance in the price of tobaccos, we, the undersigned, are compelled to sell tobacco from this date until further notice at the following prices: T. & B., 3s, 30c; T. & B., 4s, 25c; T. & B., 9s, 10c; Briar, 10c; Prince of Wales, 10c; Lily, 10c. All other 10c packages and plugs to be sold at 10c straight. Signed:

"Hamiota.—Wm. Chambers, Geo. Elliott, Ovans Bros., Brady & Moore, G. L. Thomas, J. Arnovitch, P. Heddesheimer.

"Kenton.—S. T. Atkinson, E. W. McLaren, F. L. Cook, Barr Bros.

"Oak River.—E. H. Glinz, Wankel & Barr, Hess & Cochran, H. Parker.

"Miniota.—W. L. Hodnett, A. Ross & Co., J. D. Forsyth & Co.

"Harding.—F. C. Dundas, Reid & Spence, Jno. Adcock.

"Bradwardine.—A. E. Fensom, Butler & Cascaden.

"Lenore.—Carscadden Bros., Alf. Fulcher.

"Crandell.—Brawn & Warren, James Todd.

"Pendennis.—Chas. Fox, O. R. Stewart.

"Westwood.—Geo. Brown, H. Bicknell.

"Carnegie.—W. A. Pierson.

"Forrest.—Clifton Watkins.

"Arrow River.—W. L. Hodnett."

A similar notice has been posted up in Birtle and Foxwarren signed by the following merchants:

Birtle.—Walley & Son, H. A. Manwaring, Hough & Wickware, Miller & Co., I. Fitzpatrick, M. Chubb, L. C. Cann.

Foxwarren.—Barker Peters, H. Leckie, J. M. McCrindle.

On Wednesday of last week a successful meeting was held in Hamiota of the merchants in the Hamiota section comprising the towns of Hamiota, Kenton, Oak River, Harding and Bradwardine. Secretary Coulson attended the meeting, the object of which was to organize thoroughly that part of the country into a separate section. Prices were arranged on staples and produce and the agreed prices will be maintained throughout the whole of the Hamiota section.

The credit evil came in for thorough discussion and a decided stand will be taken by the Hamiota section on November 1st.

The gathering also discussed the compiling of a "dead beat" list for the section in order that each merchant may know how much is owed the various stores by those whose credit is not the best. Merchants will thus have a guide in the granting of credit during the credit months and in the worst cases all will stand together and refuse any credit whatever.

Similar organization has been effected in the Gladstone and Neepawa sections. The former comprises the towns of Gladstone, Plumas, Ogilvie, Keyes and Woodside.

A comprehensive schedule of prices on staples has been adopted to go into force at once. Mr. Collins of Galloway Bros. was appointed secretary for the Gladstone section.

The Neepawa section comprises the towns of Neepawa, Eden, Arden, McKenzieville, Franklin, Wellwood and Brookdale. J. A. Clare has been elected secretary of this important section and the organization has been thorough. A scale of prices practically the same as that obtaining in Gladstone has been adopted.

Last week saw the organization of the Hamiota, Lenore and McGregor branches completed, and this week the organizer is turning his attention to the Yorkton branch where there is much work to be done. Readers of The Canadian Grocer will be kept advised of the progress made in that important section.

Secretary Coulson writes that the time seems ripe for a strong effort toward the curtailment of credit. The proposal to shut off all credit on November 1st is being enthusiastically received by merchants in all parts of the country, and, moreover, it has the hearty endorsement of the wholesale interests. Any dealer who undertakes to adopt the association remedy and violates his agreement, thereby causing trouble for his neighbors, will lose the favor of his wholesale house—an important consideration. This is an aspect of the question which will be considered at length in next issue.

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

IN / **CAKES** WELL KNOWN AND RELIABLE. **3000 TONS SOLD YEARLY**

**IN TINS** GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL  
DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

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.

#### NOTES WORTH NOTING.

The shutting down of a great many of the small lumber mills in the Haliburton, Ont., district is having a serious effect upon the villages in that district. Many of the small stores are obliged to curtail their orders on account of the serious fall-off in trade through the shortage of money in the district, several hundred families being affected by the lack of employment.

The Keewatin Flour Milling Co. have just signed a contract for machinery equipment to the value of nearly \$225,000, the greater part of which will be made in Canada by the Allis-Chalmers-Bullock Limited. The mill is to be one of the largest on the continent and will be capable of a 4,000-barrel capacity per diem. Provisions are being made, however, by the company for an emergency output of an additional 2,000 barrels. The power will be derived from the Lake of the Woods and electricity will be used wherever possible for the operation of the plant.

The construction of the two elevators at Rosburn, Man., is being hurried forward and they are expected to be ready to store this year's crop. The elevators will be a great convenience to farmers in the vicinity and will save the time formerly taken in hauling to Solsgirth, Kelloe and Shoal Lake.

Mr. W. H. McPhee, Hamilton, Ont., has been appointed Inspector of Foods for the Toronto district. Heretofore the Ontario districts have been worked from the head office at Montreal. The duties, however, have been too onerous, and a new system has been inaugurated culminating in the aforesaid appointment. Mr. McPhee will have charge of Hamilton, Toronto, Guelph and also the counties of Simcoe, Peel, York, Ontario, and the districts of Muskoka, Parry Sound and St. Catharines. The duties are to travel the different districts and make purchases of any foods suspected of adulteration, samples of which are forwarded to Montreal for analysis and reporting, and if found necessary prosecutions instituted.

The Horticultural Society of Hamilton opened on the 13th inst. their annual exhibition. The Lieutenant-Governor of Ontario, the Hon. W. Mortimer Clark, was in attendance for the opening cere-

mony. The show was a very fine one and far surpassed any previous year's exhibition. From the standpoint of beauty, attraction and artistic display the show was the greatest possible success. There were upwards of three times the number of entries of last year, the greater part of the floral exhibits being from Hamilton and nearby districts. The fruit, however, which comprised apples, grapes, peaches and pears of every variety and size, was brought in from the Niagara Peninsula and a selection from the Ontario Agricultural College.

The Shefford Fruit Growers' Association held their annual exhibition at Granby on the 14th and 15th inst. New buildings have been erected at an expense of nearly four thousand dollars. The prizes aggregated about \$1,200 and were paid to the winners on the spot. The competition was open. The attractions included a horse show, with special prizes.

Mr. F. M. Cockrell, the son of an ex-Senator in the United States, has invented a sugar cane cutter, which, if successful, is likely to revolutionize the sugar planting industries, and at the same time to bring considerable profit to its inventor. The machine, it is said, will do the work of more than a hundred men. It cuts, strips, and tops the cane, and experts who have seen it at work describe it as a mechanical marvel that promises as much for the sugar cane industry as the cotton gin has done for the cotton trade.

Advices from Chicago state that October 2nd is mentioned as the probable date for trial of the twenty-four packers and lawyers of corporations, under charges of combining to restrain commerce, accepting rebates, and interfering with Government witnesses. This action has quickly followed President Roosevelt's declaration that the prosecution of packers would be proceeded with.

The Canadian Minister of Marine, on his forthcoming visit to the Gulf, will make a call at Seven Islands, the headquarters of the Quebec Steam Whaling Co. The company has been encouraged by the success of the whaling industry off Newfoundland and has established a large plant at Seven Islands with every indication of making the business pay. Although somewhat late commencing

operations this season the whalers of the Quebec company succeeded in killing twenty-three whales in twelve days. One whale alone gave 87 barrels of oil.

Russia is entering the lists as a tea-growing country, and the plant is being grown with satisfactory results along the shores of the Black Sea. The product of the 8,000 acres now under cultivation is being sold at an equivalent of 5d. per lb., which does not seem excessive.

If the reports of frost damage to the next crop of coffee in Brazil are confirmed, it means a second year of total production far below annual requirements and thus prospects of higher values.

Recent despatches from Lahore state that a part of the village of Bundla, near the Bundla tea estate, in the Kangra district, has been washed away by a flood caused by the natural obstruction of a watercourse by soil displaced by the recent earthquake. Three persons were killed and six others reported missing. Great damage was done to the crops.

It is said that the Canadian Pacific Railway Company is turning out of their workshops one box car every 25 minutes, and an engine every seven days in rushing preparations for the Fall wheat trade.

A man in Cleveland who had to take eggs from a cold storage plant and load them on a truck which stood in the hot sun, has gone insane because of the constant and sudden changes of temperature in which he had to work.

Recently a lobster in one of the aquarium tanks in England cast his skin. The process lasted about half an hour. A split appeared in the thin skin just in front of the first joint of the tail (abdomen), and through this opening the lobster slowly withdrew the forepart of his body, legs and feelers. Then with a jerk the tail was withdrawn. The old skin was left intact and absolutely perfect.

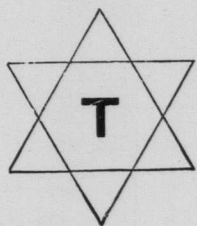
As the result of the successful scheme of "partnership benefits" for their employes which John Knight and Sons, Limited, London, Eng., soap makers to the King, have adopted the whole of the company's staff, clerks and travellers are to receive three weeks' extra wages

**ASK US FOR**

Freshly Seeded California Raisins, 16 and 12 oz. packages.  
 New Valencias                      Empire Codstrips                      Bluenose Cod  
 Half Bbls. Labrador Salmon                      Half Bbls. Labrador Herring  
 E. D. Smith's Pure Preserves, Jams and Jellies—also  
 Bottled Fruits, pts. and qts.

**LUCAS, STEELE & BRISTOL, <sup>WHOLESALE</sup> GROCERS, HAMILTON, Ont.**

**NOW READY FOR SHIPMENT**



**PEAS**  
**BEANS**  
**CORN**  
**TOMATOES**

The finest selection of goods on the market.

Every tin guaranteed.

Labels being artistic in design and color will assist in making any store attractive.

**JAMES TURNER & CO., HAMILTON**



No mechanic can do good work with poor tools—

No housewife can turn out good laundry work with poor materials—poor soap, poor starch or poor Blue—

If you want your customers to be supplied with the **best Blue on earth**—sell them

**BLUEOL**—the only “Never-streak” Blue made—

Try a box with your next order. Every jobber sells it. Pays you well to handle.

**J. M. DOUGLAS & CO., - MONTREAL**

# "NONPAREIL BRAND"

We have just received a car of "Nonpareil Brand" Prunes. These goods are the finest quality. Boxes—25 and 50 lbs. Sizes 50/60, 60/70, 70/80.

## THOMAS KINNEAR & CO.

Wholesale Grocers - - TORONTO and PETERBORO

**GOOD!**

*to the very last bit.*

From the opening of the jar to the last morsel you scrape from the bottom,

### MacLaren's Imperial Cheese

retains *all* the delicacy of flavor and rich creamy taste that makes it the perfect table cheese. The opal jar in which Imperial Cheese is put up keeps the cheese always as pure and sweet as it was when you broke the seal—never becomes hard or dry. And the fresh, clean, inviting look of the jar itself gives it an appetizing appearance on the table.

Imperial Cheese is ideal food, for it combines the highest percentage of nutrition with a taste so delightful that one wishes there were more such dainties.

*From 10c the jar up; at all grocers*

A. F. MacLaren Imperial Cheese Co., L<sup>td</sup>  
 Detroit, Mich.,  
 and Toronto, Canada

For sale by all Grocers throughout the world.

as their share of the profit. When the scheme was adopted it was arranged that a division of the profits beyond a fair percentage as return on capital should be made. The latter was fixed at 6 per cent., and it is as the result of the year's trading that the employees now benefit.

The American Cereal Co., Peterboro, are on the point of commencing extensions to their present factory at a cost of some \$35,000. The present building is already some four stories high but an additional story is to be added and the internal arrangements completely reorganized, thus materially increasing their possible output.

The American Pure Food Co., New York and Montreal, are putting on the market a new starch to be known as the "Japanese Starch." It is manufactured by a new process and is the result of many years experimenting.

Every year the American meat trade at Birkenhead, England, increases, and it has now attained enormous proportions, involving about \$75,000,000 per annum.

Slaughter-houses at Vancouver, B. C., have been given notice to abate all nuisances.

Plans and estimates for a public abattoir at Vancouver, B.C., have been called for.

#### BUSINESS PERSONALS.

J. Groves, Gravenhurst, Ont., is spending a few days in Toronto and Niagara Falls.

Wm. McClelland, Niagara-on-the-Lake, reports an excellent run of trade during the past season.

M. Mansfield, Kinmount, Ont., has unfortunately had his store burnt out during the past week.

C. Lowrey, Queenston, Ont., is having an excellent run of trade, being very busy shipping fruit to all points.

J. S. Creed, Halifax, N.S., general agent for Canada for Lipton's jams and pickles, was a caller at the Toronto office of The Canadian Grocer last week.

Geo. Lawson Johnston, a prominent director of Bovril Limited, accompanied

by his wife, is journeying through Canada on a return visit, he having lived here for some ten years during his earlier days. His Canadian trip is expected to last till late in October or early November.

O. Lefebvre, proprietor Ocean Mills, Montreal, was in Rouse's Point, N.Y., this week in order to remove his place of business from there to a new store which he has opened in Boston.

Harry Winchester, salesman for Carvell, Rattenbury & Messervey, has been appointed general manager of the Charlottetown Condensed Milk Co. in succession to Mr. Lockhart, resigned. Mr. Winchester enters upon his new duties at once and will bring to his position a large amount of active business experience founded on a good business education. The appointment, which is a very important one, will be received with much satisfaction by his many friends.

W. J. French & Co., Beaverton, Ont., have greatly enlarged their premises to make room for carrying an increased stock. They have now a very fine store.

Capt. Fred Hamilton, of the F. J. & C. S. Hamilton Co., Port Credit, has now returned from his Northwest trip and settled well down to business. He has received great benefits from his trip, both from a health and business point of view. He looks in the pink of condition.

Mr. Sanderson, of Bruce & Sanderson, Parliament street, Toronto, has returned after an extended trip of two months to British Columbia and the Coast. Contrary to the expectation of his friends, he was not accompanied by his expected bride. It is understood, however, that he will have something to report on that subject in the near future.

John Ham & Sons, general merchants, Cobocok, Ont., have built a fine new creamery which they are running in connection with their store. The present success augurs well for the future of this creamery.

Peel Bros., general merchants, Victoria Road, Ont., have built an addition to their premises and thoroughly renovated. They have now an up-to-date store and every convenience.

J. W. Wilson, Orillia, is about completing his new block of premises and

# SEEDED RAISINS

The price of new crop fruit will be very high—almost prohibitive. We have a limited quantity of last year's seeded, 12 and 16 ounce, in excellent condition, which we offer at very attractive prices. This is a chance for quick buyers.

---

## THE DAVIDSON & HAY, LIMITED

### WHOLESALE GROCERS, TORONTO

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expects to move his business into one of the stores in a few weeks.

The death occurred suddenly in Winnipeg on Monday afternoon of Mr. John A. Webber, a popular traveler of the firm of Bright & Johnston. Mr. Webber was widely and favorably known in the west and the fruit trade of the west will hear of his sudden death with profound regret. Mr. Webber was unmarried.

Fire recently destroyed upwards of 3,500 lbs. of bacon at the plant of the Vogel Meat & Packing Company, Edmonton, Alberta.

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Mr. W. A. McKay, advertising manager for Codville & Co., Winnipeg, spent a pleasant holiday last week in the country and incidentally did some duck shooting.

Mr. P. Johnson of Campbell Bros. & Wilson, Winnipeg, was out of the city for several days after the opening of the shooting season.

Mr. James H. Butler, formerly representing McMahon, Broadfield & Co., Toronto, has joined the traveling staff of Gowans, Kent & Co., Toronto, covering his old territory in Eastern Ontario. He is well known to the trade, popular, and a hard worker, and should do a good trade for the great Toronto crockery and glassware house.

Mr. Charles E. Moyle, sales manager E. W. Gillett Co., Limited, Toronto, left for the coast last Tuesday on a business trip. Mr. Moyle is covering the territory lately looked after by Mr. D. H. Bissell, who has severed his connection with the company. He will take in Edmonton, Calgary, the Kootenay District, and the Crow's Nest Railway points.

Mr. W. H. Blewett, representative of the Blue Ribbon Tea Co., in the Eastern

Townships, Quebec, and Mr. G. F. Campbell of the same company honored the Montreal Grocer with a call this week.

F. W. Thompson, vice-president of the Ogilvie Flour Mills Company, has left for the west. Mr. Thompson will inspect his company's properties at Winnipeg and other points, and if time permits will visit Brandon and Moose Jaw in order to see a part of the gigantic wheat crop now being harvested.

R. J. Hamilton, a pioneer resident of Vancouver, B.C., and recently engaged in business in the Kootenays, has just been appointed manager of the Edmonton branch of the Oscar Brown Fruit Company of Vancouver. Mr. Hamilton also enjoys the distinction of having founded the first wholesale fruit store in the Terminal City.

The New England Fish Company, of Boston and Vancouver, is having a steam trawler built at Philadelphia for halibut fishing in the North Pacific. This will be the first trawler to be operated in these waters.

P. Downham, of Chatham, Ont., has bought land and will establish a large creamery in Aylmer street. He expects to pay out about \$35,000 yearly to the farmers for milk. He has been granted a fixed assessment.

#### RAISIN PRICES EXPECTED HIGH

There is a prospect of high opening prices on the 1905 crop of California loose and seeded raisins. The reports from Fresno are to the effect that the outlook does not favor a production of more than 90,000,000 pounds. Of this production, it is stated, a little less than half is in the hands of the packers-growers combination. There are no stocks of fancy or choice seeded carried over from last year, and the new crop will come on a bare market. Intimations from responsible sources on the coast indicate a high opening basis on both seeded and loose of the new crop. Speculative offerings of loose and seeded have been made by outside packers and seeders on terms guaranteed a shade lower than the basis to be fixed by the combination. The opening prices are looked for at an early date.



From grower to preserver direct come the fruits that are used in making

## UPTON'S

Jams, Jellies and Orange Marmalade.

That is one of the reasons why they taste so good.

# "I Came, I Saw, I Conquered"

If the record of

## Blue Ribbon Ceylon Tea

stands for anything, it stands for a **record of clear-cut success.** There is every reason why **Blue Ribbon Tea** should **continue** to conquer, and thus be a still greater boon to grocers. If you have never ordered the **Red Label** line, it is the best 40 cents worth you can get. Order it to-day.

RETURNED

SEP 22



### A "Walker Bin" Interior

MEANS

- EFFICIENCY** of service.
- ECONOMY** of space, time and labor.
- CONVENIENCE** to dealer and customer.
- CLEANLINESS** that prevents waste and loss.
- INTERIOR DISPLAY** that encourages buying.

WRITE FOR ILLUSTRATED BOOKLET.  
"Modern Grocery Fixtures"



RETURNED

SEP 22 1905

Cum  
Book 40  
page 63

### THE WALKER PIVOTED BIN & STORE FIXTURE CO.

Factory: BERLIN, ONT.

516 BOARD OF TRADE, - Toronto, Ont.

# MINTO BROS.,

Telephone Main 353

**F. J. WHITE,**  
Manager

**DIRECT TEA IMPORTERS AND BLENDEES**

Perhaps we don't get all we want  
In swinging 'round this life's short curve;  
Buy Melagama and doubtless you  
Will get the best, what you deserve.

The Exhibition is over, but with it came a rush of orders wholly unexpected by us, which fairly demonstrates the fact that, when placed in fair competition with the intelligent public as judges, merit is rightly awarded.

No store is complete to-day without our celebrated Mother's Favorite **Melagama Ceylon Tea**, put up in lead packages, **25, 30, 40, 50 and 60 cents.**

Try our Bulk Teas, new goods arriving daily, and from which we will be pleased to submit samples with prices.

Write for particulars

Warehouse and Showrooms: **55 Front St. East, TORONTO, CANADA**

**FOR IMMEDIATE CONSIDERATION—WE OFFER**  
**—“Coupon” and “Quail” Oats—**

**Special  
 Quotations on  
 5-case lots.  
 Freight allowed.**

—We have secured a snap on a large block of these two well known brands of package Oats, and are going to give you the benefit of our saving in the buying. Each package contains a handsome china dish or bowl.

To  
 sell  
 at  
**20<sup>c.</sup>**  
 pkge

Usually retailed at 25c. At our quotations they show a good margin at

Only a limited quantity at these figures, so send us your orders at once.

**N<sup>OW</sup>** is the  
 time for

**GEM JARS—**

**ALL  
 SIZES  
 IN  
 STOCK—**

Late fruits are plentiful, so there will be a very active demand. Send us your orders. We have a large stock and can promise prompt shipment.

**THE EBY, BLAIN Co., LIMITED**

**WHOLESALE GROCERS,  
 TORONTO**

**ECHOES OF THE OLD COLONY.**

**St. John's, Nfld.**

We have been visited of late by a large number of the “Fraternity,” who all seem to have gone away delighted. Among us for several days was the joyal good-natured Mr. Miles, who presides over the blending and buying of the teas that go to make “Red Rose” so popular.

Mr. J. Lister Nichols, representing “Gillett’s” Goods, and the manager for Newfoundland for Vim tea, and Mr. J. H. Roberts, have been making a tour of the Island together, in Mr. W. J. Scott’s yacht. Both report the largest sales ever made for the goods they represent.

C. D. Chetwynd, who for the past four years represented Union Blend Tea, is now representing Messrs. Harvey & Co., one of the largest local houses. Mr. Chetwynd reports sales in tea away up. Charlie is a hustler.

Mr. J. A. Pelton, St. John, N.B., spent some time in the city. While here he placed some large orders for tea. Amongst them he placed the agency for the well known “Nectar” tea with the W. P. Smyth Co., Limited, who push this package tea.

Mr. T. T. Cartwright, who is well known to the trade in the Provinces, and who is assistant manager of the Thomas Smyth Co.; Limited, St. John’s, Nfld.,

will have charge of the new firm, and it goes without saying the genial T. T. C. will put “Nectar” and their own blends to the fore. He leaves the latter part of December for Ceylon, where he will make a study of the tea situation.

A new hotel will be started here this Fall, which will be pleasant news for the traveling public.

The French Shore and Labrador fishing is a large one and it looks now as though we were going to have a large Fall business.

Apples are beginning to come in. Quite a large trade is done with the Annapolis Valley in these goods.

The fish cheese being put up under Lamb’s patent is meeting with a ready sale in New York City, large quantities being shipped by each outgoing steamer.

Mr. A. W. Lake, Fortune, is putting up fresh cod fish steak in tins, this is a new departure and is taking well.

Mr. Robinson, of the Robinson Export Co., Boston, has just finished his semi-annual visit and has returned to the Hub with a big lot of orders.

Messrs. Ayre & Sons will occupy new premises for their grocery department in the New Pitts Block as soon as completed.

All the mining companies are rushing business. The find of gold at Mings Bight and the Labrador means a large influx of people to those localities.

Mr. S. H. Cruickshanks, of Boston, representing Armour Packing Co., of Kansas City, is booking large orders for his firm, their goods being very popular in this market.

Mr. J. B. Urquhart, who represents, as local agent, Beaver Flour, St. Charles Condensing Milk Co., and other well-known goods, has worked up a large business here. He is a very popular representative and anything he takes hold of is assured of success.

Currants have advanced one dollar per ewt. in the local market.

There is a shortage of Five Roses flour at present in this market.

This has been an exceptionally fine year for salmon; prices are away down.

**CO-OPERATIVE DAIRIES.**

Prof. H. H. Dean, of the Ontario Agricultural College, returned a short time ago, from an extensive trip amongst the European dairies. He was very much impressed with what he saw, particularly in Denmark. He says that co-operation is the keynote of the success of the Danish dairy farmer.

INED  
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**Fresh and Cured Fish**

**SALMON TRAPS A SUCCESS.**

**T**HE success of the traps in the British Columbia salmon fishery appears to be pretty well an accepted fact. Perhaps nothing demonstrates it more certainly than the number of demands made for more sites, and that from many of the existing holders. It is said there are as many more locations available along the shore as are already in operation. The arguments against the traps have been fairly exploded. That the salmon is likely to be exterminated by their continued use is palpably incorrect. Under the old method, fish once caught must either be used or destroyed, but in the trap they can be kept for a week or more alive, beside which it is the most economical method of catching fish.

**NATURE'S SCAVENGERS.**

British Columbia canneries have little trouble with offal, as what one swiftly-running current does not take out to sea the army of dogfish devour. A gentleman was surprised to see a black mass of dogfish crowding close up to the wharf of a certain cannery. He got out a long gaff and was amusing himself spearing these fish, when the manager of the cannery said to him: "I dislike spoiling your sport, but I must ask you to stop. These dogfish, ugly and loathsome as

they are, are my friends. If you kill a number of them, they will all leave and be shy about coming back. I encourage them and let them have full swing around here, as they are the best scavengers imaginable, and devour all the offal thrown from the cannery."

**GROWTH OF B. C. SALMON PACK.**

This year for the first time British Columbia will lead Puget Sound in extent of salmon pack. At the date the Puget Sound fishing closed the B. C. pack was still running and had then packed some six hundred and fifty thousand cases, fully one hundred thousand more cases than Puget Sound's total pack. The reason of this is that the Vancouver Island traps were taking fish and supplying canneries long before the run reached Fraser River or the Sound.

**MUSICAL FISH.**

Every bay and inlet on the coast of Ceylon abounds with musical fish. Their song, if it can be called a song, is not one sustained note like a bird's, but a multitude of tiny, soft, sweet sounds, each clear and distinct in itself, something like the vibrations of a wineglass when its rim is rubbed with the moistened finger. In the harbor at Bombay,

India, there is a fish with a song like the sound produced by an aeolian harp.

**FISH OUT-OF-WATER.**

Many people think that fish when taken out of water die because air has a fatal effect on them. The real reason, however, is that their delicate gill filaments or membranes become dry and stick together, so that no air can pass between them. Thus they lose the power to imbibe the necessary oxygen, and the circulation of their blood stops. The painful gasping of a fish out of water is nature's efforts to free the passages through the filaments.

**N.B. SARDINES ABUNDANT.**

Sardines are reported to be showing in plenty at St. John. The last two seasons the fish have favored the American coast. This year, however, they have turned westward, with the result that an abundant supply is expected. Recently, two large boat loads were sent by the Sea Coast Packing Co. to their factory at Jones-port.

**A STRANGE SPECIES.**

A hundred eyeless fish have been brought to the surface from one of the wells of the Crude Oil Co., Whittier, Cal. The fish are transparent, and their blood is blue.

**A CODFISH CATCH.**

Twenty-two banking schooners arrived at Lunenburg last week with a combined catch of 11,275 quintals, valued at about \$60,000.

**"HALIFAX"**

**"ACADIA"**

AND

**"BLUENOSE"**

**PREPARED**

**CODFISH**

**HALIFAX**

**ACADIA**

AND

**BLUENOSE**

**PREPARED**

**CODFISH**

A GOOD CORNER STONE FOR YOUR FISH BUSINESS. TRADE BUILT ON IT WILL ENDURE—NOTHING CAN SHAKE IT. CONSUMERS ARE TOO FOND OF THESE BRANDS TO GIVE THEM UP.

## "GOLDEN RULE" SARDINES

We are now offering this brand of **Canadian Sardines**, packed in all sizes by

**The McDONALD PACKING CO.,**

**Fairhaven, N.B.**

**QUALITY:** FINEST ON THE MARKET.

**PRICES:** RIGHT.

**CANS:** LATEST STYLE, SEALED ENTIRELY WITHOUT SOLDER.

SOLD BY ALL LEADING WHOLESALE GROCERS.

Ask For Them.

ONCE HANDLED, ALWAYS WANTED.

**J. W. WINDSOR,**

SELLING AGENTS FOR CANADA

**MONTREAL**

## TODHUNTER'S

## EXCELSIOR

Sure to please your customers.

## COFFEE

Blended  
by

**TODHUNTER, MITCHELL & Co., TORONTO**



## THE Pacific Selling Coy's

"Clover Leaf" and "Arrow" Salmon  
Talls and Flats, the Choicest Fish  
Flats, the Choicest Cuts

**ALL GROCERS** should push these brands, **because** of their intrinsic merit.

Place a trial order with your Wholesale Grocer.

### SELLING AGENTS

Toronto, - - -	Chas. E. Kyle	Halifax, - - -	Grant, Oxley & Co.
Montreal, - - -	J. Alex. Gordon & Co.	Kingston, - - -	D. Stewart Robertson & Co.
Quebec City, - - -	Joseph Winfield	Ottawa, - - -	J. Moffat Ross
Hamilton, - - -	Alfred Powis	Winnipeg, - - -	Ashley & Thompson
London, - - -	D. C. Hannah	St. John, - - -	J. Hunter White

# Pickling Spice Quality

depends (1st) on the use of the best clean whole spices.

(2nd) on the proper proportion of each spice to bring out the best results.

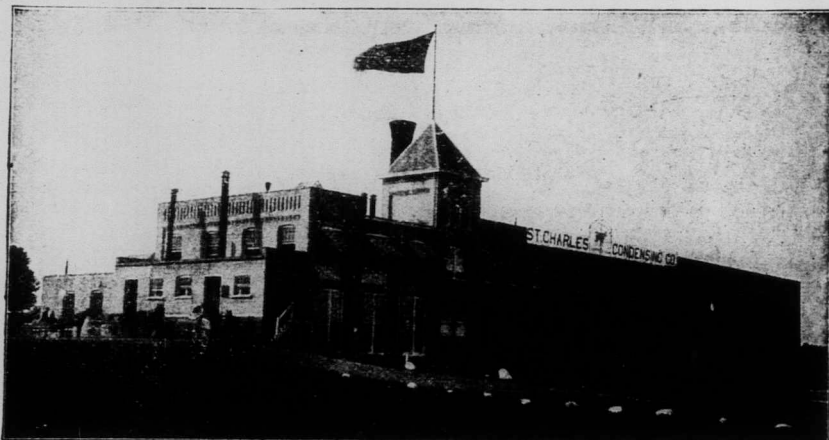
S. H. & A. S. Ewing's "PRINCE OF WALES" Brand exemplifies these qualities and is put up in attractive open-face cartons, by the reliable firm,

## S. H. & A. S. EWING,

ESTABLISHED 1846.

Montreal Coffee & Spice Steam Mills,

53 & 55 Cote St., Montreal  
Cor. LaGauchetiere St.



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.

### How to Increase Sales

Give special prominence to one line of goods each week, and call the attention of every customer to them.

This done systematically will keep your stock moving.

Start off with Condensed Milk.



### RELIABLE GOODS

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

Season 1905

## HORSE SHOE SALMON



ALSO

SPRING SALMON—"Columbia" Brand.

COHOES—"Tiger" Brand.

PINKS—"Sunflower" Brand.

"Jacques Cartier" Brand.

PACKED BY

## J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from

Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.  
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

# FREIGHTS AND CHARTERS

**N**OTWITHSTANDING the heavy rates alleged to exist on the Georgian Bay routes a first rate trade is being done on the lakes and rivers incident to the export business to and from Montreal.

It was reported to The Grocer that in the announcement of rates from Fort William to Buffalo, etc., as quoted in the last issue, some exaggeration had been made and the probabilities were that some equability might be arrived at within a day or two. For instance the exports from Montreal are strong and the rates while not so high as the com-

lumber, 3,185 bundles lumber, 3,848 bundles staves, 12,985 bundles boards, 15 pieces timber, 3,266 bundles of flooring, 448 bundles headings, 1,761 bundles handles, also 31 organs, 126 bales cotton, 400 bags asbestos fibre. Then a number of other large steamers left port for Bristol and Manchester with equally large cargoes and of very similar variety of stock.

On the steamship Mount Temple for London and Antwerp there were 75,000 bushels odd of oats, also 8,000 odd sacks of flour and a quantity of wheat and barley, in addition to the 5,000 cases of

### B. C. SUGAR DEVELOPMENT.

Mr. B. T. Rogers, head of the B. C. Sugar Refining Co., has returned from Fiji, having despatched one thousand tons of raw sugar, the result of the first three weeks' crushing of the mill at Fiji owned and controlled by the local company, since being acquired by the B. C. Sugar Refining Co.

It is primarily to the preferential tariff that the Province owes a development of sugar refining which is destined to be of great importance. It was the existence of this tariff, providing as it

## BERTH QUOTATIONS — Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin.	Manchester.	Antwerp.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13/¼c	15/	15/9	15/	15/6			16/6	12/	15/	
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13/¼c	15/	15/9	15/	15/6			16/6	12/	15/	
Canned Meats	*13/¼c	15/	15/9	15/	15/6			16/6	12/	15/	
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	8/9	13/1½	13/1½	12/6	†15/6			†16/6		12/6	
Oil, lubricating and other; also Wax; in barrels	11/3	12/6	13/1½	15/	15/6			16/6	10/6	12/6	16/
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas											
Starch, and Grape Sugar, in bags	8/9	10/	10/	12/6	11/3			12/6	8/9	10/6	
Rolled Oats, Dog Flour, Flour Middlings, in bags	11/3	12/	12/6	15/	16/6			17/6	10/	12/6	
Rolled Oats and other Cereals, papered, in cases	7/6	8/9	10/6	8/9						8/9	
Glucose and Syrup, in barrels	10/	12/6	15/9	12/6	16/6			17/6	8/9	12/6	
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	22/6			22/6	20/	25/	26/3
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/					25/	30/	32/6
Seeds, Timothy and Clover, in bags	12/6	13/9	16/3	17/6	15/			16/3	12/6	15/	15/
" Beans and Peas, in bags	10/6	12/6	12/6	13/9					10/6	12/6	15/
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/9	3/			3/	2/6	3/	3/
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	17/6			17/6	12/6	15/	17/6
" Evaporated, in barrels or boxes	8/9	10/	10/6	10/					8/9	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/					15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	15/			15/	12/6	15/	17/6

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of \$4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of \$4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

\* Rates quoted in cents are per 100 lbs.

† Per 2,240 lbs,

No Primage via Montreal.

panies would like, are fair. The record of manifests tells a story that is convincing regarding the quantity of stuff going abroad.

For instance the Lake Erie, which sailed on the 7th of September, carried 45,000 bushels of barley and 42,857 bushels of corn, in addition to 550 sacks of flour, 500 of cereal foods, 1,471 boxes of cheese, 140 packages of bacon, 2,410 cases of meats, 6,118 packages of lard, 3,848 cases of salmon, 460 barrels of apples, 28,514 pieces deals, 2,463 pieces

cereal foods and the lumber cargo which was very large. The Hungarian for example took for one portion of her cargo 55,000 bushels of wheat and 6,551 packages lard, a lot of cheese, 11,189 pieces deals and a lot of other lumber, also maple blocks in immense quantities and sundries, such as desks and furniture.

The Kastalia and the Pretorian for Glasgow had very large cargoes. The lake barges and steamers are very busy at good rates.

does for reduced duties on imports from British possessions, which encouraged the company to make the experiment of producing at least some of the sugar required for its own market.

To this end the mill and the entire estate of the Fiji Sugar Co. (a company operated from Bristol, England) was purchased, and operations begun with a total area of some 5,000 acres of cane ready to cut, from which, it is anticipated, some 7,000 tons of sugar will be produced during the present season.

**Tartan  
BRAND**

When in a hurry for goods, or for information, our  
Phones are

**1996** and **1997**—Sample Room

**1804**—Shipping Office

**596**—Long Distance

**BALFOUR & CO. : Wholesale Grocers, : HAMILTON**

**LARD STATISTICS.**

THE following concise summary of lard stocks compiled by the N. K. Fairbank Co. has been received by us and is revised to 1st inst.

Cable advices give the following estimates of the stocks of lard held in Europe and afloat, to which we add estimates of former years, and stocks in cities named:

Italy. Seeing this state of affairs would happen, White & Co., Limited, contracted ahead for their supplies at prices which at the time seemed out of reason. They have 1,100 boxes arriving within the next few days, which could be sold in the States at considerably above Toronto prices, but they prefer to bring them here and keep their large trade supplied at normal prices.

Queenston, have certainly succeeded in surmounting the difficulties of transit. White & Co., Limited, Toronto, are their agents.

**HINTS TO BUYERS.**

The Eby, Blain Co., Limited, are offering a snap in the well known brand "John Bull" Pickles, put up in large 20 oz. bottles with patent top.

All dealers wanting Gem Jars should send in their orders at once to the Eby, Blain Co., Limited, who have a full stock of all sizes.

The Eby, Blain Co., Limited, are quoting at exceptionally low figures the well known brands, "Coupon" and "Quail" oats, each package containing a handsome dish or bowl.

White & Co. announce that they will again market the crop of the famous "Villalobas" vineyards, Almeria, Spain. These fancy pink-tinted grapes represent the finest that come from Spain and are noted for their long keeping qualities. They expect 1,000 barrels of this variety due in two or three weeks.

W. H. Millman & Sons, Toronto, report large sales of their new brand salmon, "Shamrock." The label is an excellent example of the lithographic art.

**ANOTHER WORLD'S FAIR.**

The Government of New Zealand has decided to hold, during the summer of 1906-7 (Nov. 1, 1906; April, 1907) an International Exhibition at Christchurch, Canterbury, New Zealand, in which all the nations of the world have been invited to participate. The object of the exhibition is educational and it is intended to demonstrate among other things the resources and possibilities of the colony as one of the world's food-producing factors.

**A GREEK CURRANT AGENCY.**

Mr. W. P. Downey, 26 St. Peter street, Montreal, has been appointed Canadian representative for N. G. Anagnostopulo, Patras, for currants and other Greek products, and is prepared to submit quotations to the trade.

**LARD STATISTICS.**

The following comparative table of stocks of lard held in Europe and afloat on September 1, 1905 has been received from the W. K. Fairbank Co.:

	1905. Sept. 1.	1905. Aug. 1.	1904. Sept. 1.	1903. Sept. 1.	1902. Sept. 1.	1901. Sept. 1.
Liverpool and Manchester .....	22,500	28,000	25,000	13,500	18,500	17,000
Other British ports .....	9,000	15,000	15,500	2,500	2,400	6,000
Hamburg .....	26,000	30,000	23,000	8,000	9,000	15,000
Bremen .....	2,000	1,500	1,000	1,000	1,500	1,500
Berlin .....	3,000	3,000	1,000	1,500	500	2,000
Baltic ports .....	16,000	22,000	9,000	11,500	5,000	11,000
Amsterdam } .....	1,000	1,500	2,000	700	2,500	1,000
Rotterdam } .....						
Mannheim } .....						
Antwerp .....	4,000	8,000	2,000	1,000	1,000	4,000
French ports .....	700	750	1,400	2,300	1,100	2,500
Italian and Spanish ports .....	1,000	1,000	250	500	1,000	1,000
Total in Europe .....	85,250	101,750	80,650	42,500	42,500	61,000
Afloat for Europe .....	70,000	70,000	37,500	30,000	26,000	54,000
Total in Europe and afloat .....	155,250	180,750	118,150	72,500	68,500	115,000
Chicago prime steam .....	158,225	177,152	136,834	96,024	45,770	47,495
Chicago other kinds .....	23,928	21,063	14,000	10,472	7,952	8,145
East St. Louis .....	2,785	3,870	1,955	3,000	550	6,434
Kansas City .....	5,221	10,838	7,895	8,538	2,628	10,571
Omaha .....	1,427	3,697	2,830	5,747	3,615	5,096
New York .....	4,424	7,529	6,335	6,973	6,905	10,186
Milwaukee .....	12,929	15,466	12,774	3,933	1,027	4,074
Cedar Rapids .....	.....	.....	.....	.....	3,715	1,258
South St. Joseph .....	*4,000	6,651	1,222	4,785	1,668	.....
Total tierces .....	368,189	427,016	301,995	211,072	142,320	208,259

\* Estimated.

**THE SHORTAGE OF LEMONS.**

The lemon situation has never in recent years had its equal for continued high prices and scarcity of fruit. In the matter of supplies, Toronto has been more fortunate than her sister markets in the States. Prices have reached as high as \$10 per box in some instances. The reason given is the frost damage which killed about 60 per cent. of the Verdilli crop, and the continued warm Summer which was not only general on this continent but in Europe as well, and which drew heavily for supplies on

**PEACHES IN ABUNDANCE.**

Domestic peaches are coming to hand in great quantities, and in condition and quality superior to any of last season's arrivals.

It is particularly pleasing to note the advancement made in packing and selecting. Some of the recent arrivals have been made special objects of comment, notably a number of baskets arriving from Niagara Peninsula, which were perfect pictures of fruit, in selection, in uniformity, and in ripeness. The packers of these, W. Armstrong & Son,

**Baking Powder.**  
Gillett, E. W., Co., Toronto.  
Lumsden Bros., Hamilton.  
Maiden J. H., Montreal.  
McLaren's, W. D., Montreal.

**Biscuits, Confectionery, Etc.**  
Christie, Brown & Co., Toronto.  
Colson, C. E. & Son, Montreal.  
Cowan Co., Toronto.  
Greig, Robert, Co., Toronto.  
Hunt, Harry W., Toronto.  
Imperial Biscuit Co., Guelph.  
McLauchlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.  
Rose & Laflamme, Montreal.  
Stewart Co., Toronto.  
Turner, James, & Co., Hamilton.

**Cheese Cabinets.**  
Walker Pivoted Bin and Store Fixture Co., Toronto.

**Canned Goods.**  
Balfour & Co., Hamilton.  
Bloomfield Packing Co., Bloomfield, Ont.  
Canadian Cannery, Limited, Hamilton.  
Eby, Blain Co., Toronto.  
Frankford Canning and Packing Co., Frankford, Ont.  
Old Homestead Canning Co., Picton, Ont.  
Turner, James, & Co., Hamilton.

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

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

**Cocanuts.**  
Downey, W. P., Montreal.

**Coccos and Chocolates.**  
Cowan Co., Toronto.  
Klaus-Rose & Laflamme, Montreal.  
Mott, John P., & Co., Halifax, N.S.  
Tippet, A. P., & Co., Montreal.  
VanHouten's—J. L. Watt & Scott, Toronto

**Computing Scales.**  
Dean & McLeod, Hamilton.

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

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

**Consulting Chemists.**  
Kaufmann, W. P., Toronto.

**Crockery, Glassware and Pottery.**  
Campbell's, R. Sons, Hamilton, Ont.  
Barnard & Holland, Montreal.  
Gowans, Kent & Co., Toronto.

**Dairy Produce and Provisions.**  
Bates Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Hamilton.  
MacLaren, A. F., Imperial Cheese Co., Toronto.  
McLean, J. A., Produce Co., Toronto.  
Park, Blackwell Co., Toronto.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

**Financial Institutions & Insurance.**  
Bradstreet Co.

**Fish.**  
James, F. T., Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Pacific Selling Co., New York.  
Tippet, A. P., & Co., Montreal.  
Todd, J. H., & Son, Victoria, B.C.  
White & Co., Toronto.  
Windsor, J. H., Montreal.  
Winnipeg Fish Co., Winnipeg, Man.

**Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.  
Greig, Robt. Co., Toronto.  
Imperial Extract Co., Toronto.

**Fly Pads and Paper.**  
Wilson, Archdale, Hamilton, Ont.

**Foreign Importers.**  
Biermann, E., & Co., Cardiff, Wales.  
Bowyer T. B., & Co., London, Eng.  
Boyd, Thos., & Co., Liverpool, Eng.  
Crichton, Alexander, Liverpool, Eng.  
Griffin & Culverwell, Bristol, Eng.  
Hall, R. C., & Co., London, Eng.  
Lethem, John, & Sons, Leith, Scotland.  
Little, Geo., Manchester, Eng.  
Marshall, James, Aberdeen, Scotlan.t.  
Meeker, George R., & Co., London, W.C.  
Neubeck & Schipmann, Hamburg, Ger.  
Salter & Stokes, London, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Sowerbutts A. E., & Co., London, Eng.  
Whiteley, Muir & Co., Liverpool, Eng.  
Wickes, Hamilton, & Co., London, Eng.

**Fruits—Dried, Green, and Nuts.**  
Adams, E. E., Leamington, Ont.  
Burgess, W. O., Queenston, Ont.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Distributors Co., Toronto.  
Gibb, W. A., & Co., Hamilton.  
James, F. T., Co., Toronto.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
McWilliam & Everist, Toronto.  
Psimenos, Th. J., London, Eng.  
Rattray, D., & Sons, Montreal.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Smith, Tom, Toronto.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Walker, Hugh, & Son, Guelph.  
Warren Bros. & Co., Toronto.  
White & Co., Toronto.

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

**Grain, Flour and Cereals.**  
Eby, Blain Co., Toronto.  
Frontenac Cereal Co., Kingston.  
Greig, Robert, Co., Toronto.  
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Hughes, A. J., Montreal.  
Kyle, C. E., Toronto.  
Lambe, W. G. A., & Co., Toronto.  
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# 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.***

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Windsor, Ont.*

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Limited

**Brantford, Canada**



President:

JOHN BAYNE MACLEAN.

Montreal.

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## NEW ADVERTISEMENTS.

Sutcliffe-Muir Milling Co., Moosomin, Sas.  
Windsor, J. W., Montreal.

## COMMERCIAL TREASON.

TRUTH is not always the most pleasant news to hear. It is nevertheless the kindest for all concerned to speak plain and to the point. To be told that there are men right in our midst, and who are probably enjoying our confidence, nothing better than commercial traitors, is not pleasant reading.

Yet such really, in result, is the outcome of the latest news which has reached the export market. We are told that a consignment of cheese from Canada to Bristol, England, upon examination was found to have a filling of some spurious and foreign matter of an objectionable character, which upon close examination proved to be unripened curd of several pounds weight, quite unusable.

The report is no idle talk, but is contained in an authentic communication from Mr. McKinnon, Government Commercial Agent at Bristol, confirmed by Dominion Dairy Commissioner Mr. J.

A. Ruddick, who happened to be in the vicinity at the time of discovery. Its truth, therefore, cannot be questioned.

That it should have come just at the present moment is particularly inopportune. Canadian cheese has had an uphill fight in the export markets. American cheese has been running it pretty tight, mainly on account of the low price of the latter. Canada has, however, succeeded in securing a good front place, on account of the better quality of her cheese. Anything, therefore, of the character of a setback is particularly disappointing.

Exporters are rightly most indignant at such unscrupulous manipulation, and are unanimous in their denunciation of the maker whoever he may prove to be. Inquiry has, however, revealed the fact that such an occurrence is not altogether a new one. Some exporters have had, on several occasions, to make allowance for similar cause of complaint, although never of such a serious nature as the one under discussion.

It cannot for one moment be supposed that any maker of importance would knowingly allow such a discreditable act to be committed. If the cheese emanated from a factory of any importance, it was probably the act of an irresponsible employe, done to shield his own incompetency or carelessness, and unknown to his employer.

It is much more likely to have originated from some small maker, whose ideas were too narrow to see beyond his own momentary advantage, and who has need of a serious lesson in common honesty.

It is, however, no moment to waste time in conjecture. Whatever the cause and by whomsoever it was committed, it has occurred, and the occurrence stands forth as a "red flag" of warning.

## A Suggested Remedy.

Nothing could have demonstrated more clearly the need of some definite system and legal protection in regard to export of all food stuffs. No single package of goods should lose its identity at any point of its transit. It should be a legal necessity that any article made for open market contain, at the point of production, some mark whereby the identity of its origin could be discovered at any point of its journey. This is of primary importance, and should be insisted on by buyers themselves. By keeping unmarked goods on a lower range of values, much could be accomplished in this regard. A producer of good products would willingly fall in line, in order to get the full value of his skill and care.

It should be a positive legal enactment the infringement of which should be punished by severe penalty, and if necessary compelling a person guilty of such re-

prehensive conduct as that under discussion to retire from the open market altogether. National reputation is at stake, and any person sufficiently blind as not to see the serious consequence of such conduct, proves himself incompetent to take part in the commercial arena and should be compelled to take a back place.

Quality alone counts in the great fight for commercial supremacy. The Canadian Grocer has again and again sought to enforce this on the dairy industries.

Quality and uniformity will alone hold the market of the world, and anything and everything must be done to secure a standard which will place Canadian products easily top of all others on the export market.

## CANADIAN SALMON CONDITIONS.

THREE times in the history of salmon packing in British Columbia have the canneries put up a million cases of fish in the season—that is on the presumption, now fairly assured, that this year's total pack is up to an aggregate of a million cases. The year 1897 was the first year, and in 1901 the total pack was also up to the million mark. This year the pack is expected to aggregate that amount, but the Fraser River does not come up to the million mark alone. It takes the pack of all the canneries on northern waters of British Columbia, estimated in round figures at 200,000 cases, to bring the total up, the Fraser being estimated at 800,000 cases.

There may be some pessimistic sentiment abroad still with respect to the permanence of the quadrennial fourth year of plenty in the run of sockeye salmon on the Fraser River. It is even argued from the fact that not a million cases, but 800,000 cases is the pack, that there is evidence of a falling off in the "big run" of the fourth year. But there could have been a million cases packed. There was no lack of fish. To any one who saw the appalling and criminal waste of the finest salmon that runs, it is idle to talk of falling off in the pack. There were literally, absolutely millions of sockeye salmon destroyed, and many of them deliberately, wantonly destroyed.

To whose door the fault should be laid is a matter for official investigation. As far as the canneries are concerned, they were well equipped to take care of their full capacity, their employes were worked to the limit of endurance for long hours all through the run, and they did not have to wait for fish. There were fish in plenty brought to them. The fact is that the fish were caught in much greater quantities than the canneries could take care of while fresh. That explains the fact that such great quantities of fish were taken out to sea and



thrown away, in some cases, it is alleged, whole scow-loads at a time. The run was short and very heavy while it lasted, but there was no necessity of catching such vast quantities of fish, when the canneries could not take care of them. Naturally the cheaper trap-caught fish were taken first. Then the fishermen who brought in their individual catches were limited to a delivery of 200 fish per boat per day. In many cases they would catch in their day or night drift on the river or gulf several hundred. The cannery would accept 200 and the rest had to be disposed of. These fish were in many cases simply dumped overboard. There was nothing else to do with them.

From some sources it would seem that officials are inclined to the view that even the fourth year, or year of the "big run," is failing. It is argued from this that the proper thing to do is to extend still further the artificial propagation, establishing more hatcheries. To that it is simply necessary to point out that in years of small run—for instance, last year—there was not quarter enough salmon ova secured to fill the hatcheries that then existed. It would appear that other very different measures are required to insure the perpetuation of the "big run" every fourth year.

The catch on Puget Sound, as the waters in the State of Washington are designated, while large was somewhat affected this year by the traps located on the south shore of Vancouver Island. Of this there can be no doubt. While it is perhaps deplorable that traps are a necessity, it is an incontrovertible fact that the British Columbia canners have simply no show as long as traps are allowed on the south side of the boundary. That is probably the only valid reason for allowing traps. But it is apparent that the catch per trap and per net must be regulated in times of a big run.

Though this is the third pack of a million cases in British Columbia it must not be altogether argued therefrom that the supply of salmon will be so large that the price will be low. Cost of production is mainly a fixed charge, varying but little, whether the pack is great or small. The market at the present time was perhaps never better cleaned up. Both British Columbia and United States salmon packers have in the past two years sold off all their old stocks, and any packs of lower grades of salmon, to the Japanese. The demand, too, has been good in other markets and some markets have greatly enlarged. Therefore it is not at all likely that salmon will be very much lower this year. The pack of the Columbia River, of the California rivers, and of the Alaska canneries can not be com-

pared fairly to that of British Columbia, for the "big run" is confined to the Fraser River, and its contiguous sea waters, the Gulf of Georgia and Puget Sound.

#### THE U. S. SALMON PACK.

THE United States packing season has now passed the speculative stage, and results conclusively prove that abundance of fish have been secured. The salmon fishery on Puget Sound in American waters is fast drawing to a close and it is apparent that the much heralded second run is a failure. However, in commercial parlance the pack is "safe."

Notwithstanding all the mystery that has been thrown about the operation of the canneries this season it can be confidently asserted that far more salmon has been safely ensconced in cans than the public has been led to believe. A very conservative estimate is 650,000 cases; it is much more likely to be 700,000 when the returns are all in.

The abnormal feature of the situation is that a million-case pack would stand recorded on the American side were it not for a curious freak of nature beyond the control of man. In ordinary years the fresh water from the Fraser floods out into the Gulf and around in Mud Bay. The salmon follow it and are caught in the American traps. This year, however, the Fraser is very low and the fresh water does not extend to the traps across the line. The fish strike it before they reach Point Roberts and, striking it, stay in it, for once in the fresh water they will not go back to the salt. The result is that they miss the traps, which would otherwise get most of them, the run being comparatively small now, and come on direct to the estuary of the river whence they ascend to their various spawning grounds.

The increased number of traps off the southern shore of Vancouver, B.C., has also directly affected prospects in Sound waters. It is none the less a fact that a sockeye year has materialized in the regular four-year cycle, to prove which it is only necessary to instance the fact that the new purchasers of the Pacific American Fisheries plant have already far more than paid for the property in the amount of fish packed. At the receiver's sale the property was bid in for \$310,000, and fish to the value of almost thrice that sum are now in the warehouses of the concern.

#### PROF. MAVOR'S REPORT.

A REPRESENTATIVE of The Canadian Grocer in Moosomin, Sask. last week called at the office of the Sutcliffe-Muir Milling Company. J. S. Sutcliffe, the president of the company,

expressed himself as highly pleased with the outlook now that the crop seems to have come safely through the most critical stage. It was true that the first sample of wheat received at the mill was of poor quality, having a musty, disagreeable odor, but that sample of grain was an exception as the great bulk of the crop will grade high.

"Who is this Professor Mavor, who has been reporting unfavorably on our wheat growing capacity?" asked Mr. Sutcliffe. "Do you know anything about him?"

The Grocer representative replied that he was personally acquainted with Professor Mavor and respected him most highly, but that he was forced to the conclusion that the learned professor had undertaken a work for which he was not very well qualified and that perhaps his prejudices against all Imperialistic movements had blinded his eyes to the obvious. Men very often find what they want to see.

"All I can say," replied Mr. Sutcliffe, "is that he is a very foolish man who would set bounds to the capabilities and possibilities of this northern country. I don't think that Professor Mavor is as well qualified to judge of these matters as any intelligent grain man in the west to say nothing of Dr. Saunders and Hugh McKellar, whose reports he apparently ignores."

"I am not an old man," continued Mr. Sutcliffe, "but I can remember when St. Paul and Minneapolis were referred to as the farthest Northwest, when they were upon the confines of civilization and when Fort Garry—this was before the days of Winnipeg—was a terra incognita. I remember a friend of mine made a business trip to Fort Garry from St. Paul and the journey was considered as extraordinary and venturesome as we now consider one of Lieut. Peary's exploring trips.

"Why, it isn't so many years since people were doubtful of the value of the Dakotas and as for the Canadian Northwest we believed it was all a frozen waste and good for nothing. Opinions have changed and perhaps the climate has, too. It is very foolish to set limits to what may be accomplished in this country."

#### NEW WHEAT GRADES LOW.

A NOTICEABLE feature in this year's crop of wheat arriving from the Northwest is the complete absence of wheat graded No. 1 hard.

From the extremely favorable weather that has prevailed, it was fully expected that at least a large portion would have graded No. 1 hard, but up to the present the wheat arriving had all been classed No. 1 or No. 2 Northern. The reason for this has not yet been explained.

**VEGETABLE PRESERVATION.**

**A** "DVANCEMENT" is an excellent motto; to business, it is life and being, not to advance means speedy commercial oblivion. Our canned industries have made remarkable progress, and have no doubt come to stay, we understand, however, that preserved vegetables in a new form will shortly be appearing on the Canadian market.

The new process of preservation is the result of recent experiments, and is such that the vegetables, though dried, retain all their natural freshness and aroma and require no preparation for the table beyond the usual boiling and seasoning.

A representative of The Grocer was shown numerous samples of carrots, turnips, French beans, cabbage, onions, mint, rhubarb, etc., and tested several of them by stewing. The vegetables turned out remarkably well, with good color and appearance, and it would be difficult in some cases to distinguish between the fresh fruit and the preserved.

The inventors of the process are enthusiastic over the boundless possibilities in store for these vegetables. They are being packed in neat metal boxes and the contents can be used altogether or in portions, as desired, without any risk of loss of whatever may be left for future use.

This style of preserved vegetable will be most welcome amongst those who do not care to use the tinned article. Samples have not yet reached Canada, but readers of The Grocer, who would like to receive samples or make close inquiries, may be put in touch with the packers by addressing the editorial department.

**FLOUR MARKET PROSPECTS.**

**I**T is now known for certain that the crops will come well up to early estimates. The danger of a possible disaster overtaking the crop before it could be harvested is now practically over, and a full and abundant harvest is assured.

The immediate effect of this record crop on the market is a decline in values. For some time prices have ranged far too high to encourage export trade, consequently that market has been, to say the least, indifferent.

The recent reduction of freight rates on flour made by the Railway Commission has also been of immense value as an incentive to trade. This concession will often mean just the difference between holding or letting loose the export trade.

Already export trade has commenced to boom. The fall in values is really the only thing which could have happen-

ed if trade was to revive. Prices on present basis can command a good run of trade, and millers are confidently expecting almost a record run of business.

Flour can now be placed on the English markets on the basis of say twenty-two to twenty-four shillings per 280 lbs. This price enables the baker to use a large quantity of Canadian in combination with other growths of flour, and makes it possible for bread to be retailed at the popular price of five pence, at which figure the consumption of bread in England shows a material increase. When prices reach the six pence margin bread consumption is immediately retrenched and cheap vegetables take its place.

The moment is opportune for Canadian exporters to push ahead and secure the English market without delay. Flour will in all probability show good grading this season, and with a record supply in reserve the thing to be done is to get first foot on the trade, as it is well known that large users of flour will stick to a grade of flour as long as it can be secured, in order to be certain of uniformity in their manufacture of bread.

**A LESSON IN PACKING.**

**C**ANADIAN fruit growers can well take a lesson from California packers, to judge from the fine condition in which fruit is arriving this season.

A visit to the Toronto fruit market would prove to be time well spent for those interested in fruit packing.

Among other things seen there, the manner of packing the best grade grapes is worth noting. Not only are they packed regularly and uniformly, but are neatly laid in a covering of fibre netting which folds right over the top. Thus not only are they kept firm and secure without crushing, but the objectionable practice of pilfering whilst in transit is effectually prevented, and at the same time a current of air is allowed to get at them. The samples seen opened up in as good condition as when packed, with bloom on, and certainly added materially to their market value.

**B. C. WINTER PREPARATIONS.**

**A**LREADY the rapid movement of freight north to anticipate the close of the season's navigation on the Yukon has got well under way. The water in the Northern River is now very low and freight is pretty well piled up at White Horse. The outgoing steamers from Victoria and Vancouver continue to take all the cargo they can carry, and there are shipments left on the wharf every trip. The steamer Princess Beatrice, leaving here on the 11th,

had not a square foot of space left, and there were still a hundred tons of cargo offering.

Of the 500 tons carried north by the Beatrice nearly all consisted of eggs, potatoes, vegetables, fruit and similar perishables. The bulk of the late shipments are of course of this nature, staples having been rushed forward long ago. The White Pass Railway Co. by offering special commodity rates in July and August endeavor to clear the way for these inevitable late shipments, but of course perishables, such as potatoes, apples, eggs and vegetables, are taken in as late as possible. The difficulty of providing food for the next eight months for the entire population of the Yukon presents itself very forcibly to transportation companies and merchants at this season of each year.

The 3,000 tons of cargo at White Horse awaiting transportation down the river would not be a great problem were it not for the fact that the quantity is being added to constantly and the navigation of the river is getting more difficult as the water is falling.

A big export flouring mill is now being erected at Calgary for the purpose of shipping flour to the Orient, most of it to Japan. The very rapid increase in the production of Fall wheat in Alberta, in the districts tributary to Calgary, makes the project not only feasible but very promising. In the Orient large quantities of soft wheat flour are purchased every year from Washington and California flour mills, and this trade is capable of very large increase. The Fall wheat from Alberta would rank with the soft wheat of the Pacific States in producing flour, and thus a most desirable market is awaiting it.

In connection with the development of power by the Vancouver Power Co.'s big waterpower at Lake Beautiful, the company is now in receipt of inquiries from flour millers who wish to secure power for mills to be located at Vancouver, the proposal being to ship the wheat from the Northwest, and manufacture on the coast, where a good market for both flour and by-products of the milling exists.

The Frye-Bruhn Co., large pork packers, of Seattle, are at the present time seeking a site in Vancouver for the erection of a plant with capacity sufficient to take care of a large part of the trade of this Province in the cured meat line. The intention is to bring hogs from the Northwest, and also to encourage local production till there would be a sufficient supply for the proposed packing house. The raising of hogs has not yet advanced in B. C. much beyond what is required for local demand in fresh pork.

Burnaby, one of the fruit growing districts close to the city of New Westminster, keeps up its reputation for second crop strawberries. As in past seasons, a quantity are on the market at \$3 to \$3.50 per case.

# Serve the People Well

You can only do this by handling

## "SALADA" CEYLON TEA

The proof of its superiority over all other teas is its large sale.

We prepay the freight

And Guarantee its sale.

Wholesale terms and samples

From "SALADA" Toronto or Montreal.

Awarded  
Gold Medal,  
St. Louis,  
1904.

### THE "SUGGESTION" SYSTEM.

HOW to get the benefit of your employes' brains as well as the output of their hands is the problem which has been solved by the National Cash Register Company at its factory in Dayton, Ohio. The means of solving the problem is the "suggestion system," which has been in effect at the Dayton factory since 1894, and which has in recent years been adopted to a greater or less extent in other factories.

The scheme of securing suggestions from employes has been carried out to a very complete extent at the N. C. R. factory, and arrangements have been made by which any suggestion from any member of the organization is easily and quickly brought to the attention of the authorities. The employes have taken hold with marked enthusiasm, and each year thousands of suggestions are received. For handling these and all complaints as well, a department of complaints and suggestions has been organized.

Any employe desiring to make a suggestion for the betterment of the tools, methods or output in his own or another department, writes it out on a slip of paper and drops it into a suggestion box; or, if he prefers, he writes it out on a manifolded autographic register, retaining the original copy and leaving the duplicate copy in the register. In all cases an employe signs his name to a suggestion, and also the name of the department in which he is employed. The suggestion boxes and autographic registers are distributed in all departments, and suggestions are collected from them twice a week by a representative of the Complaint and Suggestion Committee.

Upon the receipt of a suggestion it is given a number, entered in a book provided for that purpose. The secretary of the committee then refers it to the head of the department to which the maker of the suggestion belongs, or to the party most directly interested, not disclosing the name of the suggester. It frequently happens that the suggestion concerns more than one department, in which case it is investigated through all of the departments, and its bearing on each considered. The original suggestion is never sent with the correspondence during the investigation, but it is retained in the office of the committee and a copy is made for investigation purposes, or the subject matter is embodied in the correspondence.

If, upon investigation, the suggestion proves practicable, it is put into effect and the originator is notified by letter, which authorizes him to receive one dollar from the cashier in payment for the suggestion. If, on the other hand, the suggestion is rejected, the author is duly notified.

Where possible the reasons for the rejection are given and in either case the suggester is encouraged to try again. At the end of each quarter the best suggestions are selected from those adopted during the three months past, and forty-four quarterly prizes are awarded. The amounts of these prizes vary from time to time. At present the value of the quarterly prizes is \$750. Twenty-five prizes aggregating \$450 are offered to the employes in the making division. Twelve prizes aggregating \$200 are offered to the employes in the office division, and seven prizes aggregating \$100 are offered to the members of the selling force. The prizes in both the making di-

vision and the office include a first and a second prize for foremen, heads of departments and assistants. They are eligible to compete for these prizes only.

A few examples of the suggestions may prove interesting. In the Indicator Department, where are printed the metal parts of the register which indicate the amount of a transaction recorded, it had been the practice for years to mix certain kinds of ink by stirring them in a bucket, then straining through a cloth. One of the women employes thinking this could be done better and more economically by machine, devised an apparatus, drew the plans and turned them over to the company. As a result the ink is now quickly and cheaply strained by a machine.

In the Typewriting Department the girls are constantly suggesting ways of saving time and labor, and in the office divisions new schemes for counting and recording are constantly being worked out. As one specific instance of how great a saving one suggestion made, it might be well to cite a suggestion recently made by which the expense of supplies for a certain kind of register is reduced nine cents per machine. This means a saving of \$1,200 a year at the present time.

The pecuniary value to the company is not the only valuable result of the system. Under its encouragement the employes are taught to think for themselves and become more efficient workers. At the same time the man or woman who has originality is brought to the attention of the management, and in this way is placed in direct line for promotion.

# MARKETS AND MARKET NOTES

## Quebec Markets.

### GROCERIES.

Montreal, Sept. 21, 1905.

**T**RADER during the week among the grocery jobbers is reported as somewhat disappointing. The volume of business is small and when asked for reason for present dull conditions no one is prepared to state anything definite. Certain it is that trade is not as good as the country's reputed prosperity warrants. Farmers, dairymen, fruit growers, all have had a most prosperous year and it would be only logical to assume that orders should be good and plentiful and collections satisfactory.

The contrary appears to be the case and particularly as regards meeting of paper by country dealers there is serious ground for complaint.

It has been hinted that there is too much money withdrawn from legitimate trading channels by dealers and put into ventures and industries of one sort or another that are springing up throughout the country. Speculation also is hinted at, and no doubt with some measure of truth.

Instances are at hand where country merchants and farmers have withdrawn from legitimate business channels which are their mainstay money and investments and launched out into more or less plausibly advertised ventures, thus crippling not only themselves but affecting the general prosperity of the country.

The conditions of stringency reported from the west would indicate that too much money is being placed into land schemes and development ventures, to the detriment of trade generally.

As regards grocery matters the sugar market is giving aches and pains all round, and no one seems to know what to do or look forward to. Conditions are unsatisfactory to all but the consumer, who is approaching the 25 lbs. for a dollar period with apparent satisfaction. What the refiners think of the tobogganing going on is easy to guess. It would seem from latest New York and European reports that prices are going lower and will soon dig a hole in the cellar. For the sake of all, refiner, jobber and retailer, it is to be hoped that bottom may be shortly reached, and trading placed on a more satisfactory basis.

Teas are good stock and the market firm. All lines are strong and advancing. China Ping Sueys are sold almost like "trading jack-knives, unsight and unseen," as the boys have it. Scarcity and bare market are the stimulants. Ceylon greens and blacks are also firmer. Japans are doing good trade and latest reports from Yokohama place lowest obtainable at 15c. China blacks are stronger with fair business doing.

Molasses is steady. Better business is looked forward to shortly and the opinion seems to obtain that prices will advance, shortage of stocks being the argument.

Canned goods steady. Canadian Can-

ners, Limited, prices on corn and tomatoes were given out to the trade last Friday and the prices, 85c and 82½c for corn and 95c and 92½c for tomatoes, were received with approval by the trade. Pack is expected to be up to 100 per cent. deliveries. American prices this year being now 95c to \$1 f.o.b. factories will remove any chance of competition from that quarter.

Fish and oysters are improving in demand and good trade and prospects are reported by dealers. Oysters in bulk are coming in more freely and prices eased off 10c per gallon.

Flour, feed and produce are in fairly satisfactory condition.

Butter, cheese and eggs are all firmer and good business is in sight.

In foreign dried fruits an activity prevails in all lines and good business turning over.

**Canned Goods**—Not much activity is showing. Deliveries are continued of orders taken by the jobbing trade. The feature of this week is the issuance of the new prices on corn and tomatoes, the former being 85c for No. 1 group, and 82½c for No. 2; tomatoes 95c for No. 1 group, and 92½c for No. 2 group. These prices have met with satisfaction on the part of the trade, and despite the rumors that have been current during the past few days of the shortage of pack, jobbers anticipate receiving 100 per cent. deliveries. It is not expected that there will be any competition later on from American pack tomatoes, as was the case last year, as Baltimore and Jersey canners are asking 95c and \$1 for standard 3s. Salmon is quoted at firm prices, and the rumor that some cutting had been indulged in lately seems not to have received much credence. The shortage of the pack at the coast would make the cutting of prices appear poor business. We quote:

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

Peas—		
2s, standard (No. 4)	0 62½	0 60
2s, early June (No. 3)	0 70	0 67½
2s, sweet wrinkled (No. 2)	0 82½	0 80
2s, extra fine sifted (No. 1)	1 22½	1 20
Spinach—		
2s, table	1 42½	1 40
3s, table	1 82½	1 80
Gallons, table	5 02½	5 00
Miscellaneous—		
Pears—Flemish Beauty, Bartletts and pie in		
2, 2½ and 3s	\$1 15	\$2 20
Peaches—White, yellow and pie, 1½s, 2s, 2½s, 3s	1 25	2 82½
Gallon pears	3 15	3 67½
peaches	3 55	4 50
Pumpkins, 3-lb. tins	0 72½	...
gal.	2 50	...
3-lb. squash	1 00	...
2s Pineapple, sliced	2 25	...
2s " grated	2 35	...
3s " whole	2 50	...
2s Plums, Damson, light syrup	1 00	...
2s " heavy syrup	1 20	...
2½s " "	1 57½	...
3s " "	1 85	...
Gals. " standard	2 35	...
2s " Lombard, light syrup	1 05	...
2s " heavy syrup	1 35	...
2½s " "	1 62½	...
3s " "	1 90	...
Gals. " standard	3 15	...
2s " Green Gage, light syrup	1 15	...
2s " heavy syrup	1 47½	...
2½s " "	1 72½	...
3s " "	2 00	...
Gals. " standard	3 45	...
2s " Egg, heavy syrup	1 52½	...
2½s " "	1 80	...
3s " "	2 10	...
2s Raspberries, black, heavy syrup	1 35	...
2s " preserved	1 50	...
Gals. " standard	4 75	...

### Specifications of Groups.

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

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

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

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

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

Terms—Net 30 days, or 1 p.c. 10 days, days, f.o.b. any wholesalers' points in Ontario and Quebec.

**Sugar**—The sugar situation is weak. Buying has declined very much all round. Country buyers, as well as the jobbing trade, are looking forward to a still further decline. The New York market is very easy and prices are declining. New Orleans having started cutting a general reduction in prices is looked for. The European market is also very weak, and buyers abroad appear to be holding off on account of the weak position of the beet market. A decline of 10c is noted since our last issue, making granulated basis \$4.70. This reduction took place on the 15th after issue of The Grocer.

We quote:

Granulated, bbls.	\$4 70
" ½-bbls	4 85
" bags	4 65

Paris lump, boxes and bbls.	5 30
" " 1/2-boxes and 1/2-bbls.	5 40
Extra ground, bbls.	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 45
Powdered, bbls.	4 95
" " 50-lb. boxes	5 15
Phoenix	4 75
Bright coffee	4 65
" yellow	4 65
No. 3 yellow	4 60
No. 2 " "	4 45
No. 1 " "	4 20
No. 1 " bbls.	4 40
Raw Trinidad	3 65 3 68
Trinidad crystals	4 30 4 55

Maple Products — Only a limited amount of business is done in maple products. Both sugar and syrup are in small demand but prices are unchanged. We quote:

Maple syrup, in wood, per lb.	0 06 0 06 1/2
" in large tins.	0 07 1/2 0 07 1/2
Pure new sugar, per lb.	0 10
Pure Beaute County, per lb.	0 06 0 07

Syrups and Molasses — The molasses conditions are unchanged. The same amount of business is turning over, and with the approach of the close of navigation not so many weeks off now, communications are that a better demand will spring up. Prices are held firm and holders of stocks, which are light, do not evince any inclination to come down. Corn syrups are showing an improvement in demand, and a good trade is looked for this Fall. These goods have been well received by the trade during the past few years and manufacturers report increased sales. We quote:

Barbadoes, in puncheons.	0 35
" in barrels	0 37 1/2
" in half-barrels	0 38 1/2
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
" 1-bbls.	0 02 1/2
" 1-bbls.	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 doz.	2 25
" 20-lb. " 1 doz.	2 10

Coffee — The market generally shows weakness. New York advices to hand, however, report a firmness in Brazil, with advance in prices. Messrs. Watt, Scott & Goodacre, in their report under date of the 19th, say:

"The largest receipt of coffees at Rio and Santos is in the month of September; beginning with the month of October a substantial decrease has always been the rule. This is the time for bears to make their onslaught. That they have been able to reduce Rio 7's only 3-16 to 1/2c from the top shows the natural strength of the article.

"This week the New York option market has declined about 30 points. Rio 7's have declined 1-16 to 1/2c. Brazilian Exchange has declined 1/2d. The currency price of coffee in Santos is unchanged.

"The only market where coffees can be bought to advantage at the moment, is in Brazil. The business in milds, which has been fairly good from Europe for some time, is no longer possible."

We quote:

Good Cucutias	0 11 1/2 0 13
Choice "	0 12 0 13
Jamaica coffee	0 10 1/2 0 12
Java	0 18 0 24
Mocha	0 17 0 20
Rio	0 10 0 12
Santos	0 10 1/2 0 12

Tea — The local tea market is in a very much improved condition and considerable trading is being done in all lines. Ceylon greens are much firmer for good quality teas. China blacks and greens (Ping Sueys) are firm, the latter scarce and being taken up readily. The Japan tea market shows a decided firmness and it is reported that nothing under 15c in Japan is obtainable. Locally a few lines of last year's low grades might be pick-

ed up at about 13c to 14c, but the quantity is very small and does not constitute a factor in the trade. Japan fan-nings and siftings very scarce, with very few offering. Cables received from Colombo advise Ceylon blacks firm at last quotations. Greens, only trifling supplies now being received. We quote:

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 13 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14 0 15
Gunpowders	0 13 1/2 0 14
China greens—Pingsuey gunpowders	0 11 0 13
Congous—Kaisows	0 10 0 12
Packing boxes	0 12 0 14

Foreign Dried Fruits—Currants: As the syndicate is now in working operation, the market seems to have steadied down to its normal basis, which is on a slightly lower plane than speculative figures, which at first obtained. S. S. Jaconxa, the last of the season, is now loading at Patras, and orders are going forward in fair volume.

Valencia Raisins: Without any reasonable cause, the market has experienced a slight decline, and prices this week are from 6d. to 1s. lower than our last report; whether this will remain or reaction take place is difficult to say, but we should imagine, with the consuming season approaching, the probabilities are rather for an upward movement than otherwise.

Shelled almonds, which have been steadily offered at remarkably reasonable prices for some time past, have commenced to move upwards and quotations this week are probably 2s. higher than last, with a firm market to support this advance.

Shelled walnuts for immediate shipment are in small supply, and very firmly held, while new November shipments are quoted at about 4c. higher than current quotations.

Walnuts: As previously reported are poor crop in every growth and high prices may confidently be looked forward to.

Dates: Str. Umbilo was to have sailed from Bussorah on the 18th inst., probably the earliest sailing on record, and should reach New York about the 15th or 20th of October. Prices as yet have not been put out, but it is expected they will be reasonably low, as the crop is reported both large and fine.

Sultanas: As the crop has come to market in large quantities prices have receded from 2s. to 5s. according to quality, from figures which obtain for earliest shipment.

Figs: Comadras have shown a steady advance from open prices, and notwithstanding the crop of Turkish figs growers are very firm in their demand, and will look to see prices higher in future, rather than lower.

The position of California evaporated fruits continues strong. The enormous shortage in Santa Clara Valley, which will be about 25 to 40 per cent. of an average crop, will make prunes very firm and high. California seedless raisins are also quoted about 3c. higher than ever before and the outlook in California fruits this season is for higher and firm prices.

We quote:

Valencia Raisins—	
Fine off-stalk, per lb.	0 05 0 06
Selected, per lb.	0 06 1/2 0 06 1/2
Layers	0 07 0 07 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	2 00
London layers	2 50
"Connoisseur Clusters"	0 80
" " 1-boxes	1 10
"Royal Buckingham Clusters," 1-boxes	3 50
" " boxes	4 50
"Excelsior Window Clusters," 1/2s.	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—	
30-40s	0 08 1/2
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—	
Fil atras, uncleaned	0 04 1/2
Fine Filiatras, per lb., in cases	0 04 1/2 0 05
" " cleaned	0 04 1/2 0 05 1/2
" " in 1-lb. cartons	0 05 1/2 0 06
Finest Vostizzas	0 06 1/2 0 07 1/2
Amalias	0 06

Sultana Raisins—	
Sultana raisins, per lb.	0 06 1/2 0 08
" " 1-lb. carton	0 09

Eleme Fable Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 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, firmness being the leading characteristic. Tapioca, which during the past month advanced considerably, still maintains its strong position. Business in these lines, however, does not show any surprising activity, but only the usual amount of business is being done. We quote:

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	0 04

Spices—The latest report from the New York market shows activity in all lines with increased grinding demand, especially for Cassias of all grades. The undertone is good throughout the list, due no doubt to the generally strong position in regard to supply and demand. The local market is firm and a fair amount of business doing. Fall orders are expected to be satisfactory. We quote:

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

Fish—Dealers report that fresh fish continue in great favor, and increased consumption is looked forward to. However, this week's trade shows little of interest. New haddies are still arriving but scarce. Fresh steak cod has gone up one cent owing to scarcity. British Columbia salt salmon is coming in limited quantity only, but price has not been altered as yet. Frozen dore is offered at 8 cents. Bulk oysters are arriving daily in fair quantity. There is a good demand reported for them, and as they

NOTICE TO THE TRADE.

WE beg to notify our customers that Harold F. Ritchie is not in our employ and is not selling any goods for us. Capstan Mfg. Co., Toronto. (38)

September 22, 1905

THE CANADIAN GROCER

ESTABLISHED IN 1842. ————— Our Motto: "FORWARD."

## LIGHT CHAMPAGNES de NEUVILLE & CIE., REIMS, FRANCE

100 cases, just received in store.—"Duc de Montlouis"

Carte Blanche,  
Cuvee Reservee,

Carte Noir  
Cuvee Extra,

Carte d'Or,  
Cuvee Extra,

BOTTLES AND ½ BOTTLES.

**NOW IN STORE.** Ex. S.S Milwaukee.

First Arrival.—525 boxes Valencia Raisins —"**Trenor**" "**Riera**"  
*F.O.S. selected 4 cr. layers.*

Ex. S.S. Montreal.

**FROM CROSSE & BLACKWELL,** London, Eng.

200 Cases and Barrels. Pickles, Sauces, Olives, Jams, and Marmalade.

**TO ARRIVE SHORTLY.**

From L. A. Price, Bordeaux, France.

—OUR THIRD IMPORTATION—

300 Cases French Table Delicacies—French Peas, Macedoines, Mushrooms, Haricots, Olives,  
Prunes, Hors d'Oeuvre.—**Glass** and **Tins**.

—THE LARGEST SHIPPER IN BORDEAUX—

## ITALIAN LUCCA OLIVE OIL.

Received this week. Ex. S.S "Osiris" via Genoa.

*The finest quality for Salads and Mayonnaise.*

2x5 Gals. Can Extra Lucca.	2x5 Gals. Can Surfine Lucca.
50x1 " " " "	10x1 " " " "
40x½ " " " "	20x½ " " " "

ALL WITH FAUOETS

**WE HAVE THE STOCK**

**WE HAVE THE ASSORTMENT**

# L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS AND IMPORTERS  
OF TEAS, WINES AND LIQUORS, MONTREAL

2½'s, White	2.50	2.47½	
3's, White	2.70	2.67½	
3's, Pie	1.27	1.25	
Gal., Pie, not peeled	3.57½	3.55	
Gal., Pie, peeled	4.52½	4.50	
Pears—			
2's, Flemish Beauty	1.65	1.62½	
2½'s, Flemish Beauty	1.97½	1.95	
3's, Flemish Beauty	2.12½	2.10	
2's, Bartlett	1.80	1.77½	
2½'s, Bartlett	2.17½	2.15	
3's, Bartlett	2.32½	2.30	
3's, Pie	1.27½	1.25	
Gal., Pie, peeled	3.80	3.77½	
Gal., Pie, not peeled	3.27½	3.25	
Pineapple—			
2's, Sliced	2.32½	2.30	
2's, Grated	2.57½	2.55	
3's, Whole	2.72½	2.70	
Plums—			
Plums, Damson—			
2's, Light Syrup	.92½	.90	
2's, Heavy Syrup	1.17½	1.15	
2½'s, Heavy Syrup	1.47½	1.45	
3's, Heavy Syrup	1.77½	1.75	
Gal., Standard	2.97½	2.95	
Plums, Lombard—			
2's, Light Syrup	.97½	.95	
2's, Heavy Syrup	1.22½	1.20	
2½'s, Heavy Syrup	1.52½	1.50	
3's, Heavy Syrup	1.82½	1.80	
Gal., Standard	3.47½	3.45	
Plums, Greengage—			
2's, Light Syrup	1.02½	1.00	
2's, Heavy Syrup	1.27½	1.25	
2½'s, Heavy Syrup	1.57½	1.55	
3's, Heavy Syrup	1.87½	1.85	
Gal., Standard	3.47½	3.45	
Plums, Egg—			
2's, Heavy Syrup	1.55	1.52	
2½'s, Heavy Syrup	1.82½	1.80	
3's, Heavy Syrup	2.12½	2.10	
Beets—			
2's, Sliced, Blood Red	.87½	.85	
2's, Whole, Blood Red	.87½	.85	
3's, Sliced, Blood Red	.97½	.95	
3's, Whole, Blood Red	.97½	.95	
Corn—			
2's	.85	.82½	
Gal., on cob	4.52½	4.50	
Carrots—			
2's	.92½	.90	
3's	1.02½	1.00	
Cabbage—			
3's	.87½	.85	
Cauliflower—			
2's	1.42½	1.40	
3's	1.83½	1.80	
Parsnips—			
2's	.92½	.90	
3's	1.02½	1.00	
Pumpkin—			
3's	.80	.77½	
Gal.	2.52½	2.50	
Squash—			
3's	1.02½	1.00	
Tomatoes—			
3's	.95	.92½	
Gal.	3.02½	3.00	
Turnips—			
3's	1.02½	1.00	
Succotash—			
2's	1.17½	1.15	
Tomato sauce, 1s.			0.50
"    "    2s.	0.78		
"    "    3s.	1.00		
Chili sauce same as tomato sauce.			0.65 0.80
Catsups, tins, 2's	0.65	0.80	
"    "    gal.	4.50	7.70	
"    "    jugs.	0.70	0.90	
Apples, standard, 3s.	1.47½	1.45	
"    preserved, 3s.	1.50	1.47½	
"    standard, gal.	1.50	1.50	
FISH.			
Lobster, talls.	3.50		
"    1-lb. flats.	3.85		
"    ½-lb. flats.	2.00		
Mackerel.	1.00 1.25		

Saimon, Sockeyes—		
1-lb. talls, 5 cases and over.	1.77½	1.80
1-lb. talls, less than 5 cases.	1.80	1.90
1-lb. flats, 5 cases and over.	1.87½	1.92
1-lb. flats, less than 5 cases.	1.87½	1.92
1-lb. flats, 5 cases and over.	1.92	1.92
1-lb. flats, less than 5 cases.	1.92	1.92
Chums	0.95	1.00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1 lb. Talls, 5 cases and over, per doz.	1.55	1.57½
1 lb. " less than 5 cases, "	1.57½	1.67½
1 lb. Flat, 5 cases and over, "	1.67½	1.70
1 lb. " less than 5 cases, "	1.70	1.70
½ lb. " 5 cases and over, "	1.00	1.02½
½ lb. " less than 5 cases, "	1.02½	1.02½
Low Inlet.		
½ lb. Flat, 5 cases and over, "	.95	.97½
½ lb. " less than 5 cases, "	.97½	.97½
Sardines, French ½s.	0.14	0.23
"    "    "s.	0.08	0.10
"    "    "    "    "s.	0.25	0.27
"    "    "    "    "    "s.	0.35	0.38
"    "    "    "    "    "s.	0.03½	0.04
"    "    "    "    "    "s.	3.75	4.50
Haddies, per doz.	1.05	1.15
Haddies, per case.	4.00	4.50
Kipper herrings, domestic.	1.00	1.00
"    "    imported.	1.45	1.50½
Herrings in tomato sauce, domestic.	1.00	1.00
"    "    imported.	1.40	1.40

MEATS.			
Corned beef, 1s, per doz.	1.40	1.40	1.40
"    "    2s, "	2.50	2.50	2.50
"    "    6s, "	7.50	7.50	7.50
"    "    14s, "	17.50	17.50	17.50
Lunch tongues, per doz.	2.75	2.75	2.75
Potted meats, ¼s, "	0.47½	0.50	0.50
"    "    ¾s, "	0.85	1.00	1.00

**Sugar**—The domestic trade continues active. A good run of orders is in evidence, but still has the character of hand-to-mouth supply. There is little confidence in the present situation; prices are by no means firm, and a drop appears to be expected without any apparent reason. The world indications are weak, but this is in measure due to the recent severe break in European speculation. Raws on foreign markets are still uncertain, a feature which naturally has influence on refined. No real indications of change are apparent for the immediate future, and previous quotations still rule. We quote:

Paris lumps, in 50-lb. boxes.	5.53
"    "    in 100-lb.	5.43
St. Lawrence granulated, barrels.	4.88
Redpath's granulated.	4.88
Acadia granulated.	4.73
Berlin granulated.	4.88
Phoenix.	4.88
Bright coffee.	4.73
Bright yellow.	3.88
No. 3 yellow.	4.63
No. 2.	4.48
No. 1.	4.38
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	4.38

**Syrups and Molasses**—General demand is of little interest, but some active orders have been in evidence for confectioners' lines. Syrups are uninteresting. Prices remain unchanged. We quote:

Syrups—		
Dark	0.33	0.34
Medium	0.35	0.37
Bright	0.35	0.37
Corn syrup, bbl, per lb.	0.02½	0.02½
"    "    ½ bbls, "	0.02½	0.02½
"    "    kegs "	0.03	0.03
"    "    3 gal. pails, each	1.30	1.30
"    "    2 gal. "	0.90	0.90
"    "    2-lb. tins (in 2 doz. case) per case.	1.90	1.90
"    "    5-lb. " (in 1 " " " " " " "	2.35	2.35
"    "    10-lb. " (in ½ " " " " " " "	2.25	2.25
"    "    20-lb. " (in ¼ " " " " " " "	2.10	2.10

Molasses—		
New Orleans, medium	0.30	0.35
"    "    open kettle.	0.31	0.35
Barbadoes, extra fancy	0.45	0.50
Porto Rico.	0.42	0.48
West Indian.	0.32	0.35

Maple syrup—		
Imperial qts.	0.87½	0.87½
1-gal. cans.	0.95	1.00
5-gal. cans, per gal.	1.00	0.75
Barrels, per gal.	0.75	0.75
5-gal. Imp. brand, per can.	4.50	5.10
1-gal. "    "    per case.	5.10	5.60
1-gal. "    "    "    "    "    "	5.60	6.00
Qts. "    "    "    "    "    "	6.00	6.00

**Coffee**—The consumption of coffee is fairly satisfactory, and a steady demand is manifest. Prices are unchanged. Foreign advices denote firmer markets. At several primal points stocks are being held against an expected advance. European advices represent an unsteady

market, but prices unchanged. We quote:

Green Rios, No. 7.			
Per lb.	0.10	0.10½	0.11
"    "    No. 6.	0.11	0.11½	0.12
"    "    No. 5.	0.12	0.12½	0.13
"    "    No. 4.	0.13	0.13½	0.14
"    "    No. 3.	0.14	0.14½	0.15
"    "    Mocha.	0.21	0.23	0.25
"    "    Java.	0.22	0.23	0.25
"    "    Santos.	0.22	0.23	0.25
"    "    Plantation Ceylon.	0.25	0.25	0.25
"    "    Porto Rico.	0.22	0.25	0.25
Green, Guatemala.	0.22	0.25	0.25
"    Jamaica.	0.15	0.20	0.25
"    Maracaibo.	0.16	0.23	0.25

**Tea**—Trade on the street has been fairly active, but no great interest is manifest. Some excellent samples have been in evidence, which should have induced greater buying. The English market continues remarkably firm for any teas showing good quality. Poor teas are passed by and have an inclination to weakness. The newer arrivals from primal markets are opening up in better condition than early samples. This is particularly so with Ceylons. Bidding has been active for all attractive grades. We quote:

Congou—half-chests, Kaisow, Moning.	0.12	0.60
caddies, Pakling.	0.19	0.40
Indian—Darjeelings, Pekoe souchongs.	0.20	0.22
"    Pekoes.	0.25	0.30
"    Orange Pekoes.	0.35	0.45
Indian—Assam, Orange Pekoes.	0.18	0.20
"    Pekoes.	0.25	0.40
"    Pekoe Souchongs.	0.16	0.18
Ceylon—Broken Orange Pekoes.	0.22	0.40
"    Orange Pekoes.	0.22	0.29
"    Pekoes.	0.18	0.24
"    Pekoe Souchong.	0.14	0.16
China Greens—Gunpowder, cases, extra first.	0.35	0.42½
"    half-chests, ordinary firsts	0.22	0.25
"    cases, silted, extra firsts	0.37½	0.47
"    cases, small leaf, firsts.	0.30	0.37
"    half-chests, ordinary firsts	0.22½	0.32½
"    "    seconds.	0.22	0.24½
"    "    thirds.	0.15	0.17
"    "    common.	0.14	0.14
Pingsueys—Young Hyson, ½-chests, firsts.	0.25	0.30
"    seconds.	0.16	0.18
"    half-boxes, firsts.	0.25	0.30
Japan—½ chests, finest May pickings.	0.34	0.38
Choice.	0.31	0.36
Finest.	0.27	0.29
Fine.	0.24	0.27
Good medium.	0.19	0.21
Medium.	0.17	0.19
Good common.	0.18	0.19
Common.	0.13	0.14
Dust.	0.06	0.08

**Foreign Dried Fruits**—No new feature of interest has developed since our last report. In most primal markets crops are collected and well forward for despatch. Currants continue firm. The basis is considered too low to allow of any downward movement. Valencia raisins are close on market; sample consignments are in the city and are showing up well. Almonds are firming up. Walnuts remain strong at opening prices. We quote:

Prunes—			
Per lb.	0.05	0.05½	0.06½
90-100s.	0.05	0.05½	0.06½
80-90s.	0.05½	0.06	0.07
70-80s.	0.06	0.06½	0.08
"    "    30-40s.	0.09	0.10	0.10
Candied Peels—			
Per lb.	0.39	0.10	0.15½
Lemon.	0.09	0.10	0.15½
Orange.	0.09	0.10	0.15½
Citron.	0.15½	0.17	0.17
Figs—			
Elemes, per lb.	0.08	0.10	0.13
Apricots—			
Per lb.	0.08	0.10	0.13
Californian evaporated.			0.13
Peaches—			
Per lb.	0.08	0.10	0.13
Californian evaporated.			0.13
Pears—			
Per lb.	0.08	0.10	0.13
Californian evaporated, per lb.			0.13
Currants—			
Per lb.	0.35	up	0.07
Fine Filigras.	0.35	up	0.07
Patras.	0.06	0.06½	0.07
Vostizzas.	0.07	0.07½	0.07
Raisins—			
Per lb.	0.05	0.10	0.15
Sultana.	0.05	0.10	0.15
California, loose muscatels—			
3-crown.	0.07	0.08	0.05
4-crown.	0.07	0.08	0.05
Dates—			
Per lb.	0.04	0.05	0.06
Hallowees.	0.04	0.05	0.06
Sairs.	0.04	0.04½	0.05
Fards new choicest.	0.09	0.10	0.11
"    new choice.	0.09	0.10	0.11
Domestic evaporated apples.	0.07	0.08	0.08

# Norwegian Smoked Sardines

## (In Oil)

are in the market to stay. You may as well stock now, as you will miss orders if you don't.

We have just received 500 cases Stavanger famous **CROSSED FISH** brand, and have 2,000 more cases on the way! Such figures are the strongest proof of the **CROSSED FISH** brand's popularity, and show conclusively there is an active demand for these goods.

**OUR PRICES**—There are some cheaper kinds of Norwegian Smoked Sardines, but the **CROSSED FISH** brand is the brand to build a trade on—not the kind your customer brings back. You can have

One case 100  $\frac{1}{4}$  tins for \$11.50.

One case 50  $\frac{1}{2}$  tins for \$ 9.00.

One case 100  $\frac{1}{2}$  tins for \$17.00.

Lots of 5 cases or more, 50c. less per case.

Terms, net 30 days, or 1% off at 10 days.

You run absolutely no risk in ordering a trial case. **CROSSED FISH** Sardines are all carefully selected fish, preserved in finest olive oil; they appeal to the most fastidious, while their price is quite moderate. The highest tribute to their peerless quality is the numberless "Highest Awards" they have won wherever exhibited.

---

## **Hudon, Hebert & Cie.**

**Montreal**

The Most Liberally Managed Firm in Canada.



(The following quotations on peanuts are for sack lots, green.)  
 Selected Spanish..... 0 08 1/2  
 A 1's, banners and suns..... 0 08 1/2  
 Japanese Jumbo's..... 0 08 1/2  
 Virginia..... 0 10

**Foreign Nuts**—Are uninteresting. We quote:

For sack lots roasted add 1c. to above quotations. For small, 2c.  
 Almonds, Tarragona, per lb..... 0 12 0 12 1/2  
 Walnuts, Grenoble, "..... 0 12 1/2  
 " Bordeaux, "..... 0 09 0 10 1/2  
 Filberts, per lb..... 0 10 0 10  
 Pecans, per lb..... 0 13 0 15  
 New Brazils, per lb..... 0 13 0 14  
 Cocanuts, Jamaica, per sack..... 4 50  
 Italian Chestnuts, per lb..... 0 08

**Rice and Tapioca**—A steady demand is in evidence in both these lines, with prices remaining firm at previous quotations. Trade, however, does not show any attractive features. We quote:

Rice and Tapioca—  

Per lb.	Per lb.
Rice, stand. B..... 0 03 1/2	Tapioca, staple..... 0 04 0 04 1/2
Rangoon..... 0 03 1/2	" double goat..... 0 05 1/2
Patna..... 0 05 0 05 1/2	Carolina rice..... 0 08 0 08 1/2
Japan..... 0 06 0 07	Louisiana rice..... 0 05 0 07
Sago..... 0 03 1/2	

**Spice**—Demand for all popular lines continues active. Pepper especially is firm and in good demand. Other prices nominal. We quote:

Spices—  

Per lb.	Per lb.
Peppers, blk..... 0 16 0 19	Cloves, whole..... 0 25 0 35
" white..... 0 23 0 27	Cream of tartar..... 0 25
Ginger..... 0 18 0 25	Allspice..... 0 14 0 17
Cassia..... 0 21 0 25	Mace..... 0 80 0 90
Nutmeg..... 0 45 0 75	

**Fresh Fish**—Trade continues good, demand is maintained at quite previous consumption, and quotations remain unchanged. Oysters are held in stock and are reported as excellent quality. We quote:

Fresh halibut, per lb..... 0 13  
 " haddock..... 0 07  
 " trout..... 0 09  
 " cod steak, per lb..... 0 08  
 " lobsters, boiled, per lb..... 0 25  
 " B. C. salmon, per lb..... 1 25  
 Shrimps, per gal..... 0 09  
 Whitefish, per lb..... 0 07  
 Herring, "..... 0 06 0 07  
 Pickled "..... 0 07 0 08  
 Oysters, standard, small pail..... 4 00 4 20  
 " selects, pail..... 4 80

**Dried and Cured Fish**—Trade is uninteresting; a small trade continues; stocks held are light and prices merely nominal. We quote:

Boneless fish, per lb..... 0 04 1/2  
 Cod fish, 1-lb. bricks..... 0 06 1/2  
 Boneless cod, per lb..... 0 08 0 10  
 Quail-on-toast, per lb..... 0 06  
 Flitched cod fish, in cases of 100 lbs., per lb..... 0 06 1/2

**Honey**—A fair trade continues. Supplies come to hand fairly well and previous quotations maintain. We quote:

Honey, extracted clover, in 60-lb. cans, per lb..... 0 08 1/2  
 " sections, No 1, per doz..... 1 50 1 90  
 " No. 2, "..... 1 50  
 " Buckwheat, per lb..... 0 04 1/2 0 05  
 " sections per doz..... 0 75 1 00

**Beans**—There is no new feature to remark, trade is uninteresting and previous prices unchanged. We quote:

Beans, handpicked, per bush..... 1 75  
 " prime, No. 1..... 1 70  
 " ungraded..... 1 25 1 50  
 " Lima, per lb..... 0 07 0 07 1/2

**Grain, Flour and Feed.**

**Grain**—Business has been slower since our last report. Arrivals have been coming in very slowly and demand only moderate. Prices of wheat have made a further decline. New oats are coming in in good condition, and show a slight advance of values. We quote:

All on track Toronto.  
 Manitoba wheat, Northern No. 1..... 0 94 1/2 0 95  
 " No. 2..... 0 91 1/2 0 92  
 Red and white, per bushel, old..... 0 80 0 80 1/2  
 " new..... 0 77 1/2 0 78  
 Barley "..... 0 50 0 52  
 Oats, old, "..... 0 41 0 41 1/2  
 " new, "..... 0 33 1/2 0 34  
 Peas " new..... 0 71 0 72  
 Buckwheat " nominal..... 0 63 0 64  
 Rye, per bushel, new..... 0 64 0 65

**Flour**—Business has moved forward with decided activity since last report; export trade, especially, has come in for a good deal of attention. The present basis of price is making a clear opening for foreign markets. A drop of about 10c. all round is noticeable on market quotations. We quote:

Manitoba wheat patents, per bbl. in bags..... 4 60 5 00  
 Strong bakers "..... 4 40 4 80  
 Ontario wheat patents "..... 4 10 4 30  
 Straight roller "..... 4 00 4 10

**Breakfast Food**—The season's demand is naturally steady; at the same time sales have been quite up to expectations. Prices continue at previous quotations, but an unsteady influence is apparent. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl..... 5 65  
 Rolled wheat in boxes, 100 lbs..... 2 90  
 " 50 lbs..... 1 50  
 Rolled oats, standard, carlots, per bbl. in bags..... 4 25  
 " " " in wood..... 4 50  
 " " " for broken lots..... 4 90  
 Rolled wheat, per 100-lb. bbl..... 2 75  
 Cornmeal "..... 3 35  
 Split peas..... 5 00  
 Pot barley, in bags..... 4 00  
 " in wood..... 4 25

**Hides, Tallow, Skins and Wool**—The market has settled somewhat to a steadier basis. The unhealthy competition between rival wholesale buyers has met with a check since our last report, having the effect of checking the unwarranted advances so noticeable of late. Prices have, in consequence, for the moment halted, and we are quoting previous prices, firm and steady. It is not at all unlikely that a downward tendency will be manifest at an early date. We quote:

Hides, inspected, No. 1 per lb..... 0 12  
 " No. 2..... 0 11  
 Country hides, flat, per lb..... 0 10 1/2 0 11  
 Calf skins, No. 1, selected..... 0 14  
 " No. 2..... 0 12  
 Lamb skins and pelts, best city slaughter..... 0 85  
 Rendered tallow, per lb..... 0 04 0 04 1/2  
 Unwashed wool, per lb..... 0 16 1/2 0 17  
 Wool-washed fleece..... 0 26 0 27  
 Rejections..... 0 20 0 22  
 Fined wools, super, per lb..... 0 22 0 24  
 " extra..... 0 24 0 25

## Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Sept. 21st, 1905.)

### Groceries.

**A**CTIVITY marks all departments of the wholesale grocery trade of Winnipeg, and large quantities of goods are being shipped this month. The demand for canned goods has been very strong since the beginning of the harvest season and the movement is still heavy.

Once again interest centres on the sugar market and in view of two ten cent declines last week, the trade are buying in very small quantities in what they believe to be a falling market. New prices have now been announced for almost all of the new season canned fruits and vegetables and they are quoted below under "canned goods." Dried fruits are in good demand and the entire foreign list, with the single exception of Valencia raisins, is very firm with a strong tendency towards further advances.

**Sugar**—Last week saw two declines, each of 10c., in the sugar market and in view of the pronounced tendency towards lower prices, the trade are well advised in buying only for immediate requirements. We quote:

Montreal granulated, in bbls..... 5 35  
 " in sacks..... 5 30  
 " yellow, in bbls..... 4 85  
 " in sacks..... 4 80  
 Wallaceburg, in bbls..... 5 25  
 " in sacks..... 5 20  
 Icing sugar in bbls..... 5 95  
 " in boxes..... 6 15  
 " in small quantities..... 6 55  
 Powdered sugar, in bbls..... 5 75  
 " in boxes..... 5 95  
 " in small quantities..... 6 20  
 Lump, hard, in bbls..... 6 05  
 " in 1-bbls..... 6 15  
 " in 100-lb cases..... 6 05

**Canned Goods**—New prices on tomatoes, announced last week, show a marked decline as compared with the high prices that obtained all last year. New prices have now been announced on all new fruits and vegetables except peaches, pears, plums and pumpkins. We quote:

Apples, gallons, group 1, per doz..... 2 60  
 " " 2 and 3, per doz..... 2 55  
 " 3-lb. " 1..... 2 13  
 " 2 and 3..... 2 08  
 " 3-lb. " 2 and 3..... 4 33  
 Cherries, red pitted, group 1, per 2-do. case..... 4 28  
 " " 2 and 3..... 4 38  
 Currants, new, red, 2 doz. cases, group 1, per case..... 3 43  
 " " 2 & 3..... 3 43  
 " black, " 1..... 3 83  
 " " 2 & 3..... 3 78  
 Gooseberries, new, " 1..... 4 08  
 " " 2 & 3..... 4 03  
 Lawtonberries, " 1..... 3 35  
 " " 2 & 3..... 3 78  
 Raspberries, red (new), 2-do. cases, group 1..... 3 63  
 " " 2 & 3..... 3 58  
 " black, new " 1..... 3 53  
 " " 2 & 3..... 3 48  
 Strawberries, " 1..... 3 28  
 " " 2 & 3..... 3 28  
 Pineapples, 2's, sliced, 2 doz. cases, per case..... 4 25  
 " 2's, whole, " "..... 3 75  
 " 2 1/2's, whole, " "..... 4 50  
 " 2's, grated, " "..... 4 50  
 Tomatoes, 3's, per 2 doz. cases, group 1..... 2 75  
 " " 2 & 3..... 2 29  
 Corn, 2's, " " 1..... 1 98  
 " " 2 & 3..... 1 93  
 Peas (No. 4), 2's, " " 1..... 1 53  
 " " 2 & 3..... 1 48  
 Peas (No. 3), 2's, " " 1..... 1 68  
 " " 2 & 3..... 1 63  
 Beans, golden wax " 1..... 1 93  
 " " 2 & 3..... 1 88  
 Beans, refugée, " 1..... 1 98  
 " " 2 & 3..... 1 93  
 Salmon, Fraser River sockeye, per case..... 6 00  
 " Skeena River, " "..... 5 90  
 " River's Inlet, " "..... 5 75  
 " Red Spring, " "..... 3 75  
 " humpback, " "..... 4 85  
 " cohoes, " "..... 6 30  
 " Clover Leaf, Fall delivery, 1 to 4 cases, 5 to 9 cases..... 6 26  
 Pork and beans (V.C.P. Co.), 1's, per doz..... 1 25  
 " 2's, "..... 1 90  
 " 3's, "..... 2 60  
 Soups (Van Camp's), per doz..... 1 25  
 Boneless chicken, lb. tins, per doz..... 2 75  
 " turkey..... 3 25  
 " ducks..... 3 25  
 Canned chicken (Man. Can. Co.) per doz..... 3 25  
 " turkey " 2's "..... 2 75  
 " " 1's "..... 1 55  
 Roast beef (Man. Can. Co.), 2's, per doz..... 1 50  
 (Clark's) 1's, per doz..... 2 65  
 " 2's..... 0 55  
 Potted meats, 1's, per doz..... 1 25  
 Veal loaf (Libbey's), 1/2 lb., per doz..... 2 50  
 " 1 lb. "..... 1 25  
 Ham loaf " 1/2 lb. "..... 2 50  
 " 1 lb. "..... 1 85  
 Chicken loaf " 1 lb. "..... 3 05  
 " " "..... 3 00  
 Lunch tongue (Clark's) 1's..... 2 90  
 (Aylmer) 1's..... 1 80  
 Sliced smoked beef (Libbey's), 1/2 lb. tins, per doz..... 3 10  
 " 1-lb. glass, "..... 3 35  
 " 1-lb. tins, "..... 1 45  
 Chipped " 1-lb. tins, "..... 2 50  
 " 1-lb. glass, "..... 3 05  
 Sliced bacon, " 1-lb. tins, "..... 3 10  
 " 1-lb. glass, "..... 3 35  
 Corned beef (Clark's), 1-lb. tins, per doz..... 1 50  
 " 2-lb. "..... 2 60  
 Lobsters (new), 1/2 lb. flats, per 8-do. case..... 16 00  
 " 1 lb. tails, per 4 doz. case..... 10 25  
 " 1-1 tails..... 14 50

**Lime Juice**—We quote:  
 "Montserrat," pints, per doz..... 4 00 4 25  
 " quarts, "..... 6 80 7 00  
 Local brands, pints, "..... 1 60 2 50  
 " quarts, "..... 3 00 4 50  
 " bulk, per imp. gal..... 0 65

**Salad Dressing**—We quote:  
 Durkee's, per 2-do. case..... 7 00  
 Royal small, per doz..... 2 85  
 " large..... 4 75  
 Vinegar (C. & B.), bottles, pints, per doz..... 1 20  
 " quarts, "..... 2 10

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

Macaroni and Vermicelli - Selling in 10 lb. boxes at 6c. per lb. The French in 1 lb. packets is now quoted at 8 1-4c., a slight reduction.

Spices - There is a strong demand for spices at present for pickling purposes. Prices steady. We quote:

Table of spice prices: Pepper, black, in 10 lb boxes, per lb 0 18; Cayenne pepper, in 2 and 5 lb. tins, per lb 0 20; Cloves, in 5 lb. boxes, per lb 0 18; Cassia, " " 0 15 0 18; Allspice, " " 0 12 0 15; Ginger, in 10 lb. 0 10 0 18; Mixed spice, in 5 lb. boxes, per lb. 0 20; Mace, in 5 lb. boxes, p r lb. 0 70; Black pepper, per lb. 0 25; White 0 16 0 25; Cinnamon (ordinary), per lb. 0 24; (extra choice), p r lb. 0 24; Nutmegs, per lb 0 25; Cloves (according to quality) 0 14; Ginger, per lb. 0 10; Allspice, per lb. 0 8; Mace, per lb. 0 70; Mixed spices, for pickling 0 12; 4-oz. packets, per doz. 0 75.

Rice, Tapioca and Sago - Tapioca is still advancing and it is now quoted at \$4.75 to \$5.00 per cwt., according to quantity ordered. The increased price is having some effect in lessening the consumption. We quote:

Table of rice, tapioca, and sago prices: Rangoon rice, per lb. 0 03 0 03 1/2; Patna 0 04 1/2; Tapioca, per cwt. 4 50 4 75; Sago, per lb. 0 03 1/2.

Pot and Pearl Barley - Quoted as last week at following prices:

Table of pot and pearl barley prices: Pot barley, per sack 2 20; Pearl barley, per half sack (49 lbs.) 1 65; sack 3 30.

Syrups and Molasses - Quoted at following steady prices:

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

Coffee - Green Rios show some tendency to advance and some quotations are given higher than our figures below. We quote:

Table of coffee prices: Whole green Rio, per lb. 10 1/2; roasted, per lb. 0 13 0 15; Standard Java in 25-lb. tins, per lb. 0 33; Old Government Java in 25 lb. tins, per lb. 0 32; Mocha, 0 32; Imperial Java, in 25 lb. tins, per lb. 0 29; Pure mocha 0 25; Maracaibo 0 19; Choice Rio. 0 17; Pure 0 16 1/2; Seal Brand (C & S) in 2-lb tins, per lb. 0 32; 1-lb 0 33; Local Blends: Mocha and Java in 2-lb. tins, per lb. 0 23; 1-lb. 0 24.

Cocoa - Prices are quoted as follows:

Table of cocoa prices: Epps 1 lb package, per lb. 0 33; Fry's 1/4 lb Homoeopathic, per lb. 0 30; 1/2 lb tins concentrated, per doz. 2 40; Mott's Soluble, in bulk, 1 1/2 lb tins, per lb. 0 19; Cowan's, in 10-lb tins, per lb. 0 15; Mott's Homoeopathic, 1/4's 0 25; Van Houten's, 1/4's, per doz. 2 85; Baker's, in 1-lb tins, 1-lb tins, per lb. 0 42.

Chocolate - We quote:

Table of chocolate prices: Baker's unsweetened, per 0 36; Mennier, 1/4's, per lb 0 35; Mott's Diamond, 1/4 and 1/2 per lb 0 34; Fry's 0 22.

Jam - We quote:

Table of jam prices: C. & B. jam in 1-lb. tins, assorted, per doz. 1 65; strawberry 1 85; raspberry 2 00; glass, assorted, 2 05; raspberry 2 40; strawberry 2 20; 7-lb. tins, assorted, per lb. 0 12; raspberry 0 13 1/2; Upton's jam (in Winnipeg), per pail 0 50; (in Brandon) 0 52; (in Calgary) 0 57; (in Lethbridge) 0 57; (in Edmonton), 0 60.

Marmalade - We quote:

Table of marmalade prices: Marmalade (C. & B.), 1-lb. glass, per doz. 1 80; 7-lb. tins, per lb. 1 50; 4-lb. tins. 0 10 1/2; (Upton's), 7-lb. pails, per pail 0 50; 1-lb. glass, 1 20.

Nuts - We quote:

Table of nut prices: Almonds, per lb. 0 12 1/2; (shelled), per lb. 0 28; Filberts 0 11; Peanuts 0 11 1/2; Jumbos 0 12; Walnut, per lb. 0 25; (shelled) 0 15 0 16; Pecans, per lb. 0 15 0 16; Brazil, per lb. 0 16.

Foreign Dried Fruits - There is nothing new in the situation. The entire list, with the exception of Valencia raisins, is very firm with a tendency to advance. We quote:

Table of foreign dried fruits prices: Valencia raisins, f. o. s. t. arrive 1 60 1 75; selected, to arrive 1 75 1 90; layers, 1 85 2 00; California raisins, muscatels, 3 crown, per lb. 0 07; choice seeded in 1-lb. packages per package 0 47 1/2 0 08; fancy seeded in 1-lb. packages per package 0 08; choice seeded in 1-lb. packages per package 0 08 1/2; fancy seeded, 1-lb. packages, per package 0 09 1/2; Prunes, 90-100 per lb. 0 05 1/2; 80-90 0 05 1/2; 70-80 0 06; 60-70 0 06 1/2; 50-60 0 07; 40-50 0 07 1/2; silver 0 08 1/2; Currants, uncleaned, loose pack, per lb. 0 05 1/2; dry cleaned, Filaturas, per lb. 0 05 1/2; wet cleaned, per lb. 0 06 1/2; Filaturas in 1-lb. pkgs. dry cleaned, per lb. 0 07; Vostizzas, uncleaned, 0 06 1/2; Hallowee dates, new per lb. 0 05 1/2; Figs, cooking in bags, per lb. 0 03 1/2 0 04; Apricots, choice, in 25-lb. boxes, per lb. 0 12; Apricots, standard in 25-lb. boxes, per lb. 0 11; Peaches, choice, 0 12 1/2; standard 0 12; Pears, (choice halves) 0 12 1/2; Plums, choice (dark pitted) per lb. 0 10; Candied Peel - Lemon peel, per lb. 0 09; Orange 0 09 1/2; Citron 0 14.

Teas - We quote as follows:

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

Fish and Oysters - Quoted as follows:

Table of fish and oyster prices: Lake Superior trout 0 10; Gold eyes 0 03; Blue fish 0 18; Mackerel 0 15; Red snapper 0 15; B.C. salmon 0 13; Halibut 0 11; White fish (L. Winnipeg), per lb. 0 06; Pickerel 0 05; Jackfish 0 04; Finnian Haddie 0 09; 'Halifax' brand salt cod, fish cakes 24-1's 0 11; 'Acadia' 20-1's 0 09; 'Acadia' 20-1's 0 07; 'Acadia' 2-lb. boxes 0 09; 4-lb. 0 09; shredded, 24 cartons, per bx. 2 00; bulk, in 15-lb. boxes 0 08; Large Labrador and Nfld. salt herrings per 100 lb. 5 00; per 20-lb. pail 1 20; Salt mackerel, in 20 or 30-lb. pails. 0 12 1/2; Finnian Haddie, in 15 or 30-lb. boxes 0 08; Smoked halibut strips 0 11; Klipped gold eyes, per doz. 0 45; Yarmouth bloaters, 60 in box, per box 1 50; Lobsters, fresh boiled, per lb. 0 25; Caviare, extra, small jars, per jar 0 40; Frog legs, 6 doz. in box, per doz. 0 40; Oysters, per gallon 2 90 3 00.

Evaporated Apples - Very firmly held. They are selling at 8 to 9c. per lb.

Beans - Hand-picked beans are still quoted at \$2.10 to \$2.15 per bushel, and the ordinary grade at \$2.

Woodenware - We quote:

Table of woodenware prices: Butter tubs, wooden hoops, 2 in nest, per nest. 0 42 0 45; wire hoops, 2 0 70 0 73; 3 1 00 1 05; Pails, 2 hoops, per doz. 1 95; fibre 3 25.

Table of wash tubs and butter boxes prices: Wash tubs, common and wire hoop, per nest of 3 2 00; No. 0, per do 11 85; No. 1, 9 50; No. 2, 8 40; fibre, per nest of 3 2 90; Butter boxes, per nest of 3, to hold 14, 28 and 56 lbs. 0 56; Butter boxes, per nest of 2, to hold 14 and 28 lbs. 0 29; Butter tubs, fibre and cover, per doz. 4 00; Butter moulds, for 1-lb. bricks, per doz. 1 85.

Buckwheat Flour - We quote at \$1.70 per half sack.

Breakfast Cereals - We quote:

Table of breakfast cereal prices: Rolled Oats, 80-lb sacks, per cwt 2 40; 40-lb. 2 45; 20-lb. 2 50; 8-lb. 2 80; Cornmeal, in sacks, per cwt 1 85; in 1/2 sacks, 1 90.

Maple Products - New maple syrup from the Eastern Townships in Quebec Province is selling at \$5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at \$3 per 25-lb box.

Honey - We quote:

Table of honey prices: Clover honey 1-lb glass, 2 doz. in case, per doz. 2 00; 5-lb tins, 1 doz. in case, per tin. 0 50; 10-lb tins, 8 in case, per tin 1 00; 60-lb tins, per lb. 0 07; Fancy comb honey, 2 doz. to the case, per doz. 2 50; per case, 4 75.

RETAINING TEA TRADE.

First prize essay, by Mr. E. G. Lockyear.

TO retain the tea trade in the hands of the grocer in these days of keen competition and combined monopoly requires a practical knowledge and personal study, as it is quite a trade of itself. Why should this important part of the trade be lost to the grocer? The reason is not far to seek. It has been studied too much from a remunerative standpoint, and we are slow to realize that we "must follow the times," and supply this article at a much smaller profit than of yore. Your leading features are to be considered: (1) "Leaf," "style," "liquor," and "flavor"; (2) sample various tea houses to obtain best value, liquor same on arrival; (3) obtain those teas suitable for the water and people of your district; (4) make it your personal study to meet the increased competition; (5) advertise your special blends on bags, parcels, and leading lines; (6) distribute handbills in your district showing price of tea; (7) if no tea ordered, enclose sample in box, parcel, or basket of groceries; (8) endeavor to get a good reputation for your teas; (9) always keep your teas uniform, so that you may be relied upon; (10) avoid cheap teas, they will do harm to your trade. It behooves every grocer in these go-ahead days, and especially this branch of the business, to thoroughly master it, leaving no stone unturned to increase what you have already got, and to do this we must leave behind the old-fashioned methods, and strive to hold our own.

MONTREAL WHOLESALE FAILURE.

Mr. D. H. Rennoldson, wholesale grocery sundries, 92 Youville square, Montreal, has consented to assign on demand of M. Herbert W. Smith. The petitioner, on application of Mr. Henry J. Elliot, his attorney, has been named as provisional guardian of the property. Mr. Rennoldson, it is expected, will be able to make satisfactory settlement and continue the business. Long credits and several serious retail failures which pressed him closely are given as the cause of the assignment.

A consignment of Spanish onions arrived this week for H. P. Eckardt & Co.

# SOAP PROFITS

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Certain articles of known quality have for a long time been used by dealers to advertise their business and increase their trade. These lines are offered at cut prices to draw custom for other goods.

Baby's Own Soap, the best and most popular Toilet Soap in Canada, has been one of the greatest sufferers in this way, and though the manufacturers have never changed their price, which is the same as that asked thirty years ago, yet the retailing price has gone from 40 cents down to 25 cents a box, at which price it can be bought in many stores in Canada.

While in no way responsible for this, yet the manufacturers have felt rather keenly for the retailers' loss of profit, and one of the ideas of changing the style of the firm and forming it into a limited liability corporation was that it would afford a means to offer the trader a chance to assure a permanent profit on this and the other lines made by this Company. This could be achieved by offering them an opportunity to secure at par shares in the New Company. Nor is this all for their benefit. While the sales of Baby's Own Soap have doubled in the last five years, and show a constant increase, yet it is easily seen that a much larger increase would result if the retailer knew he would share in the profits of the concern. And profits there will surely be.

Similar firms in England and the United States have seen their shares rise from par to two and three times their face value.

Until Oct. 1st we will reserve the entire amount offered for subscription for the trade. After that date subscriptions from the public will be allotted in order of priority of application. We have no agents offering our stock, so if you wish to secure any, kindly communicate with us at once.

Prospectus will be sent on application.

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## ALBERT SOAPS LIMITED

### MONTREAL

MANUFACTURERS

BABY'S OWN SOAP, QUEEN'S LAUNDRY BAR, MASTER MECHANICS' TAR,  
ETC., ETC.

## THE EBY-BLAIN CO., LIMITED, AT CANADIAN NATIONAL EXHIBITION.

**W**HOLESALE grocery houses don't as a rule pretend to do more than act as handlers of merchandise for manufacturers and to protect, as far as possible, the best interests of the retail trade by procuring at the minimum cost only pure and wholesome foods. It is therefore a sign of unusual business enterprise when a wholesale grocery house takes the initiative to branch out with independent lines of their own as The Eby-Blain Co., Limited, have done with such signal success. This really up-to-date house now does probably the largest strictly grocery business to-day in Canada and their influence and trade is spreading rapidly from coast to coast.

The very fine line of Eby-Blain specialties put up by this house under their own labels—and only the finest quality of goods are allowed to be so used—is being quickly recognized by the intelligent Canadian public, and the rapid growth of this trade from year to year is evidence enough to them that their efforts are being used in the proper channels.

Last year at the Louisiana Purchase Exposition, where the best products of the different countries of the world were sent to compete with others, The Eby-Blain Co. were given the highest award and gold medal for "Eby-Blain's Wheat-os" and "Eby-Blain's Anchor Brand" canned goods.

This year, as for many years past, the official judges have again recognized the superiority of their high class goods by awarding them the prize.

Most houses would be satisfied with one exhibit at this Exhibition, and so would The Eby-Blain Co., Limited, if they hadn't been able to secure the agency for Canada of "Norka,—the only cooked oat food." After obtaining this valuable agency, however, The Eby-Blain Co. decided to take advantage of the Canadian National Exhibition to inform the public and the trade throughout Canada of this fact, and the popularity of this booth over others in the Manufacturers' building was proof convincing enough to those in charge of the exhibit that "Norka" is all that the manufacturers claim it to be, viz, the most nourishing, economical (as it goes farther than any other breakfast cereal) and thoroughly satisfying food on the market to-day.

Eby-Blain Kolona Tea was also exhibited at this booth as well as the celebrated Eby-Blain Quick Pot for coffee or tea.

In addition to the above exhibits the Eby-Blain Co were again in evidence at E. D. Smith's fine display of preserved fruits, which was also to be seen in the Manufacturers' building, for which they have been appointed Toronto agents.

### JAPAN TEAS.

The following advice has been handed us by Mr. Shaw T. Nishimura, Montreal agent for Japan teas.

"Cablegram just received advises that third crop is again very much short and practically closed, which is much earlier than in any previous season. All suitable teas are eagerly taken up and in consequence prices are again advancing."

It is now evident that those who

on business in the town. These were from Green Bros. and William Levaek, both of whom are erecting abattoirs near the Union Stock Yards. The board recommended council to grant the necessary permission providing the industries do not prove offensive.

### PURE FOOD CAMPAIGN.

The Minister of Inland Revenue, the Hon. L. P. Brodeur, has expressed his intention to put down the adulteration



Canadian National Exhibition—The Eby-Blain Co. Exhibit.

placed import orders early in the season made good purchases, but those who did not take this chance have at this moment an equal opportunity to make purchases from spot goods which are already in the hands of importers.

### NEW ABATTOIRS FOR TORONTO.

The Toronto Junction Board of Health at a recent sitting, disposed of considerable business, prominent among which were two requests for permits to carry

carried on by a number of manufacturers. He will, if found necessary, enter upon a rigorous campaign of prosecution of those persons reported as adulterating such products as jams, jellies, pepper, maple sugar, etc.

This movement is certainly one in the right direction. The Grocer has always been foremost in its advocacy of a "pure" food campaign, and is only echoing the voice of every progressive and intelligent storekeeper in wishing the eventual success of the determination to enforce the pure food laws.

## N. B. Markets.

St. John, N.B., Sept. 21, 1905.

**T**HERE is a great improvement in business, what is termed the Fall trade is now going done. The Fall more than any other time is the busy season for the grocer, at no other time are such large stocks of goods received, as canned goods and dried fruits for a full year stock are now bought. This is somewhat less the case than formerly, particularly in dried fruits.

The wholesale houses are not buying as large stocks as a few years ago, besides this, to make business, there is the holiday trade, and the closing of navigation to look forward to. Markets seem in better shape.

While sugar is off again, both in this line and flour it is thought they are

cargo arrived this week. This is the last direct shipment for some time. Rather higher prices are expected, as importations will likely have to be made via Boston. Fair stocks are held. Demand has been particularly good this season the nearby Maine ports having been supplied from St. John more largely than usual. In fine salt, demand is light. Chiefly Canadian sold.

**Canned Goods**—New corn and tomatoes are on the market much earlier than usual. Local prices are therefore lower than have ruled for some time. There is no particular interest in any line. Teas are still extremely low. Some few fruits, such as peaches and pears, not yet quoted. In blueberries, local packers supply the trade. This line is rather dull. Gallon apples are low. Salmon prices since new spring fish arrived some little time ago, are about 50c. a case lower

have attention, while quite a range of prices is quoted on Canadian stock. Market is firm.

**Sugar**—While prices are again off 10c., dealers seem to have more confidence, believing market is getting on a better basis, and though not buying freely, are inclined to carry rather better stocks.

**Molasses**—In Porto Rico there is quite a large stock held. Prices are quite low. It is said there is considerable range in quality. Barbadoes is held firm.

**Fish**—There is just a fair quantity of fresh fish offering and variety is small. Dry fish, particularly cod, high prices rule and market is firm. In pickled herrings there are fair receipts, but prices keep high. Some finnan haddie are now being shipped west. Prices are quite high. In our last week's report it was said new smoked herring had been received. This was a mistake. They will however be to hand shortly. Prices low, but firm.

**Flour, Feed and Meal**—In flour it is thought prices are about down to a fair basis, and dealers are inclined to buy in a small way. Manitobas showed a small advance this week, but Ontarios are again rather lower. Catmeal is unchanged, but not so firmly held. Oats are lower. Cornmeal unchanged. In beans a variety of prices quoted. For later shipment, several cars have been bought low compared with the price ruling for some time.

### CEYLON TEA FOR RUSSIA.

A great deal of tea has been despatched this month from Ceylon to Russia, to the Black Sea as well as to the Baltic ports. During the month of June altogether 938,875 lbs. of tea were sent to St. Petersburg, Riga, and to Odessa. Since then there have been several large shipments. The Spitshead, took away some 325,000 lbs. to the Black Sea ports. She was followed by the City of Corinth, with 148,566 lbs. for St. Petersburg, and the Siam for the same port with 305,694 lbs. The total despatches of Ceylon tea to Russia, to the 24th Aug. aggregate some 6,295,700 lbs., which is just two million lbs. less than last year for the same period.

### AN IDEAL MILK-CAN.

A new milk-can has been invented in Montreal by James Frederick, Edward Rose. It is to be used for the transportation of milk either by rail or otherwise, which the inventor claims will enable milkmen to keep their milk at the necessary cool temperature in the hottest weather.

### QUEBEC AGENCY APPOINTMENT.

Mr. J. H. Maiden has been appointed agent in the Province of Quebec for the Anglo-Canadian Supply Co., of Toronto, manufacturers of York Metal Polish and Gri-mo. Gri-mo is something new in the toilet line and used extensively by office men, automobilists, painters and machinists for cleansing the hands, and is said to be "miles ahead of soap." Mr. Maiden has just received a full surpl of all sizes of these two lines, and will shortly call on the Quebec trade with his samples.



Canadian National Exhibition—The Eby-Blain Co., Limited, Exhibit.

getting down to firmer values, and so dealers are inclined to buy at least some stock, which for the last few weeks they have not been doing, except for actual need. Some lines are very firm, such as cheese, dried fruit and fish.

**Spices**—Are always of interest at this season. While prices continue quite low the tendency is upward.

**Hops**—Are very firm and higher prices expected.

**Rice**—Though not selling very freely at this season, is rather firmer.

**Oil**—In burning oil the extreme low prices still rule. There is improved business but it is yet early for the larger shipments to be made. The business is, however, booked. In lubricating oil, sales are light. Linseed oil is still low. Turpentine, while high, is rather easier.

**Salt**—In Liverpool coarse salt a small

than last season. Meats are rather lower. Sale this season has been rather dull.

**Dried Fruits**—The quantity of California evaporated apricots and peaches, also prunes, bought this season is rather less than usual, except perhaps apricots. These opened low, but have advanced quickly. Peaches also showed a large advance. Prunes opened higher than last year and have also advanced quickly. Raisins, Valencias, have been bought freely at low prices. As Californias are expected to cast high, Malaga loose have found a fair demand. There is much dissatisfaction that California prices are not named earlier. Currants hold firm at prices well above last year. In all lines spot goods very scarce. Evaporated apples, while firmly held at higher prices, have little sale. Onions

## The Western Ontario Exhibition, London

**A**MONG the thirty-eight Fairs that have been held in London since the institution of the Western Fair it may safely be said that none has been attended with a greater degree of success than the one that came to an end on September 16.

Much of that success must, of course, be attributed to the beautiful weather that prevailed without a break until the Friday evening when Jupiter Pluvius gave vent to his pent-up energy and made those once thronged Fair grounds a drooping and a dripping wilderness devoid of human life save for the occasional figure of a stout lady making record time for the pavilion.

Who cared, however? The Fair was practically over, for Saturday was the day for exhibitors to pack up and look pleasant. Wednesday and Thursday were the big days on which the success of the Fair depended and on those mornings anxious-visaged directors could be observed scanning the heavens with as much interest as Galileo ever displayed, though of a different kind. Joy succeeded anxiety, however, and the number that attended the Fair on those days was greatly in excess of the corresponding figures of any previous year.

In the Main Building there seemed to be a slight falling off in the number of exhibits but from the aesthetic point of view they perhaps reached a higher standard than last year.

The piano industry had as usual the largest number of representatives. The furniture industry was also well represented. Two soap and two chocolate firms had displays. It seems a pity that London manufacturers do not display a greater interest in the Western Fair. Surely it is good advertising for the Western Ontario field and it would certainly help London. Yet several prominent industries were totally unrepresented.

The Stove Building was the scene of some excellent exhibits, six stove companies being represented there. The Machinery Building had its usual complement of farm implements and machinery very similar to last year, and the same can be said of the Carriage Building. The Agricultural and Horticultural Buildings contained an admirable display of farm produce, fruit and flowers. This was really one of the best features of the Fair. As to the exhibition of paintings,

"I would that tongue could utter the thoughts that arose in one," but we must leave that section to the art critics. A good deal of the life and fun of the Midway was lacking this year. The determination of the directors to admit no shows of questionable character or in the nature of fakes necessarily caused a good deal of cutting out. The vaudeville show included some new and thrilling acts and the fireworks were excellent and went off without a hitch.

### Tobler's Swiss Milk Chocolates.

Prominent among the booths in the Main Building was the display of Tobler's chocolates by Maclure & Langley. The booth was in charge of J. L. Uttenweiler, of Toronto.

Blue and pink were the prevailing

colors in the decorations. The front of the booth was tastefully draped with a prettily designed fancy fabric. A series of pictures representing different countries where Tobler's famous Swiss milk chocolates are consumed decorated the upper framework of the booth.

The popularity of Tobler's Swiss milk chocolates is not difficult to understand when one learns the conditions under which the chocolate is made. Tobler & Co. have their own herd of cows at Berne, Switzerland, where their great factory is situated. The milk from these

### AMERICAN TOMATOES.

Mr. C. Fairall Fisher, of 22 St. John street, Montreal, who returned from a business trip to Baltimore, Md., on Saturday last reports a very strong market in the States for tomatoes. The price has risen steadily for standard No. 3 tins, from 60c. to the present price of 85c. per doz., and Mr. Fisher met several large packers who refused to sell under 90c. The general impression of the American dealers is that they will see \$1.00 tomatoes before the 1st of



Tobler's Chocolate Exhibit.

cows is of a very superior quality, as in Switzerland they have green grass all the year round. Then again the chocolate is ground by electricity for nine days and nights so as to remove all "grit." These facts explain why Tobler's Swiss milk chocolate possesses such a delicious flavor. It is notable also for its nourishing and sustaining qualities. The latter fact has been recognized by the Swiss Government, for this chocolate forms part of the daily rations of the Swiss army.

January. This would mean that to bring the goods into Canada would make the price almost prohibitive, and should tend to make Canadian prices still firmer.

### NEW FIRM STARTED.

McDonnell & Dingwall have now opened their store at 63 Colborne street, Toronto, and are carrying a full line of cheese, butter, eggs, lard, poultry, etc. We wish them every success.

**WHEN ASKED FOR**



“some gelatine.” your safest course is to supply

**COX'S**

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

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

**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.**

**EAGLE BAKING POWDER**

Ask your Wholesaler for It.

**J. H. MAIDEN, MONTREAL**

**POULTRY, FISH, GAME AND OYSTERS.**



**WINNIPEG FISH CO.**  
 PHONE 1480.  
**259 PORTAGE AVE.**

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

**N. S. Markets.**

Halifax, N.S., Sept. 21, 1905.

**I**N nearly all lines of groceries jobbers report business good. In fact, during the past week trade may be said to have been brisk all round. Good orders from outside points are coming in and the local trade keeps up to the standard. Prices generally remain pretty steady.

**Butter**—The condition of the butter market is causing considerable attention just at the present time, owing to the heavy falling off in receipts. It was thought after the farmers had finished hay making that butter would come to the market more freely, but such has not been the case. In fact, this article may be said to be scarce on this market at present, and dealers find some difficulty in obtaining supplies. Choice dairy butter is the scarcest. Those few who have a quantity in stock are getting from 20c. to 21c. for it, and they are holding it firmly at these prices. The factories are now quoting 22c. for creamery solids, and are jobbing here at 23c. to 24c. Creamery prints are quoted at 24c.

**Cheese**—The cheese markets in the Maritime Provinces are unsteady, and prices are advancing. The factories are now asking 12c. for large, and 12 1-4c. to 12 1-2c. for twins. Prices here are now about on a par with factory prices, as yet, however, business all around is pretty good. A prominent dairy concern from New Brunswick have recently opened up here, and they are reported to be cutting prices to some extent, so as to capture the local trade.

**Fruit**—The market is well supplied with fruits. Plums are in abundance and the price is reasonable. Pears are also very plentiful, but the quality is only fair. \$2.25 per half barrel is about the general price quoted by jobbers. There has been a drop in the price of oranges. Some good Jamacias are now on the market and they are quoted at \$6.00.

Nova Scotia apples coming to the market are only of fair quality and in consequence of this sales are not very rapid.

**Eggs**—Are firm and the price unchanged. With the falling off in receipts, however, an early advance is looked for.

**Fish**—Sixty-eight vessels of the Lunenburg Bank fleet have reported catches aggregating 49,995 quintals. The catch is valued at \$287,471. The fish markets are becoming very brisk, and buyers are active at most of the centres. A big fleet of bankers was at Canso last week seeking bait and they reported catches from 200 to 1,200 quintals. Should the bait supply keep up, good catches will result, as fish are becoming more plentiful. Some dealers here say that the Labrador fishery has been much better than usual. Already some large sales are reported among the different Halifax dealers, and it would not be surprising if as many as 50,000 quintals of these fish came here this season, which would place the dealers in a more favorable position than last year. The last sales of Nova Scotia bank fish

**CONDENSED OR "WANT" ADVERTISEMENTS**

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

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

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

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

**AGENCIES WANTED.**

**M**ANUFACTURERS' agent with good connection in British Columbia is open for a few good agencies and kindred lines, highest references. Box 273, CANADIAN GROCER, Toronto. [38]

**SITUATION WANTED.**

**Y**OUNG man, good retail experience; good salesman and a hustler, would like position on the road. Box 270, CANADIAN GROCER. [38]

**SIDE LINES WANTED.**

**Y**OUNG man, with three years' experience on the road, at present covering Oregon, Washington and Idaho, wants to secure good paying lines to handle between Calgary and Winnipeg. Prefer good staple lines on a commission basis rather than a salaried position. Exclusive territory. No fake propositions considered. Address, "Salesman," Box 272 CANADIAN GROCER, 511 Union Bank, Winnipeg, Man. [37]

**SITUATIONS VACANT.**

**G**OOD reliable persons are required to solicit orders for nursery stock; good outfits furnished free and every assistance given to make business profitable to the right class of people. Apply to E. D. Smith, Winona, Ont. [f]

**B**AKER, second hand, wanted at once; telegraph. A. E. Lake, North Bay. [f]

**B**AKER, good on bread and cakes; sober; \$10 per week. Box 483, Deseronto. [f]

**B**AKER wanted; bread and cake baker at once; day work; steady job; sober; state wages. Tucker Bros., Norwood, Ont. [f]

**W**ANTED at once, salesman for general store; experience; permanent position to right man; state age, salary expected and other particulars. D. C. Russell, Erin, Ont. [f]

**W**ANTED, partner for grocery business; must be capable of taking entire charge; about \$3,000 required. Particulars, P.O. Box 354, Fort William. [f]

**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.

were at \$5.75 ex vessel. The export markets, while a little quiet, are on the whole, satisfactory for dry fish. The consumption in Oporto is unusually large. Fish suitable for that market are in good demand and selling at high prices.

**Flour**—Shows a downward tendency on this market. The demand here is fair at present, but the stocks on hand are not very heavy. Quotations in a jobbing way locally are now about \$5.75 to \$5.90 for Manitoba patents. Ontarios are: 90 per cent. patents, \$4.70 to \$4.80; 80 per cent. patents, \$4.80 to \$4.90; 70 per cent. patents, \$4.90 to \$6.00. These are local jobbing prices and quotations in carload lots would be scaled down somewhat.

**HERRING REGULATIONS.**

The Vancouver Island companies engaged in herring fishing are anxious to have some of the regulations framed lately by the Dominion authorities altered, as it is claimed they injuriously affect their interests. Before Mr. Ralph Smith, M.P., left for Ottawa he and the Fisheries Inspector, Mr. Taylor, met representatives of the companies and discussed the matter. One regulation setting the fishing time for night, they want changed to allow of fishing at any time in the twenty-four hours. The desire was also expressed to have a boat license instead of a net license as at present, so that one boat might carry three or four nets if desired, not however to exceed in the aggregate 200 fathoms, and a seine net not to exceed 100 fathoms. At present the export of fresh herring is prohibited and the desire of those interested in the industry is to have the regulations permit of the export of fresh herring for food purposes.

**WHY THIS DECLINE?**

From the following report of the Dominion trade returns it would appear that within the period mentioned something like 3,674,072 lbs. less of Ceylon green tea was imported this year than last, while Japans despite the extreme shortage show only a decrease of 392,462 lbs. A shortage of 5,045,772 lbs. in all kinds of tea is noted. Without endeavoring to explain this heavy decrease in importation of teas into Canada it is interesting for the trade to ponder on the subject. Are people drinking more coffee, cocoa, cereal coffees or substitutes?

Importations to June 30, 1905, from same date 1904, Dominion trade returns:

	1905	1904
Indian, black .....	7,019,457	7,216,343
Indian, green .....	952,376	1,022,045
Ceylon, black .....	8,598,925	8,334,427
Ceylon, green .....	1,741,638	5,415,710
China, black .....	897,898	931,280
China, green .....	707,835	1,664,492
Japan .....	6,379,931	6,772,393
Other countries, bk	7,798	3,284
Other countries, gr	8,384	40
	26,314,242	31,360,014

**A NEW ADVERTISING AGENCY.**

Mr. Geo. Simpson, an English journalist who attracted some notice a few months ago by a series of articles on "The Young Englishman in Canada," published in the Montreal Daily Star un-

There may be Beans on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

**CLARK'S  
Pork and Beans in Chili Sauce**

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.



**DIAMOND  
BRAND  
MAPLE SYRUP**



HAS A FLAVOR EQUAL TO FRESH GOODS DIRECT FROM THE BUSH.

**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.**

It will pay you to sell

**SHIRRIFF'S FLAVORING ESSENCES**

Satisfaction guaranteed in every bottle.  
The standard for more than twenty years.

**IMPERIAL EXTRACT CO., - TORONTO**

der the nom de plume of "George Onward," has opened an advertising agency in the Temple Building, Montreal, known as the "Onward Advertising Agency." Mr. Simpson has already secured charge of the publicity of some of Montreal's prominent business firms. He makes a specialty of advertisement writing and general publicity.

**A NEW WHOLESALE GROCERY.**

Mr. P. Bruneau, the well known treasurer of the Montreal Retail Grocers' Association, has sold his store on St.

Lawrence street to Messrs. Plourde & Sirois, and has gone in the wholesale grocery business in partnership with Messrs. Jodoin, Maloney & Laurence, St. Paul street.

Mr. I. M. Cutler, secretary of the Acadia Sugar Refinery, is a visitor in Toronto at moment of going to press, visiting the company's numerous clientele and consulting with the company's representative, Mr. Wallace Anderson, on things pertaining to the business.



*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 homemade fruits.

**INSIST** upon getting the following brands :

**"Canada First" (Aylmer)**

**"Lynnvalley" (Simcoe)**

**"Auto" (Canadian Canners)**

**"Log Cabin" (Trenton)**

**"Lion" (Boulter)**

**"Grand River" (Lalor)**

**"Horseshoe" (Bowlby)**

**"Maple Leaf" (Delhi)**

**"Little Chief" (Picton)**

**"Kent" (Chatham)**

**"Thistle" (Brighton)**

**Etc.**

**Every can guaranteed.**

BUTTER  
CHEESE  
EGGS

## DAIRY PRODUCE AND PROVISIONS

BACON  
LARD  
HAM

### CHEESE AND BUTTER BULLETIN

**T**HERE is not much change to report on the cheese market for the past week, recent country markets were unexpectedly firm in tone and prices in most cases showed a slightly advancing tendency, but meanwhile, at least, there seems to be no general support to the market.

Goods now arriving are the most popular of the whole season, viz, September make. Recent frosts have had the effect of causing a marked reduction in the flow of milk and consequently a great shrinkage in the production of cheese. This has no doubt stimulated a few operators to buy more freely in country markets, and the result of this is that, no matter how much the majority of the trade may desire lower prices, values are kept up and prices remain very firm.

All this is no doubt due in a measure to large holdings of one of the principal speculative houses in England. Their interests are so large that they must keep on taking more goods through their agents and correspondents in the Dominion to prevent a sharp decline in prices. In this they are to a very large extent supported by good, sound "bull arguments," the general demand from the U. K. is not brisk, but stocks on either side of the Atlantic are not heavy and the fall make of cheese will undoubtedly be comparatively light, and statistically speaking, prices might be advanced considerably, and the "bull element" would reap good profits before the opening of the new season.

Shipments have fallen off lately so that we are now only a few thousand boxes ahead of last year's shipments, but the higher prices ruling this year have probably reduced the consumption in Great Britain sufficiently to off-set the lighter make and perhaps the available supplies may in the end prove sufficient for the consumptive demand, even if these available supplies are below the general average of former years. The British consumer has been getting his cheese for five pence and six pence per pound for years, and if he is now charged seven pence or eight pence per pound, he hesitates to pay the advance and the natural consequence is a falling off in the consumption. This is the danger of high prices at this season of the year. If the consumption were good now, the prices would be bound to advance considerably during the winter months, but, if goods must now be carried along to feed a slow consumption, there is not much profit ahead at present prices.

Butter has recently shown a slight ad-

vance in price, the quality is now very fine and under present conditions it can hardly be said that prices are too dear. From now on we are less dependent on the export demand. British markets will draw their supplies from Australia, etc., and our production is decreasing so that we will very soon require all we can make for our home consumption. The export demand is not brisk, our supplies of butter on the British markets are only a very small item as compared with other countries, and as our prices are now about as high as British importers are willing to pay. There is but little prospect of an advance, unless we find that we are running short in supplies for our own home consumption, and of this there is at present no sign.

#### LONDON PRODUCE LETTER.

By Our Own Correspondent.

**I**N the produce letter of The Grocer of August 25, the third paragraph, it should be understood, was in reference to Canadian dairies. Other grades of butter have been found of fairly uniform character, and are quite up to expectation.

The past week has been one of great disappointment, for it has been signalized by a lamentable absence of business, although it was universally hoped that September would see a revival and that from now onward the briskness of trade would make up for past slowness. As things are, it is quite impossible to say when conditions will brighten, for retailers are acting with the greatest caution on account of the high prices ruling for butter, and are unwilling to buy more than they actually require to carry them over to the next week. The consequence, of course, is that there are large quantities of Canadian butter in storage, waiting for a more lively demand. "Choiceest" quality of unsalted Canadian has been sought after, and prices rule at 112s. for eastern saltless. This price is 12s. per cwt. dearer than at this period last year.

Something like four thousand boxes of Australian butter have come to hand during the past few days and are meeting with good demand at high prices.

Butter from the Western Provinces of Canada has come in for some very sharp criticism this week, and deservedly so. The stuff in question is saltless, and comes from a factory of well known standing and of good repute. Had

this particular concern sent over just one shipment of unsatisfactory butter, the matter might have been passed over in silence, but the saltless which it has been shipping has proved mouldy right through the season, thus giving great disappointment to those who bought c.i.f., and it must be added heavy claims have resulted therefrom. This is a matter which should be looked into and remedied by those in Canada who have it in their power to put matters right, both for the sake of the creameries themselves and for the sake of the agents. The quality of some of these western creameries' output has not been up to standard, although it would be possible to mention creameries who can claim as high a reputation as any eastern saltless factory.

In the Montreal Bulletin of Aug. 25, some anxiety was expressed that the reputation of Canadian butter might suffer from the deterioration resulting from long storage on this side on account of speculation amongst British importers. Inquiries made, however, seem to show that there is no real cause for anxiety in this direction. Whenever British importers lodge complaints as to the bad quality of Canadian butter, they always refer to butter which has just come from off the boat and but lately under examination, nor do they endeavor to pass off as newly landed butter, that which they have had in store for a considerable time. Canadian butter as a rule sold on its merits and after due examination by the purchaser, who can tell at once whether it has been kept in store for any length of time or not. Whether the importer is selling to a retailer who has come into town to test the butter for himself, or whether he is despatching it by rail on receipt of written instructions, it would not be to his own interests to push forward as best Canadian (if that were asked for) a butter which had deteriorated by long storage. He would lose the account. To put the matter as briefly as possible, the average British retailer can tell at once, upon inspection, whether the butter is fresh or stale, and knows from constant study the real cause of the staleness, if there be any. He emphatically does not want inferior goods in the place of superior, and if an importer endeavors to play bluff he soon finds that he is at a losing game, since the customer goes to a competitor who has the butter which is right. The result is that the importer prefers to deal fairly and squarely with his retail customers, and the form of business immorality to which reference is made has

WE ARE DAILY BUYERS OF

# EGGS AND BUTTER

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Correspondence solicited.

WRITE, TELEGRAPH OR  
TELEPHONE US WHEN  
YOU HAVE ANY TO  
OFFER.

---

**THE PARK, BLACKWELL CO.**  
TORONTO LIMITED

TELEPHONE M 3960


# CHEESE

---

Buy September cheese for quality and for winter use. This year quality is good, prices are high, but demand from foreign market appears to warrant it. We have a good Stock of Large, Twins, and Stiltons and shall be pleased to quote your prices.

---

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



## GILLETTS PURE POWDERED LYE

**Ready for Use in Any Quantity.**  
For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.  
**E.W. GILLETT COMPANY LIMITED**  
TORONTO, ONT.

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

## ALWAYS PREPARED

---

to furnish prices on car lots or less in

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

---

OUR MOTTO :

Prompt shipment and one quality, namely, the best

---

**The J. A. McLean Produce Co., Limited**  
EXPORTERS and WHOLESALE DEALERS  
73-75-77 Colborne Street  
Toronto.

no part in business circles here. This is the rule. That there are occasional exceptions no one will deny.

The demand for cheese is somewhat dull, as retailers are not liking present prices very much. Canadians are quoted at 56s., as against 45s. this time last

year, and this fact speaks for itself. An advance in Canadian quotations is expected, however, and will be responded to. From Jan. 1 to Aug. 30 Canada has sent to Britain 1,010,518 cwts. of cheese, of which 299,263 cwts. came along during July, and 275,625 during August.

**PROVISION AND DAIRY MARKETS.**

**TORONTO.**

**T**HE market in provisions has shown somewhat of a lull, as regards activity since our last report. Arrivals have been coming in more freely, with the result that stocks are in better form. Lard has firmed up, and is strong at quotations.

Beef and mutton has weakened, owing to a large extent to the fall in demand. Local trade reported as slow since closing of the National Exhibition.

We quote:

Long clear bacon, per lb.	0 14	0 15
Smoked breakfast bacon, per lb.	0 14	0 15
Roll bacon, per lb.	0 11	0 12
Small hams, per lb.	0 14	0 14
Medium hams, per lb.	0 14	0 14
Large hams, per lb.	0 13	0 13
Shoulder hams, per lb.	0 10	0 11
Backs, per lb.	0 15	0 16
Heavy mess pork, per bbl.	18 00	18 00
Short cut, per bbl.	22 00	22 50
Shoulder mess pork, per bbl.	14 50	15 30
Lard, tierces, per lb.	0 10	0 10
" tubs	0 10	0 10
" pails	0 07	0 07
" compounds, per lb.	0 07	0 07
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 25	8 25
" front quarters	5 00	5 50
" choice carcasses	6 00	7 00
" common	5 00	6 00
Mutton	0 08	0 08
Spring lamb	0 09	0 09
Veal	0 07	0 09
Hogs, street lots	8 50	9 00

**Butter**—The butter market continues active, arrivals are plentiful, and demand brisk, with quality showing improvement. Previous quotations remain unchanged. We quote:

Creamery prints	Per lb.	0 24
" solids, fresh	0 23	0 23
Dairy prints	0 23	0 21
" in tubs	0 17	0 19

**Eggs**—The market in eggs continues firm, with better supplies, and quality good, demand continues to improve, but is not considered up to normal conditions. We quote:

New laid eggs, per doz. 0 13 0 19

**Cheese**—There is no feature of interest to report, local demand is slow, and export trade practically nil. Fair stocks are held, and attempts to move them have proved futile. There is little perceptible change in price, although a downward tendency is apparent. We quote:

Cheese, large	Per lb.	0 11
" twins	0 12	0 12

**Cheese Board Report.**

(For week ending Sept. 21.)

Board.	Boxes.	Price.
London	2,364	0 11 0 11
Woodstock	2,112	0 11 0 11
Listowel	2,737	0 11 0 11
Pictou	1,290	0 11 0 11
Belleville	3,240	0 11 0 11
Napanee	1,546*	0 11 0 11
Brockville	5,000	0 11 3-16
Cornwall	1,144	0 11 3-16
Iroquois	1,028	0 11 0 11
Perth	200	0 11 3-16
Vankleek Hill	1,284*	0 11 3-16
Alexandria	1,125	0 11 3-16
Kemptville	865*	0 11 1-16
Stirling	1,175	0 11 0 11
Huntingdon, Que.	275	0 10 11
Cowansville, Que.	946	0 10 13-16
Farnham	231	0 10 13-16

\* White and colored.

**MONTREAL.**

Provision market continues fairly steady. Demand for fresh killed abattoir is quiet, prices steady at about

**SALT SALT**

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

**Toronto Salt Works**

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

**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.

**DRIED APPLES**

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established 1886

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

**EXPORT TRADE DEPARTMENT.**

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 LETHBRIDGE & 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.

This space \$15 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.

This space \$15 per year.

Telegraphic Address: "Fondants, London."  
**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.

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15 Stanley St., LIVERPOOL, England,  
CANNED GOODS AND DRIED FRUIT  
BROKER. And at St. Magnus House,  
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Kaiser Wilhelmstrasse 74-78.  
**Neubeck & Schipmann,**  
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**HAMILTON WICKES & CO.,**  
Canned Goods Brokers, EASTCHEAP, LON-  
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Reports and valuations made on Canned  
Meats, Fish, Fruit and Vegetables. Consign-  
ments 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.,  
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**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.

**Salter & Stokes,** 19-20 King St. W. Smithfield, London, Eng.  
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IMPORTERS OF CANADIAN  
CHEESE, BUTTER, EGGS AND POULTRY.  
Reference, London City and Midland Bank, West Smithfield We buy outright.

**BUTTER**

When you have one or 100 tubs  
write us for price

**The WM. RYAN CO., Limited**  
70 and 72 Front St. E., Toronto,

**BUTTER and EGGS**  
— WE ARE —  
**BUYERS and SELLERS**

Correspondence solicited from **ONTARIO,**  
**MANITOBA** and **LOWER PROVINCES.**

**Rutherford, Marshall & Co.**  
Wholesale Produce Merchants.  
**TORONTO.**

**WILSON'S  
FLY PADS**

General Storekeepers sell  
from three to five boxes  
each season.

*Are you getting your share  
of this Profitable Business?*

See our Bamboo handle

**BROOMS**

**25 Cent Line**

Splendid value

**WALTER WOODS & CO.**  
Hamilton and Winnipeg.

\$9.50 per 100 lbs. Smoked meats are in good demand, lard also obtains good business. Supplies of live hogs sufficient for packer's demands. We quote.

Lard, pure tierces	0 10½
" " 5-lb. tubs	0 10½
" " 20-lb. pails, wood (10½)	2 10
" " cases, 10-lb. tins, 60 lbs. in case	0 10½
" " 5-lb. " "	0 11½
" " 3-lb. " "	0 11½
Lard, Boar's Head brand, tierces, per lb.	0 06½
" " ¼-tierces, per lb.	0 07½
" " 60-lb. fancy tubs	0 07½
Cases, 20 3-lb. tins, per lb.	0 07½
" " 12 5-lb. tins	0 07½
" " 6 10-lb. tins	0 07½
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
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 14
Hams	0 13½
Extra plate beef, per bbl.	11 50 12 00

**Butter**—Market is steady. No change in the situation since last report. The firm tone noted then continues. Cable inquiries are not frequent or tend towards active business. Holders seem to be playing a waiting game. Fancy Eastern Townships is quoted at 21 1-2c. to 21 3-4c. with slightly higher prices asked by some dealers. Choice creamery 21 1-4c. to 21 1-2c., and good to fine, 20 3-4c. to 21 1-4c. Dairy is scarce and steady at 18 1-2c. to 19c. We quote:

Finest creamery	0 21
Fine	0 20½
Medium	0 20
Fresh dairy tubs	0 18½ 0 19

**Cheese**—A better feeling obtains in cheese this week, and although prices are easier on country boards, local quotations are firm and no holder anxious to dispose at a loss if present figures were to be shaded. Little trading has been done abroad, though inquiries are arriving more freely. Finest Ontario is firm at 11 1-2c. Finest Townships, 11 1-4c. to 11 3-4c., and Quebecs at 11 1-8c. to 11 1-4c.

**Eggs**—Eggs are eggs. Market shows great strength and advance. Country producers are asking 17 3-4c. to 18 1-2c. Local demand is steady but dealers, retail, are not stocking up, considering prices too high. Straight gathered quoted at 19c., selects 22c. to 23c. Canned and cracked 18c.

**WINNIPEG.**

**Creamery Butter**—Prices are still stiffening. We quote selling prices to the retail trade as follows:

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 23
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks	0 24

**Dairy Butter**—Produce houses are paying 15 1-2c. to 16c. per lb. for No. 1 dairy delivered in Winnipeg.

**Cheese**—Quoted as follows:

Finest Ontario, large	0 13½
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

**Lard**—Firmly held. We quote:

Tierce basis, per lb.	0 10½
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
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00½

**Cured Meats**—We quote:

**SMOKED MEATS.**

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19½
Bacon, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 15
" " heavy, 20 to 30	0 14½
" " assorted sizes	0 08
Picnic, " " "	0 08
Shoulders, " " "	0 14½
Bacon, " breakfast bellies	0 15
" " breakfast backs	0 12½
" " Wiltshire sides	0 09½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " 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	8 25
Standard mess pork, per bbl	16 50
" " per ½ bbl	8 00

**PICKLED GOODS (COOKED).**

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

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

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

**Provisions**—Barrel pork is perhaps a little easier. There is a rather better demand. At this season there is always some sale to the lumbermen. Beef is still quite high with stock light and sales small. Lard is still very high and firmly held. Refined is quoted well below pure. Fresh beef is dull, domestic is low and western is but little higher. There is little being done in smoked meat. Lamb has a good sale; it is scarce and is quoted about the same as western beef. Mutton very dull. Veal a fair price, but little seen. Pork is rather more freely offered and price is quite high. We quote:

Mess pork, per bbl	\$17 00 \$18 50
Olear pork, " "	18 00 20 00
Plate beef, " "	14 00 15 00
Domestic beef, per lb.	0 05 - 0 07
Western " "	0 08 - 0 09
Mutton " "	0 04 - 0 05
Veal " "	0 06 - 0 08
Lamb, each	9 00 10 01
Pork, per lb.	0 07 - 0 08
Hams, " "	0 13 - 0 14½
Rolls, " "	0 10 - 0 13
Lard, pure, tubs, per lb.	0 10½ - 0 10½
" " pails	0 10½ - 0 11
Refined lard, tubs	0 08 - 0 08
" " pails	0 08½ - 0 09

**Butter**—Stocks are light and for best grades higher prices are asked. There is good demand. We quote:

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

**Eggs**—Prices are higher. Receipts are light, a fair sale, the tendency is upward. We quote:

Eggs, hennery	0 25 0 27
case stock	0 19 0 20

**Cheese**—Stocks are light. The output in these Provinces small. Twins are wanted for local demand. Prices firmer. We quote:

Cheese, per lb.	0 12 0 12½
-----------------	------------

**A FRENCH AGENCY APPOINTMENT**

C. T. Kyle, Front street, Toronto, has secured the agency of the celebrated firm of Dandicolle & Gaudin, Bordeaux, France. This firm are the makers of a full line of French goods, such as peas, sardines, anchovies, and table delicacies.

# QUAKER SUGAR AND CREAM CORN

---

*This is a line we are now packing which we intend to make our main specialty. Packed from the finest Maine Seed, with the ears all selected, with the cans well filled with corn and not watery juice. We believe there is a future for an article of this class of goods if properly placed on the market and the attention of the consumers called to its superior merits. There is no line of goods packed in cans that varies so much as corn in quality, consequently there should be an opening on the market for a really high-class article, something in which the goods were not only at the tip-top but that every can could be depended on to be of a high and uniform quality. This is what we claim for Sugar and Cream and the reputation of the Quaker is behind these assertions. While the contents inside of a can are of more importance than the outside, it may not come amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.*

---

THE PACKERS OF QUAKER CANNED GOODS

## SPECIAL

### Fall Fairs

We are prepared to take charge of all orders entrusted to us for such Fruits, etc., as you may require during your Fall Fair.

McWILLIAM

**Mc. AND E.**  
EVERIST

TORONTO, ONT.

**Peaches**  
**Pears**  
**Plums**  
**Grapes**

37 Front  
East

**MIND** Phone 5665  
Main

my change of address, and particularly mind that you can't get better service than I give my customers—send me your orders—it will pay you.

**TOM SMITH, - - Fruit Broker**

Telegrams: "SEGURO," GLASGOW.

### APPLES A SPECIALTY

THOMSON & MATHIESON

Green and Dried Fruit Salesmen. GLASGOW, SCOTLAND.

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

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Attention  
Please . . .**

W O. BURGESS is offering from his own orchards, in prime condition, perfectly graded, guaranteed uniform,

**AUBURN ORCHARDS,**  
Queenston,  
Ontario.

**Peaches  
and  
Grapes**

## GREEN FRUITS AND VEGETABLES

### THE FRUIT CROP.

SHORT, but plentiful," is the accepted opinion of competent judges of the peach crop. All through the Niagara Peninsula the fruit is showing to its best, and has been pronounced superior to any for ten years. It is just the opportune moment to lay in preserving stocks. Two weeks are quoted as the limit to present abundant supplies. Prices are kept firm on account of the excellent quality, but are considered very moderate.

It is instructive as well as interesting to take a look into the reasons given for the very excellent crop. It is stated on every hand that the San Jose scale—the pest which has worked such havoc in past years—has been completely overcome. The remedy is "spraying"—simply spraying—persistently and with individual care and attention, and the results are said to be marvellous. Never before was there so much orchard under cultivation and never before has there been such good, healthy fruit, clean and comparatively free from blight or any other drawback.

An exceptionally plentiful crop of plums has been in evidence this year and still continues. Prices have fallen right away down but are still considered remunerative to the growers. The great scarcity of good apples is being fully compensated by the excellency of the plum crop, both in regard to quality and quantity. The absence of damage from blight or other causes is as marked a feature with the plum as with the peach.

The apple crop is now sufficiently advanced that a very fair estimate can be arrived at.

Southern Ontario.—The Lake Erie district will give a light crop of Winter apples. Quite three-fourths of the orchards report failure.

Lake Huron apple district and neighboring counties report a good medium crop, in excess of local requirements, thus providing a quantity for export purposes.

The Lake Ontario apple districts are anticipating a medium crop of really good fruit, and in some sheltered districts a full crop.

The British Columbia apple crop is expected to give a good showing, and will in all probability come to the rescue for Manitoba and Northwest supplies.

The Annapolis Valley and Nova Scotia apple districts are reported in better condition and will probably give an ordinary full crop, the surplus of which will be utilized for export to England.

Pears are reported as only a small crop in every district, excepting British

Columbia, where fruit generally is prosperous.

An interesting feature in the present situation is the excellent price which has been obtained, particularly for this year's apple crop, and which has been commented on by the Agricultural Department of Ontario.

Where co-operative associations have been established for the purpose of handling fruit crops, and particularly at Chatham, Forest and Walkerton, excellent prices have been obtained for this year's apple crop. The societies have had their agents go through Manitoba and the west and have sold the crop direct to wholesalers for cash. The fact that the associations have been able to ship specified quantities, in car lots, has greatly aided in the disposal of the crops.

### SMYRNA FIG SEASON.

Cables received from Smyrna report the shipment of first cargo of figs for American markets, of some 300 cases, with prices billed 30 to 36 shillings. These will probably reach New York towards the end of the present month.

Forward sales are reported as unusually light, owing, it is attributed, to the unsatisfactory experiences of last season's declining markets.

Dealers are offering October shipments at New York markets 7½c to 11½c, according to qualities.

### ONTARIO MARKETS.

#### Green Fruits.

Toronto, Sept. 21, 1905.

The local market exhibits great animation at the present time, owing to abundant arrivals of domestic fruits. The condition is, generally speaking, good, some specially packed peaches arriving from Niagara Peninsula from Armstrong & Son were particularly remarked as showing excellent, not only in quality but in style of packing and selection.

Some new shipments of lemons have arrived from Italy and are excellent fruit. Prices have eased slightly. Bananas are low owing to preference given to domestic fruit. Prices are revised to latest moment of going to press.

We quote:

Oranges, late Valencias, per box.....	5 00	6 00
Oranges, Jamaica, per barrel.....	5 60	5 50
Lemons, Verdillii.....	5 50	6 50
Bananas, large bunches, crated.....	1 60	1 80
Bananas, 8's, per bunch, crated.....	1 00	1 15
Bananas, 7-hand bunches, off track.....	0 65	0 80
Bananas, red, per bunch.....	2 25	3 50
Peaches, California per crate.....	0 91	
" domestic, per basket.....	0 30	0 90
Plums, domestic, per basket.....	0 50	
Tokay grapes.....	2 00	2 50
Cantaloupes, Rockafords, per crate.....	0 45	
" Canadian, baskets, 25 crates.....	0 60	
Apples, new, per basket.....	0 30	
barrels.....	2 00	2 50
Lawton berries.....	0 08	0 09

#### Vegetables.

A revival in trade has been noticeable since our last report, quite a brisk demand for vegetables suitable for canning, and as these have been coming in in fair quantities, prices have adjusted

themselves, making it profitable to buy. Tomatoes have eased off some 5 cents. Egg plants, parsnips, and squash have made a similar drop.

We quote:

Jersey sweet potatoes.....	3 50	3 75
New potatoes, per bush.....	0 50	0 60
Onions, per doz. bunches.....	0 10	0 15
Onions, per bushel.....	0 60	0 75
Spanish onions, per small crate.....	1 00	1 25
large cases.....	2 50	3 00
Cabbage, per doz.....	0 40	0 50
Cauliflowers, domestic, per doz.....	0 75	1 25
Tomatoes, domestic, per basket.....	0 15	0 20
Beets, per doz. bunches.....	0 20	0 25
New radishes, per doz. bunches.....	0 20	0 25
Carrots, per doz. bunches.....	0 15	0 20
Cucumbers, per basket.....	0 25	0 30
Outdoor lettuce, per doz. bunches.....	0 20	0 25
Waxed beans, per basket.....	0 25	0 30
Water Cress, per doz.....	0 25	0 30
Parsley, " ".....	0 20	0 25
Mint, per doz bunches.....	0 20	0 25
Green peppers, per basket.....	0 50	0 55
Celery, per dozen.....	0 35	0 40
Egg plants, per dozen.....	0 25	0 30
Vegetable marrows, per dozen.....	0 50	0 55
Green corn, per doz.....	0 08	0 10
Parsnips, doz. bunches.....	0 25	0 30
Squash, " doz.....	0 50	0 75
Leeks, " bunch.....	0 25	0 30
Kohl-Rabi, per doz.....	0 50	0 55

**QUEBEC MARKETS.**

**Green Fruits.**

Montreal, Sept. 21, 1905.

The fruit market continues active and prices are generally lower than last week. There is a good demand for all fruits.

Bananas, however, are firm at \$1.25 to \$1.75. There have been fair receipts this week, fifteen cars arriving.

California fruits have seen another decline, stocks being good and receipts larger. One car of peaches was sold on Monday at auction, prices ranging from 85c to \$1.10.

Pears are easier on account of the fruit held in stock tending to soften, dealers offering them at lower figures.

Lemons are sold at \$5 to \$5.25 per box. There are also a few barrels of Jamaica oranges at \$5.50 per barrel.

Grapes are getting more plentiful, and selling in 10 lb. baskets at 25c and 30c. In crates, prices range from \$1.25 to \$6.

There is a large quantity of Fall apples on the market, which appear to meet with favor. The grades are the Alexanders, Colverts, Jenetings, Wealthies and St. Lawrence. Prices for the first three mentioned, \$2.25 to \$2.50, and for the others \$2.50 to \$3.

A little more activity has been noticed in pineapples, but this fruit is scarce and generally moving slowly. Prices are revised to date. We quote:

Finest Almeria g apes.....	4 25	6 00
Plums, in baskets.....	0 30	0 50
Peaches.....	0 60	0 60
Pears.....	0 40	0 60
Pears, boxes.....	3 50	3 50
Plums, crate.....	1 65	1 65
Peaches, box.....	1 40	1 40
Apricots, crate.....	1 25	1 40
Dates, per lb.....	0 04	0 04
California cherries, box.....	3 00	3 00
Bananas.....	1 25	1 75
Cocoanuts, per bag of 100.....	3 25	3 25
Pineapples.....	4 00	4 50
Jamaica grape fruit, per box.....	5 00	5 50
Florida grape fruit, per box.....	5 00	5 00
Apples.....	2 25	3 00
Sweet potatoes, per bbl.....	2 25	3 35
Cantaloupes, per crate.....	0 30	0 35
Watermelons, each.....	0 30	0 35
Raspberries.....	0 10	0 12
Blueberries, per box.....	1 15	1 25
Fancy California oranges, 15 size.....	6 25	6 25
175 to 300 size.....	6 00	6 00
Lemons, per box.....	5 00	5 25
Jamaica oranges, per bbl.....	5 50	5 50
Grapes, 10-lb. basket.....	0 25	0 30

**Vegetables.**

Steadiness rules in vegetables; stocks are large, particularly those of cabbages and tomatoes. Farmers have brought into Montreal a great quantity of cabbages so that the market has been flooded with them and although large lots were sold last Friday at very low prices

**SWEET POTATOES**

**Gold Medal Brand.** Our Potato business is being doubled with this excellent brand.

2 sizes bbls. : CLOTH TOPS, 2½ bush.; DOUBLE HEADS, 3 bush.

**Cranberries.**

FIRST ARRIVAL OF SEASON—FIRM, DARK BERRIES.

**VERDILLI LEMONS.**

**JAMAICA ORANGES.**

WE AIM TO PLEASE. OUR GOODS ARE THE BEST.

**WHITE & CO., LIMITED**

Wholesale Fruit Importers

**HAMILTON**

34 YORK ST.  
Phone 1115

**TORONTO**

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Phone Main 4106

**“St. Nicholas”**

Fancy Lemons. Equal pack from top to bottom. They're better than the rest. Ask your dealer for them.

**GET GOOD MEASURE---OYSTERS.**

We have the best Oysters and will give you the best measure and the best service. Send in your order. Also see us about FISH or FRUIT.

**The F. T. JAMES CO., Limited,** 76-78 Colborne St. TORONTO

**CRAWFORD PEACHES**

NOW IS THE TIME TO SUPPLY YOUR CUSTOMERS. WE HAVE THEM AT RIGHT PRICES

**THE DAWSON COMMISSION CO., LIMITED,** FRUIT, PRODUCE AND COMMISSION MERCHANTS  
Corner West Market and Colborne Streets, - TORONTO

**THE DISTRIBUTORS COMPANY, Ltd.**

H. M. MULHOLLAND, Manager.

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**Peaches**

**Grapes**

**Crawford Peaches**



# THE FAVORITE FRUIT

Grocers who keep the **E.D.S. Brand of Jams, Jellies, etc.**, keep their customers and add to their bank account. You will have to travel far to find better goods. Commence an "**E.D.S.**" trade and you are safe. The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess Street, Winnipeg, agents for Winnipeg and the Northwest.

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

## DRIED FRUIT I handle fine lines of CURRANTS, RAISINS, SULTANAS, FIGS and DATES

Direct from my own houses in the country of production. My specialty lies in **Cleaned Currants** in 1 lb. Cartons and bulk packages. Goods packed under private brands. All communications to London House.

Toronto—P. L. Mason & Co. **TH. J. PSIMENOS** 4 Cullum St. E. C.  
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### "SQUIRREL" BRAND.

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

Cultivate your Biscuit trade by ordering

## McLAUCHLAN'S Cream Soda Biscuits

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

### "TAYLOR-MADE"

Honey-Comb Chocolate Chips are Trade Winners and Trade Repeaters.  
Try them. Samples and prices for the asking.

**TAYLOR BROS. CO., - - BATTLE CREEK, MICH.**

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This design a guarantee of quality.

## FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF  
Will Carry All Kinds of Packages Safely to Destination

SAVE US FOR  
WHOLESALE AND  
PRICES.

**CANADA PAPER CO.**  
TORONTO LIMITED MONTREAL

there are still large stocks on hand. They are offered at 10c per dozen.

Tomatoes are also very plentiful. This is not only due to heavy receipts from farmers but to the fact that the whole stock of the Ste. Therese Cannery, which was burned two weeks ago, was sent to Montreal to be marketed.

More celery is offered this week than for two or three weeks past. Potatoes, however, are only in sufficient supply to meet requirements. Other products are in fair demand, but the trade lacks in briskness and new features. We quote:

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

### MANITOBA.

#### Green Fruits.

Winnipeg, Sept. 21, 1905.

Preserving fruits are now at their lowest price. We quote:

Washington peaches (Freestone), per case	1 25
California " (Solway), " "	1 35
Washington plums (blue), " "	1 25
Hungarian " (red), " "	1 50
Washington pears, per case	2 50
Ontario pears, baskets, No. 1	1 00
" " No. 2	0 75
Ontario apples, per bbl.	4 50
Montana crabapples (due Sept. 15), per case	2 00
Fan & Limon bananas, per bunch	3 00 3 50
Washington cantaloupes, per case	3 00
American grapes, per basket	0 50

#### Oranges and Lemons.

Late Valencia oranges, 126's	5 25
" " " 150's	6 00
" " " 175's to 200's	6 50
Fancy California lemons, 300's and 360's	10 00
(10c. off for 5-case lots.)	

#### Vegetables.

We quote:

Spanise onions, per case	1 80
Sweet potatoes, per bbl	5 50
Tomatoes, per basket	0 50
Cape Cod cranberries, per bbl.	11 00
Parsley " "	0 40
Mint " "	0 45
Native onions, per lb.	0 04
Carrots, per bush	0 40
Beets, " "	0 80
Turnips " "	0 40
Potatoes " "	0 65
Celery, per doz.	0 40
Lettuce, per doz.	0 50
Radishes " "	0 50
Cucumbers " "	0 60
Green onions, per doz.	0 40
Egyptian onions, per lb.	0 03 1/2
New California cabbage, per lb.	0 02
Australian onions, per lb.	0 05
Bermuda onions, per case	2 00
New Potatoes, per lb.	0 02

### ST. JOHN.

#### Green Fruit.

In apples domestic stock is improving. For Fall the Nova Scotia Gravenstein is the best apple. It is said quality this year will not be as good as usual.

Bananas are not selling freely. Oranges still high. Some late Californias and new Jamaicas offered.

Lemons are also very high. Pears, quite a quantity is being received from Nova Scotia. Prices easier.

Plums are rather lower. Nova Scotia stock is offered.

Grapes are somewhat lower. Peaches quite high..

## Notice to the Trade in the Province of Quebec

MR. L. L. BERNARD will represent us in the Province. Thanking the trade for past favors, and trusting MR. BERNARD will continue to merit your confidence, we remain  
Yours truly,

### 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.



Why not handle the Best Goods,  
That give you the Best Profit,  
And that are the Best Sellers?

That is

### Capstan Brand Worcestershire Sauce

It Gives you 50% Profit.

Ask your wholesale grocer  
for it or write us for prices.

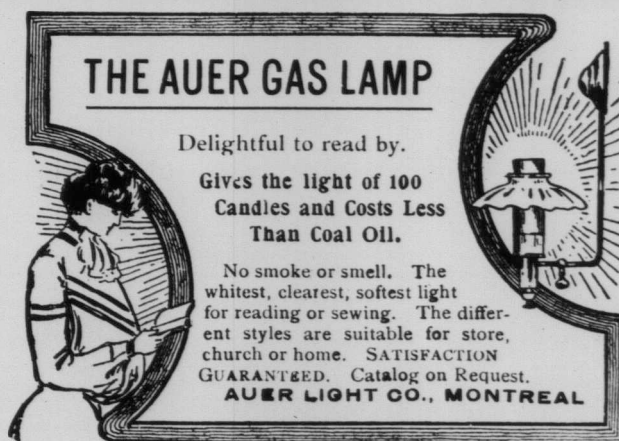
CAPSTAN MNFG. CO., Toronto, Ont.

## THE AUER GAS LAMP

Delightful to read by.

Gives the light of 100  
Candles and Costs Less  
Than Coal Oil.

No smoke or smell. The  
whitest, clearest, softest light  
for reading or sewing. The differ-  
ent styles are suitable for store,  
church or home. SATISFACTION  
GUARANTEED. Catalog on Request.  
AUER LIGHT CO., MONTREAL



## WHEN YOU BUY TEA DON'T BUY A SHELF-TOMBSTONE

YOUR TRADE DEMANDS THE BEST TEA YOU  
CAN BUY, A TEA THAT IS BLENDED TO  
EXACTLY SUIT THE ALKALINE WATERS  
OF WESTERN CANADA.



**GOLD STANDARD TEAS**  
"GUARANTEED THE BEST"

ARE EXPERTLY BLENDED TO FILL ALL REQUIRE-  
MENTS OF OUR PECULIAR WESTERN ALKALI  
WATERS. FOR A QUARTER-CENTURY WE HAVE  
SUCCESSFULLY CATERED TO WESTERN TRADE  
EXCLUSIVELY, AND GOLD STANDARD TEA EM-  
BODIES ALL OUR EXPERIENCE AND KNOWLEDGE  
OF THE TEA BUSINESS. WE GUARANTEE IT NOT  
FOR A DAY, BUT FOR ALL TIME. EVERY POUND  
OF GOLD STANDARD YOU SELL BRINGS YOU A  
REGULAR TEA CUSTOMER.

Packed in 1 lb. and 1-2 lb. Lead Pkts., 3-lb. and 5-lb. Tins,  
in Cases of 60 lbs. each, Assorted if Desired.

Packed By CODVILLE & CO., Winnipeg and Brandon.  
Also Sold By CODVILLE-SMITH & CO., Calgary, Alberta.

RETURNED

OCT 17 1905

To Winnipeg  
Cut Book #1

Page 79

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

Manufactured by

THE

### CANADA SUGAR REFINING CO. LIMITED

Montreal

During the Hot Weather

# VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO  
WATT, SCOTT & GOODACRE, - - MONTREAL

Go  
With  
The  
Crowd

in the biscuit procession—in the front ranks with



MOONEY'S  
PERFECTION  
CREAM Sodas  
THE MOONEY BISCUIT & CANDY CO.  
STRATFORD CANADA

All wise Grocers are there. None stand aloof, but those who frown on opportunity

**PERFECTION  
CREAM  
SODAS**

are made in Canada from the best flour by the Mooney process—the best process. Never a waver from the battle cry, "Packed Piping Hot in Moisture-Proof Paper!" Continuous pleasers; Continuous sellers.

3-lb. Cards or Tins. Order NOW

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

A CANNED SALMON NOTE.

THE booking of orders by the canning companies for this season's pack of canned salmon is about completed, although some heavy stocks were carried over they moved out during the hot weather, and on account of the low prices of this year's pack large orders are booked. When the best brands can be sold for 15c. per tin retail, it would seem as though a good many grocers may find themselves short of the first-class brands when Spring trade opens, and will have to pay a higher price.

One of the pleasant features of this year's salmon situation is the fact that the Pacific Selling Co. have arrived at an agreement with the "Grocers' Guild" by which their justly celebrated "Clover Leaf" brand of salmon has been listed.

Mr. C. E. Kyle, their agent here, says that on his territory the wholesale grocers have very generally responded to the spirit of the agreement, especially in Toronto and looks for the trade generally to take hold of this well-known and reliable brand and give it the position in their sales which its excellent quality deserves.

NEW COMPANIES.

The Victoria Wine & Spirit Co., Limited, Victoria, B.C., has been incorporated with a capacity of \$50,000 divided into 50,000 shares of \$1 each.

Articles of incorporation have been filed in Riverside county, Cal., by the American Beet Sugar Company, capitalized at \$20,000,000. This is supposed to be the forerunner of a big sugar manufactory enterprise in that county.

A company under the title of the Pacific Lobster, Fish & Shellfish Hatcheries has been organized on Puget Sound with a capital of \$40,000. The company will hatch lobsters, oysters, cod, salmon and other fish.

Provincial charter has been granted to Darch & Hunter Seed Company, Limited, the share capital of the company to be forty thousand dollars divided into four thousand shares of ten dollars each, the head office of the company to be at the city of London, Ont., and the pro-

visional directors of the company to be Frederick James Darch, John Wood Hunter, George Arthur Young and John Obediah Richards.

A license has been granted to Huyler's to manufacture and sell confectionery, chocolate, coffee, carbonated beverages, and metal, wooden or paper boxes, and to do any other matter or thing pertaining to such business. The company has appointed Hugh Edward Rose of the city of Toronto, in the county of York, and province of Ontario, solicitor, to be its attorney.

BUSINESS CHANGES.

Bradley & Son, grocers, St. Catharines, Ont., are opening up a branch establishment in Niagara Falls.

J. E. McColl, Gooderham, Ont., has sold out his store to Peter Barr, who intends amalgamating his own business with it. Mr. McColl has gone west to Red Deer.

Joseph Walkers, Coulson, Ont., has sold out to James Johnston, who has gone to Orillia and intends opening up an agency in the implement business.

S. Suddaby & Sons, Burnt River, Ont., have bought out M. A. Robertson, of that place, and are now running both stores. Mr. Robertson has gone to Manitoba.

John Hickman has returned to his old store on College street, Toronto, having bought out R. M. Ferguson, who has gone to the Northwest.

J. P. Robins, Cherrywood, Ont., has sold his store to T. Law.

W. Roy Columbus has resigned his position with J. A. Younge & Sons, Glencoe, and has bought the store, dwelling and grocery business from W. H. Snider & Son, of Oil Springs.

J. L. Olivier, grocer, Montreal, has assigned for the benefit of his creditors. The total liabilities amount to nearly \$5,000. Mr. Merizzi, at whose request assignment is made, claims \$216. Olivier's assets consist of a stock of liquors, store fixtures, and rolling stock.

# STEWART'S

DELICIOUS  
**Chocolates and Bon-Bons**  
PURE and WHOLESOME

**SPECIALTIES:**

FINE CHOCOLATES      BON-BONS  
MARSHMALLOWS  
TURKISH DELIGHT  
ALAKUMA  
PAN WORK  
HARD BOILED GOODS  
MINT LOZENGES  
COUGH DROPS  
ACID FLORAL and FRUIT TABLETS

THE  
**STEWART COMPANY**  
TORONTO      LIMITED

# 90<sup>c.</sup>

Per Gross is Our Price for all Our Range of  
One Cent Goods. Less 3% Cash.

If you send us your order for an assorted lot we'll give you the good big kind—good sellers and quality. Guaranteed or send 'em back at our expense. Also don't fail to get our price on pail goods before you buy.

**IMPERIAL BISCUIT CO.**  
GUELPH, ONT.      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**  
TORONTO

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

## MOTT'S MEANS MONEY

“Diamond”  
and  
“Elite”

### CHOCOLATE

Are such satisfactory standard sellers that every merchant should make them leaders.

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

SELLING AGENTS:  
J. A. TAYLOR      R. S. MOINDOE      JOS. E. HUXLEY  
MONTREAL      TORONTO      WINNIPEG.

# Man Wants

But little more  
for Breakfast than

## ORANGE MEAT

# Grocers Want

But little more  
for Business than

## ORANGE MEAT

In the first case, **Orange Meat** satisfies because it **suits**.

In the second case, because it **sells**. Happy combination!

To be able to please; to be able to make it known. In that **Orange Meat** "combination" you can read its success, realize the "short cut" you get to sales and understand why such sales are **renewed**.

There are many advantages to be gained by stocking up **Orange Meat**.

You are shrewd enough to know that.

To be wise is to act—to order.

**The Frontenac  
Cereal Co., Limited**  
KINGSTON, ONT.

## Flour and Cereal Foods

### A NEW VEGETABLE FOOD.

It is an admitted fact that all legumes (dried peas, dried beans, lentils, etc.) are very indigestible in their natural condition, or when simply reduced to meal. This is unfortunate, as they are cheap materials, whose ingredients are of alimentary value.

\* \* \*

It is claimed that systematic and long continued experiments have resulted in the discovery of a process by means of which all disadvantages are obviated and a new food product obtained which is both appetizing and highly nutritious.

\* \* \*

By means of chemical treatment, it is asserted, the protein and carbohydrates of the legumes are made soluble and entirely digestible. The leguminous meal produced by this process is a concentrated food suitable for infants and invalids, as well as for the every day use of adults.

\* \* \*

The product, as analyzed by Drs. Popp and Becker, of the Chemical, Technical and Hygienic Institute at Frankfort, Germany, contains moisture, 7.86 per cent.; fat, 2.29 per cent.; soluble carbohydrates, 40.42 per cent.; albumen, 21.70 per cent.; other soluble nitrogenous matter, 22.65 per cent.; mineral matter, 2.86 per cent.; fibrous matter, 2.22 per cent.

\* \* \*

The meal, a fine yellowish powder with a slightly sweetish leguminous taste and perfume, is notably rich in albumen. Moreover, its carbohydrates are of a form which makes them easily digestible. The mineral ingredients of chief value are potash and phosphoric acid, the latter being of use in the formation of bone.

\* \* \*

According to Playfair and Liebig, a normal man needs daily, when actively employed, 155.92 grams (2,406 grains) of albumen, 70.87 grams (1,093.6 grains) of fat, and 567.50 grams (8,757.7 grains) of starch and sugar total, 12,357.3 grains, 1.75 pounds avoirdupois. As at all meals the body receives fat in various forms, the above analyses show in this specially prepared meal the correct relation between its albumen and carbohydrates.

\* \* \*

The amount of nutrition contained in ordinary vegetable food which is utilized in the human digestive apparatus is much less than that of meat. Of the albumen in ordinary legumes 17 per cent. remains undigested, in wheat bread 9 per cent., in black bread and potatoes sometimes as much as 30 per cent.

In order to obtain from ordinary vegetables the requisite quantities of carbohydrates and albumen, it is necessary to consume a larger amount than the appetite demands. It is claimed that this, and other disadvantages are obviated by the use of leguminous meal of the imported sort, either alone, as a vegetable, or in soups and sauces, or mixed with vegetables and meats.

\* \* \*

Mixed in equal quantities with cocoa it makes a pleasant and nutritious drink, with the following percentages of alimentary value: Soluble albumen, 22.19; carbohydrates, 53.88; fat, 12.69; mineral matter, 4.15; phosphoric acid, 1.46.

### THE RICE CROP.

Conditions in the Texas rice fields just now are better than for many years, according to the reports, and while this is true the yield bids fair to prove considerably less than was the case last year. This is the outcome of two causes. In the first place the extremely low price of last year induced many to curtail their acreage and in the second place red rice had taken hold in the fields and in order to rid them of it the land was permitted to lie idle in great lots this year. By this means the red rice can be cleared out and fresh seed of the proper sort planted.

A careful compilation of the acreage in rice for the present year shows a reduction of, some say, as much as 40 per cent., while others think 25 per cent. will cover the reduction. Of course, this is going to insure a much smaller crop than heretofore.

Another encouraging feature of the situation is that prices are about 30 to 40 per cent. better than last year, and the belief among mill men, growers and brokers is that even better figures will prevail before the season is over. Harvesting will not begin for some weeks yet.

\* \* \*

The Japan rice crop this season is reported a failure, owing to the very heavy rains. On this account it is expected that the demand from Japan for flour will be considerably in advance of previous years. Canadian winter wheat flour is particularly suitable for that market.

—

During the month of June British North America imported from the United States 357,093 bushels of corn, valued at \$190,294, as compared with 811,936 bushels, valued at \$448,248, during the preceding June. For the year ending June the total imports of corn amounted to 8,513,813 bushels, valued at \$4,572,944, as compared with 5,456,746 bushels, valued at \$2,832,729, for the year ending with the preceding June.

**"GOLD CROWN"  
FLOUR**

is made from the best hard wheat in the best wheat-growing country in the world. Don't take our word for it—ask for a sample.

**Sutcliffe-Muir Milling Co.**  
Moosomin, Sask.



**White Dove  
Cocoanut**

Retail Grocers should recommend this brand for its healthful and nourishing qualities.

A NATURAL FOOD

ONCE USED, ALWAYS USED

Most Attractive Package on the market.

**W.P. DOWNEY, 26 St. Peter St. MONTREAL**

**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.

**Pickling Season**

Why is Purnell's English Pure Malt Vinegar superior to all others? BECAUSE it is brewed from the finest selected malt and absolutely free from any added acids or admixtures, which are so injurious to the human system. ORDER TO-DAY.

**Purnell's** English Pure Malt Vinegar makes delicious pickles and delightful salads.

**Purnell's** Sauces and Pickles are on top for quality.

**PURNELL, WEBB & CO., Limited, - Bristol, England.**

Established 1750.

Write to our Agents for Prices and Samples.

Charlottetown, P.E.I.—Horace Haszard, S. Side Queen Square  
St. John, N.B.—Robert Jardine.  
Montreal, P.Q.—A. J. Hughes, 1483 Notre Dame Street  
Vancouver, B.C.—C. E. Jarvis & Co., Holland Block

Halifax, N.S.—E. St. G. Tucker, 1 Bedford Row  
Toronto, Ont.—J. Westren, 630 Ontario Street  
Winnipeg, Man.—Ashley & Thompson, 159 Portage Ave. E.  
Hamilton, Ont.—Bickle & Greening

# Money Back

If you cannot sell your order of **Pebble** and **Pharaoh** Cigars at the end of three months you get your money back. Few Grocers come after the money. They sell the **Pebble** and **Pharaoh** Cigars long before the three months are up. Try an order.

---

**J. BRUCE PAYNE, Limited, Mnfrs.,**  
**GRANBY, - QUE.**

**MADE RIGHT. SELLS RIGHT.**

**T. & B.**

is made right. **T. & B.** sells right. Its long successful history proves this. **T. & B.** is the grocer's best seller. **T. & B.** is the smoker's best friend.

**Stick to T. & B.**

---

**THE GEO. E. TUCKETT & SON CO., Limited,**  
**HAMILTON, - ONTARIO.**

# Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

## IRISH GROWN TOBACCO.

THE great bulk of the tobacco crop grown by Colonel Evarard in the county Meath, Ireland, was purchased by Messrs. Murray, Sons & Co. of Dublin and Belfast. A quantity of it was blended with American grown tobacco and in that form gave excellent satisfaction. Some of the better kind has been manufactured by itself under the style of "Irish Brown Cut Cavendish" and sold in packet form with good results.

The pungent and pleasing aroma of the tobacco is noticeable immediately the packet is opened. The tobacco itself is light, dry and flaky in texture, and its brown is of a rich, golden color throughout. When smoked it burns freely, but not rapidly, to a fine white ash without waste. It is mild and cool, and has a peculiarly rich flavor and fragrance.

While it is not a very strong tobacco, there is a good body in it, and the taste is undoubtedly agreeable and attractive. In fact it can take its place beside some of the most popular of the American mixtures as a medium tobacco with a distinctive flavor.

It will surprise many people to discover on the market a pure Irish grown and Irish manufactured leaf so highly perfected in every respect. The quality of the leaf is undoubtedly excellent, the manufacturing part of the work has been well done, and the result is most encouraging as showing the great progress already made in what may yet become, in its threefold aspect of cultivation, manufacture, and sale, an important Irish industry.

## TOBACCO GROWING EXPERIMENT.

A NUMBER of experiments have been carried on at the United States Agricultural Experimental Station, in Virginia, with the object of showing that more and better tobacco can be raised on the same land with the same cultivation by using a better grade of fertilizer and larger quantity per acre.

The land selected was considered poor for an ordinary crop of tobacco, and was divided into three lots.

The old method is to plant the best lands in tobacco, 4,500 hills, and use 400 pounds of fertilizer at a cost of about \$5 per acre.

At the station one acre was planted, upon which was put about 4,500 hills of tobacco. On this was used 400 pounds of fertilizer that cost \$5. On two acres was planted 5,000 hills and there was used \$15 worth of fertilizer specially prepared, and on two acres there was planted 6,000 hills and used \$30 worth of specially prepared fertilizer per acre.

The difference in the tobacco on each different lot was very perceptible. The opinion of all was that the 4,500 hills would yield about 850 to 900 pounds, the 5,000 hills would yield 1,250 to 1,300 pounds and the 6,000 hills would yield about 1,800 to 2,000 pounds per acre. All pronounced it the prettiest crop of tobacco ever seen, being so regular and

well developed and great praise was expressed for the skill and management shown.

## REVENUE FROM TOBACCO.

Tobacco has a great deal to do with the governmental affairs of the world. The French Treasury report of the tobacco monopoly for 1904 shows a clear profit of \$71,000,000. The Government receipts from tobacco tax in Great Britain last year were \$60,000,000. In the United States the Government collects \$45,000,000 from tobacco in internal revenue taxes. In Italy tobacco selling is a Government monopoly, and will yield a net profit this year of \$45,000,000, and Austria-Hungary expects to collect about the same amount.

The following Inland Revenue returns for the month of August have come to hand:

Ottawa.—Spirits, \$27,568.19; malt, \$1,138.50; manufactured tobacco at 25 cents, \$3,913.25; cigars at \$6, \$120.00; vinegar, \$43.77; officers' supervision of bonded lading, \$25; methylated spirits, \$15; fines, seizures, etc., \$25; showing a total of \$32,848.71.

Charlottetown.—Foreign tobacco ex. factory, \$3,622.75; foreign tobacco, warehouse, \$287.25; raw leaf, warehouse \$1,913.76; native leaf, factory, \$42.50; raw leaf licenses, 4, \$50; showing a total of \$5,916.26.

Winnipeg.—Foreign leaf cigars, ex. factory, \$2,549.85; cigars, ex. warehouse, \$2,124.90; manufactured tobacco, ex. warehouse, \$25,472.75; raw leaf tobacco for use, \$1,601.50; showing a total of \$31,749.00.

Malt and spirits—Malt, \$6,661.14; spirits, ex. warehouse, \$16,682.59; showing a total of \$53,346.73.

At the request of his wife, Albina Perrault, who claims \$2,000 by marriage contract, Mr. F. X. Depatie, cigar merchant, St. Catherine street, Montreal, has assigned with total liabilities amounting to \$11,068.99. The chief creditor is Lumina Paquin, who claims one sum of \$6,000 and another of \$651. Depatie's assets are estimated at only \$3,185.

The following appointments under the provisions of the Liquor License Act, have been made:

Samuel J. Halbert, Esq., of the Village of Markdale, to be inspector of licenses for the license district of Centre Grey, in the room and stead of John Pickett.

John B. Gough, Esq., of the Village of Napier, to be inspector of licenses for the license district of West Middlesex, in the room and stead of James Cox.

James Davidson, of the Town of Fort William, to be Inspector of licenses for the license district of Fort William, in the room and stead of John Hadden.

The Philadelphia Ledger presents this "little one": The average man out of work always insists that he'd have been all right if he'd only had a "good show in the last place." Unless he happens to be an actor; then it's "If I'd only had a good place in the last show."

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.



FROM LONDON, (ENG.) GROCER.

**A**N extract given herewith from the Grocer, London, Eng., August, 1905, is of interest to Canadians as showing the manner in which all eyes are directed to the progress and development of the Dominion of all Dominions.

The grocer of Canada has possibly the greatest scope for distinguishing himself and that a prominent figure in their midst should be selected for world-wide comment, is a source of congratulation to all members of the trade, as well as a healthy stimulus to all young grocers.

"In coming through Toronto we tarried long enough to visit the home of Salada Tea, owned and conducted by P. C. Larkin, the 'Tea King of America.' It is a six-story establishment, wholly devoted to the blending and packing of British-grown tea. The great iron cylinder or tea-mixer has a capacity for 5,000 lbs. of tea. As the tea is dumped into the machine, the dust is automatically removed or drawn off by an air suction, and at every place where the tea is removed from one machine to another it is subjected to the air suction or blast. The tea is automatically weighed in a scale enclosed in glass and fitted with round, shallow brass pans, into which the desired quantity of tea falls, and then tips over, discharging the tea into the packet, passing along as another scale pan follows. This may be no novelty to your readers, but to Americans, who use an average of one pound of tea per capita, such an establishment as Larkin's is a source of wonder. The ingenious adaptation of machinery to the cleaning, weighing, packing and labeling of tea awakens great interest, and shows the observer how it comes about that he can purchase packet tea at a low price.

"Mr. Larkin holds life insurance to the amount of £23,200, and alluding to this an insurance journal says: 'Mr. Larkin is still a young man. He was born in the city of Montreal, May 13th, 1865, the son of Canadian parents. Embarking in the wholesale grocery business, he soon gave proof of business ability, which ultimately raised him to a high position in the commercial world. Like many other leaders in commerce, he recognized that there was a place for the specialist in the business world as well as in the professional sphere. He commenced about twenty years ago to make a specialty of tea, and he is now the acknowledged head of the tea trade on this

continent, and familiarly known as the Tea King of America.'"

AGENCIES FOR JAPAN.

Mr. Reginald O. Simmons, of London, England, and latterly of Montreal, has decided to locate in Yokohama, Japan. He wishes to secure some reliable agencies for manufacturers who are anxious to promote trade in the Far East. Mr. Simmons has excellent social and financial standing and would urge parties interested to apply promptly as it is his intention to sail for Yokohama early in October. Further information might be obtained by communicating with the offices of The MacLean Publishing Co., Montreal.

NIAGARA DRAWS CROWDS.

**T**HE season just closed shows no abatement in the tide of travel toward Niagara Falls. The great cataract still holds its own as the greatest natural wonder on the continent. More pilgrims have gazed upon the beauties of the picturesque Niagara region this year than ever before in its history. Whether this is due to newspaper talk about the possible destruction of the falls in the near future or to the normal desire of the people to perform a patriotic duty is of little consequence; the interesting fact is, every summer brings an increased tide of travel toward the Niagara region.

Instead of detracting from its beauty and grandeur, the harnessing of the cataract to many industries has added greatly to the popular interest in it. The "show place" among these industries is the beautiful "conservatory" in which Shredded Wheat is made. Not only the industry itself, but the noble building in which it is housed is singularly fascinating to the popular mind. Its location in the heart of the choicest residence district in Niagara Falls is the result of a search for cleanliness and beauty. There are wheat foods and wheat foods, but only one Shredded Whole Wheat Food, and the thousands who visit the Falls never seem to tire of going through this "castle of light" and noting the extraordinary provisions made for the welfare of the employes and witnessing the process of shredding wheat.

Here are made every day in the year a million and a quarter Shredded Wheat Biscuits—and, of course, the company would not make them if the people did

not eat them. It is not known how many people have passed through "the home of Shredded Wheat" this year, but so great have been the crowds that it has come to be an interesting question as to which is the greater attraction at Niagara Falls, the cataract itself or the conservatory into which pours every day a constant stream of golden grain which emerges in the form of Shredded Wheat. No pilgrim to the Falls should consider his trip complete without a visit through this unique establishment.

CHANGE OF PROPRIETORSHIP.

The business of John Neilson Cuthbertson, chemical and produce broker, 29 Bath street, Glasgow, was transferred to Thomas Henderson, formerly manager to the late Sir John Neilson Cuthbertson, and is now being carried on by him in his own name and for his own behoof at the same address.

Mr. Henderson will pay all outstanding accounts due by or in connection with, and shall receive all outstanding accounts due to the said business.

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all Leading Wholesale Houses.

**McDOUGALL'S**

**CLAY PIPES**

THE BEST IN THE WORLD.

**D. McDOUGALL & CO., Glasgow, Scotland.**

**OUR FRIENDS SAY**

"You're foolish to put so much stock in 'Hogen Mogen' for a 5-cent cigar. It's as good as a 10-center, and your 'Royal Sports' 10-center beats any 15-cent cigar in the country. Where do you come in?"

Never mind, Mr. Grocer, you've heard of a big turnover at small profits. Our cigars are safe in every sense of the word and we help you sell them. They win you steady customers.

*Full particulars upon request*

**THE SHERBROOKE CIGAR CO.,  
SHERBROOKE, P.Q.**

# BRAID'S BEST COFFEE



**Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels**

**BRAID'S BEST** is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

**WM. BRAID & CO., - Vancouver, B.C.**

## Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Sept. 21, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

### Baking Powder.

Ammonia Powder—		
"Bee" brand, 48 5c. pkgs., per case	\$1 75	
" " " 27 10c. pkgs., " "	3 00	
" " " 10 25c. pkgs., " "	1 75	
Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40	
" " 10, in 4 doz. boxes	3 10	
" " 2, in 6 " "	0 80	
" " 3, in 4 " "	0 70	
Found tins, 2 doz. in case	0 45	
12-oz. tins, " "	3 00	
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.
1 doz.	10c.	\$0 85
1 doz.	8-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
3 doz.	2 1/2 lb.	10 50
4 doz.	5 lb.	19 75

### JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" " 4 " " "	0 75
" " 3 " " "	1 35
" " 2 " " "	2 25

### OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$0 45
" " 1 lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
" Borax, 1 lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 10 days.	

### MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 80
4 " "	3 " "	0 75
4 " "	2 " "	0 95
4 " "	1 1/2 " "	1 40
2 " "	1 1/2 " "	1 45
4 " "	1 1/2 " "	1 65
2 " "	1 1/2 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
1 " "	6 oz.	} Per case
1 " "	1 1/2 " "	

### ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime	\$1 00
1 lb.	1 60
6 oz.	2 25
1 lb.	2 30
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

### "VIENNA" BAKING POWDER.

Sizes.	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 pks.	4 80



### EAGLE BAKING POWDER

Cases of 48-5c. tins	Per doz.
48-10c. tins	\$0 45
48-15c. tins	0 75
48-25c. tins	2 25
48-35c. tins	2 25

### Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	3 00
Nixey's "Cervus", 1/2 squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 03 0 10



### J. M. DOUGLAS & CO.—Laundry Blue.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.	per lb. 16 1/2c
"Sapphire" 14-lb. boxes, 1/2 lb. pkgs.	per lb. 12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2-lb. pkgs., per lb.	10c

### Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/4 gross, 4 oz.	

### JAMES' DOME BLACK LEAD.

Per gross	
6a size	\$2 40
2a size	1 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.	
Cases of 5-doz. 5c. packages	Per do \$0 45
" 5-doz. 10c.	0 90

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2

### Chocolates and Cocoas.

#### THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$6 75
" " 1-lb. tins	3 50
" " 1-lb. tins	2 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 56
Chocolates—	
Queen's Dessert, 1/2's and 1/4's.	per lb. \$0 45
" " 6's.	0 48
Mexican Vanilla, 1/2's and 1/4's.	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8's	0 28
Icings for cake—	
Chocolate, pink, lemon color, lbs.	Per doz. \$1.75
Orange, white and almond, 1-lb.	1.00



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\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num bered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

### Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "



### Cleaner.

4-oz. cans	\$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart	3.75
Gallon	10.00

Wholesale Agents

The Davidson & Hay, Limited, Toronto.

### Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 boxes for \$8.00, or three boxes for \$2.40.

### Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	groats	1 25
" "	1-lb. tins	2 25

### Jams and Jellies.

SOUTHWELL'S GOODS. Per doz. Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry "	2 00
Apricot "	1 75
Black currant "	1 75
Other jams	\$1 55
Red currant jelly	2 75

### T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06 1/2
7 and 14-lb. wood pails	per lb. 0 06 1/2
30-lb. wood pails	0 06 1/2
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06 1/2
30-lb. wood pails	0 06 1/2
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

### Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
"Acme" pellets, 5-lb. cans	(fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" "	20 5-lb. cans 1 50
"Purity" licorice 10 sticks	1 45
" "	100 sticks 0 75
Dulce large cent sticks, 100 in box	0 75

### Lye (Concentrated).

GILLET'S PERFUMED. Per case.

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

### Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

### Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F.D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Ondor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35

### Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 0 25
1-lb. tins	0 23
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25



### Orange Meat.

Cases, 36 15c. packages	\$4.50
5 cas lots	4.40 (Freight paid.)
Cases, 20 25c. packages	4.10
5 case lots	4.10 (Freight paid.)

### Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
" " quart gem jars	3 40

### T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 96 1/2
Golden shred marmalade, 2 doz. case, per doz.	1 75

### Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz. \$2 50
Corked	1 90

### Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1 45
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### Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.  
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.  
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " (30 1-lb. " )	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	\$3 00
" " 10 oz., cases, 96 pkgs.	\$3 00
" " 16 oz., cases, 60 pkgs.	case.



# 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

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To Owner  
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page 62



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