

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, NOVEMBER 1, 1907.

NO. 44.



"At home and abroad"

KEEN'S OXFORD BLUE

enjoys the reputation at home and abroad as the most perfect and satisfactory blue made—Knowing this Mr. Grocer, it's money to you to make it your leading laundry blue.

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



"Crown" Brand Table Syrup

(CORN SYRUP)

PUT UP IN TINS

2-lb. tins—cases 2 doz.	Also in Brls., 1/2 Brls.
5 " " " 1 " "	Kege and Pails.
10 " " " 1/2 " "	
20 " " " 1/4 " "	

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

The enormous increase in the demand for this delicious table syrup in all parts of Canada is your most positive argument to stock it. The consumer knows it to be Pure, Clear, Rich, Nutritious and Healthful.

☞ SOLD BY ALL JOBBERS.

DEMAND "CROWN" BRAND.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East.
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

THE CANADIAN GROCER



1706 ——— 1907

Crosse & Blackwell,
LTD.

BY SPECIAL WARRANT

“Purveyors to the King”

FOR OVER 200 YEARS, UNEQUALLED IN THE
QUALITY OF THEIR PRODUCTS.

C. & B. Pickles

C. & B. Sauces

C. & B. Jams

C. & B. Preserved Provisions

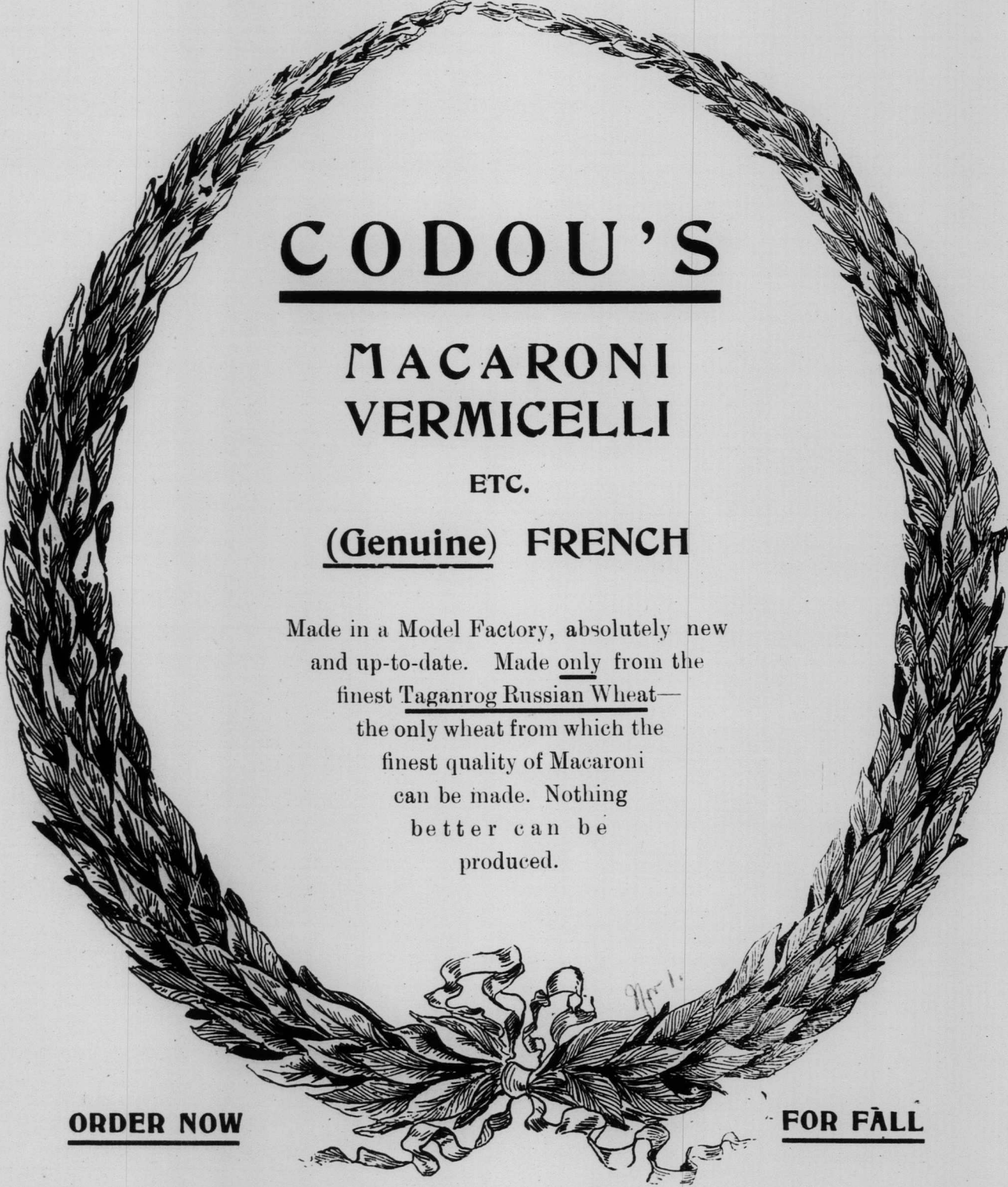
ARE

UNEXCELLED

AGENTS:

C. E. COLSON & SON
MONTREAL

THE CANADIAN GROCER



CODOU'S

**MACARONI
VERMICELLI**

ETC.

(Genuine) FRENCH

Made in a Model Factory, absolutely new
and up-to-date. Made only from the
finest Taganrog Russian Wheat—
the only wheat from which the
finest quality of Macaroni
can be made. Nothing
better can be
produced.

ORDER NOW

FOR FALL

ARTHUR P. TIPPET & CO., Agents,

**8 Place Royale,
MONTREAL**

**84 Victoria St.
TORONTO**



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

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

HAMILTON.

A. R. McFarlane Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish.
Canned Salmon—"Lifebuoy," "Otter" and "Salad."
Brands. Morris & Co., Pork, Chicago.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

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

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

On Spot
Currants
Raisins
Evaporated Apples
Barbadoes Molasses
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

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

TORONTO.

Evaporated Apples
NEW PACK
Ready for Shipment
Anderson, Powis & Co.
15 Wellington St. East
Toronto

VANCOUVER

RAY & WINDLE
Manufacturers' Agents and Commission Brokers
330 Homer Street, VANCOUVER, B.C.
Fruit and Produce Exchange of B.C.
Representing Dry Salters Limited, Montreal.
" R. S. Hudson's Dry Soap, Hull, England

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 13 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

M. B. STEELE
Wholesale Commission Merchant
and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References.

Joseph Carman. Est. 1887. Will H. Escott
CARMAN-ESCOTT CO.
GROCERY BROKERS
WINNIPEG, - MAN.
Sell wholesale trade exclusively. Highest possible reference. Reliable accounts solicited.
722-723 Union Bank Bldg. Phone 493

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

(Continued on page 4.)

NEW FRUITS FOR FALL TRADE

We are Headquarters for all Lines.

Figs

Camel and **Parthenon** brands.—10, 20, 30 and 40-lb. boxes, 2-lb. Fancy Locoums, 10-lb. Umbrella Boxes, 16-oz. Glove Boxes. **Washed Figs.**—6-oz. and 14-oz. glass bottles. **Stuffed Figs.**—14-oz. bottles. **Commadre Figs.**—Tapnets and Serons of 4 taps.

Currants

Our shipments ex S.S. "Bellona" are now in store. Don't forget, our brands of **Cleaned Currants** are not equalled in the trade.

Dates

We are quoting special prices for shipment upon arrival of **New Dates** this week. **Fard, Hallowee** and **Sairs.**—"Royal Excelsior" fancy 1-lb. packages.

Prunes

Arriving this week, a carload "**Nonpareil**" brand.—25 and 50-lb. boxes. 40/50, 60/70, 70/80, 80/90, 90/100.

Raisins

Valencia Raisins.—Our "ANCHOR," finest select, and "the finest packed." "GOLD MEDAL," fancy 4-crown.

Malaga Raisins.—We have now a full assortment. 22-lb. boxes, 5½-lb. qr. flats, 1 and 2-lb. fancy cartons.

California Seeded.—A carload. "Anchor" and "Nonpareil," fancy, 16-oz. "Monogran," choice, 16-oz., "Majestic," fancy, 12-oz.

Now is the time to order. Our prices are right.

The **EBY, BLAIN CO.,** Limited

Wholesale
Grocers, Importers, etc.

TORONTO

Manufacturers' Agents—Continued.

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

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

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

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK.

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT.
Special Attention to Advertising

EXPORT TRADE DEPARTMENT
Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

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

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A. B. C. 4th and 5th Eds.

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.
We have a large and old established connection amongst leading wholesale and grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

This space \$15 per year

You can make money as well as oblige your customers if you handle our
BASKETS
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co., OAKVILLE ONT.



NO ACID OR GRIT
will be found in "Majestic" polishes
The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.
"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.
Write for sample and prices. 71
MAJESTIC POLISHES, Limited
575 Yonge Street - Toronto, Canada

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, & C.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O.

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—
CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.
THOS. G. IRVING, Gen. Man. Western Canada. Toronto.

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357. Toronto.

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.

“The Real Thing”

“What does it profit the retail grocer in the end to push the “nearly as good” article? While he has been making one-sixth of a cent profit for two cents worth of extra work his neighbor grocer has been handing out “the real thing,” and lots of it. His customers come in and ask for it, and recognize it because it bears a well-known brand which even the children know as a guarantee of excellence.

At last there comes a time (it always comes) when the “nearly as good” article reaches the end of its string. It may have been put out of business, or it may have been skinned in quality until it is a business suicide to handle it any longer. **Has the trifling extra profit paid for the trouble of pushing it instead of selling it**—for the unknown, but none the less certain, percentage of dissatisfied customers—and finally for the up-hill work of beginning all over again with another new brand of goods? **Well, hardly!**

In the meantime, the dealer who handles “the real thing” still keeps passing called-for goods across the counter under the same old brands.

“The real thing” in Canned Fruits and Vegetables are:—

“CANADA FIRST”	“KENT”
“LITTLE CHIEF”	“LYNN VALLEY”
“AUTO”	“MAPLE LEAF”
“LOG CABIN”	“LION”
“HORSESHOE”	“THISTLE”
“GRAND RIVER” and “WHITE ROSE” Brands.	

These brands have been on the market for over a quarter of a century.

QUALITY GUARANTEED by

CANADIAN CANNERS, LIMITED

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**QUAKER
CANNED
GOODS**

Packed by
The Bloomfield Packing Co.
at Bloomfield, Ont.

For

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Forging Ahead More Rapidly Than Ever

During the past six weeks

"SALADA"

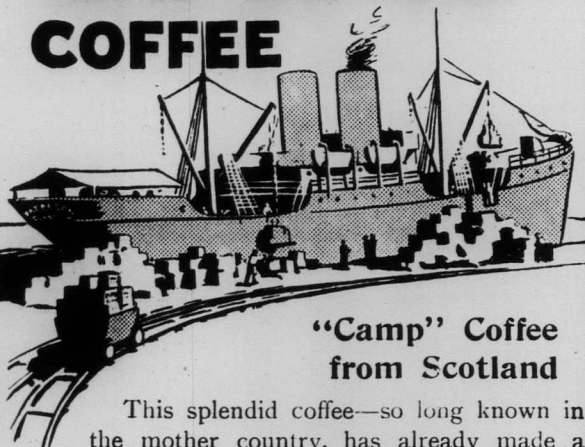
Increases, in Canada alone, have been as follows :

For week ending Sept. 21st, our increase was	26,249 lbs.
For week ending Sept. 28th, our increase was	17,760 lbs.
For week ending Oct. 5th, our increase was	21,010 lbs.
For week ending Oct. 12th, our increase was	20,425 lbs.
For week ending Oct. 19th, our increase was	12,257 lbs.
For week ending Oct. 26th, our increase was	9,013 lbs.

Total increase for the six weeks in Canada alone
over the corresponding period of 1906 was 106,714 lbs.

'CAMP'

COFFEE



"Camp" Coffee
from Scotland

This splendid coffee—so long known in the mother country, has already made a great name for itself in Canada.

It pays the distributor—pays him handsomely—pleases the customer—pleases her thoroughly.

"CAMP" not only maintains its own high reputation, but adds to that of every grocer who sells it.

MANUFACTURED BY—
 R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW
 AGENTS — ROSE & LAFLAMME, MONTREAL



The Hall-Mark of Highest
Quality is Found in


STERLING BRAND PICKLES

Grocers in all parts of Canada bear testimony to this fact in the large sales and the satisfaction that comes of handling these well - known made - in - Canada pickles.

Buy from your jobber
or order direct.

The T. A. LYTLE CO.
Limited

TORONTO - CANADA



**Y. & S.
SCUDDER
M. & R.** } **STICK LICORICE**

**ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,**
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. MOINDOE, Agent.

Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. DALY, Agent, St. John, N.B.

J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"
BRAND
Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

C. DeCARTERET,	-	-	-	KINGSTON
GEO. MUSSON & CO.	-	-	-	TORONTO
JOHN W. BICKLE & GREENING,	-	-	-	HAMILTON
GEO. H. GILLESPIE,	-	-	-	LONDON
CARMAN, ESCOTT CO.	-	-	-	WINNIPEG
C. E. PARADIS,	-	-	-	QUEBEC

Valencia Raisins

Next time you
Order, ask for

"M. D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by

Mahiques, Domenech & Co.

Canadian Agents :
ROSE & LAFLAMME
Montreal and Toronto

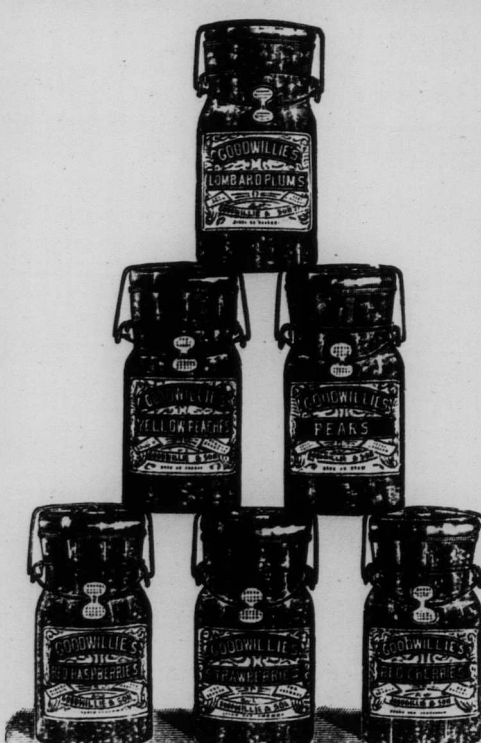
Canada's Best

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

Fully Ripened Fruits
being used they are delicious.

Appearance
They look tempting and taste as good as they look.

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



Agents: ROSE & LAFLAMME, Montreal and Toronto.

Canad



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FOR TEA
YOU CANT
BEAT LIPTONS



That's a short story briefly told.
It's the sum and substance of the TEA business.
Every up-to-date grocer knows what success depends upon
and that it doesn't pay to be without a good supply of

LIPTON'S TEA

Over 1,000,000 packages sold weekly
THOMAS J. LIPTON

Canadian Office: 75 Front St. East,

Toronto



"Pride of Canada"

PURITY

You have our absolute guarantee that any
maple syrup or maple sugar sold under our
label is **purest made**.

We stand ready to back this statement.

No need to fear the government inspector if
you carry our goods. They have stood the test
in the past, and will always be looked upon as the
acme of purity and perfection in maple goods.

**Maple Tree Producers'
Association**

WATERLOO, - QUE



If it were not a first-class washing
powder; if it did not give greatest
satisfaction; if housewives did not
and in it a long-felt want, then

PHENIX WASHING POWDER

would not be sold, known and
appreciated all over Canada as it is
to-day. Progressive grocers every-
where are handling it and reap-
ing large profits.

Are You Progressive ?

C. A. CHOUILLOU & CO.

Wholesale Canadian Distributors,

14 Place Royale, - MONTREAL

HAYCASTLE
and **PARADISE**
CURRENTS

The choicest growths
from the most favored
Districts in Greece.

We have new selected
Valencias in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers !

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

AN EYE TO THE MAIN CHANCE

is supposed to be characteristic of the retail trader. It ought to be, anyway. And the best of it is, the Main Chance can best be promoted by

PLEASING THE PARTICULAR PUBLIC

Although this country may easily be said to be a "land flowing with milk and honey," there is a distinct national taste for the real thing in Canned Goods. Thus the discerning grocer will take great pains in selecting the brand he intends to handle, in order to get the "real thing." That is only another way of saying

OLD HOMESTEAD BRAND of Canned Fruits and Vegetables

which is universally successful in satisfying the particular public. Reasons! Lots of them. Best fruits and vegetables grown, to begin with, then canned in such a way that the exquisite flavor is perfectly preserved.

**DON'T FORGET THAT CANNED GOODS
ARE NOW IN GREAT DEMAND**

The Old Homestead Canning Co.

PICTON,

ONTARIO

THE CANADIAN GROCER

E. NICHOLSON
 CODES,
 ABC 4TH & 5TH EDITION
 WESTERN UNION
 ARMSBYS 1901

D. H. BAIN
 CABLE ADDRESS
 NICHOLSON, WINNIPEG,
 CALGARY,
 EDMONTON.

Nicholson & Bain
 WHOLESALE
 COMMISSION MERCHANTS
 AND BROKERS.

BANNATYNE AVE EAST
 TRANSFER TRACK
 EDMONTON BRANCH NICHOLSON & BAIN
 CALGARY BRANCH NICHOLSON & BAIN

Winnipeg, Man.

To the Wholesale Trade of Canada

GENTLEMEN,—

Herewith please find estimates of the value of the Cereal Crop for the season of 1907-08 against the season of 1906-07 :

SEASON 1906-07	
Wheat, 90,000,000 bus. at 65c. average price paid the farmer at country points in Manitoba and the Territories	\$58,500,000
SEASON 1907-08	
Wheat, higher grades. 40,000,000 bus at 88c. (est. average price for the year paid the farmer at country points, Manitoba and the Territories)	\$35,200,000
Lower grades 30,000,000 bus. at 60c. (est. average price paid for the year at country points, Manitoba and the Territories)	18,000,000
	53,200,000
Decrease	5,300,000
Oats, 75,00,000 bus. (est. yield of oat crop for the year 1907-8 at country points in Manitoba and the Territories), at est. increased value per bus. over previous year of 10c.	7,500,000
Barley, 15,000,000 bus. (est. yield of Barley crop for the year 1907-8 at country points in Manitoba and the Territories), at est. increased value per bus. over previous year, 5c.	750,000
	8,250,000
Increased crop value as against 1906-7	\$2,950,000

It will thus be seen at a glance that the increased returns for Oats and Barley will more than offset the loss on Wheat. Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Offices and Warehouses:—

CALGARY

WINNIPEG

EDMONTON

ESTABLISHED 1882.

LEA'S

The Pickle with the Home-Made Flavor

We are offering a Sweet Mustard Pickle in bottle and bulk of excellent quality which has been pronounced by connoisseurs to be one of the finest Mustard Pickles ever offered to the Canadian trade.

**Try a small lot, and your sales of Mustard
Pickles will astonish you**

PACKED BY

The Lea Pickling & Preserving Co.
Limited.

SIMCOE, - ONTARIO

Goodwillie's Preserves

There is a short pack in these goods. We still have some for sale. Order Quickly.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Purest and Best

Windsor Salt

In order to avoid delays incidental to car shortage, we beg to suggest that orders be sent as soon as possible.

The Canadian Salt Company, Limited
Windsor, Ont.

JAPAN TEAS

Recent incoming vessels have brought me assorted samples of excellent liquoring Yokohama Teas to arrive within a short time, and I shall be pleased to submit samples on application.

SHAW T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company



**BE
JEL
SIX**

**STRA
PINEA
NUTT**

**SNO
449 St.**

THE CANADIAN GROCER

GREIG'S

WHITE SWAN COFFEE



is a delicate blend of the finest Mocha and Java imported direct by ourselves, roasted **just right** and packed **hot** into parchment bags—sealed and put into handsomely decorated square, hinged tins - one pound net weight. "The Coffee in the bag—the bag in the tin." Fresh from the roaster, the strength and the aroma of the Coffee simply cannot escape.

It is a Coffee prepared for **particular** people. The kind critical customers come back for. The kind that can be sold to people you never sold Coffee to before.

Two dozen pounds in a case

Try it and see how your coffee sales will grow. We depend on our first sale to make the second one.

The Robt. Greig Company, Limited

Toronto

BEE BRAND JELLY POWDERS

SELL

SIX FOR 25c.

Never before has such value been offered. That is why sales have been abnormal for such a line.

In **Bee Brand** we have quality and we have price.

And the grocer makes a profit!

Some of the flavors people ask for:

**STRAWBERRY
PINEAPPLE
NUTTO**

**RASPBERRY
CHERRY
LEMON**

and there are others

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, **MONTREAL**



**Pure Food is Essential
to Good Health**

**Wagstaffe's Fine Old English
Mince Meat**

Guaranteed absolutely Pure.

The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

We Have Moved Our Toronto Branch

Our friends will find our Toronto branch office now located at

20½ Front Street East

S. H. EWING & SONS, Montreal

**Currants
Almonds**

**Raisins
Filberts**

**Walnuts
Figs**

"Maple Leaf" brand Valencia raisins, Standard of Quality.

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited
QUEBEC Montreal OTTAWA

A SOAP WITHOUT AN EQUAL

at anything like the price, our

Mother's Delight

stands out as a leader which you can confidently recommend and which it will pay you to push.
We also make several other lines at popular prices and profit.

SAVONS FRANCAIS, C. PAGNEULO, Manager, MONTREAL
Office: 392 St. James St. Factory: 1658 Notre Dame Street East.



AT THE BACK OF IT

At the back of the success of the E. D. S. Brand of Jams and Jellies, there are several sound reasons. Purity of Material, Cleanliness and knowledge in manufacture and lack of the slightest adulteration, have made

E. D. S. Brand JAMS and JELLIES

the standard by which other brands are judged. Can you afford to be without a stock of this standard brand?

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

BRANSON'S

CONCENTRATED COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.



CONCENTRATED COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.



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.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Oso Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Less work and better results

If Allison Coupon books merely reduced work, they might, in some small establishment, be considered a dispensable luxury.

But you can entirely disregard the time and labor-saving element, and still the system more than pays for itself in the cutting out of **ACTUAL MONEY LOSSES**,

the increased satisfaction to customers and the large trade it entails. Hundreds of merchants that are using this system, could not at any price, be induced to revert to the old fashioned method.



ALLISON COUPON BOOKS

How They Work:

If a man wants credit for \$10 and you think he is good for it, give him a \$10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with \$10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The **EBY, BLAIN CO., TORONTO**

Canadian Agents



ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. \$2.00 per bottle, delivered with full directions. Book 5-C, free.

ABSORBINE, JR., for mankind, \$1.00 Bottle. Cures Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents: LYMAN BONE & CO., Montreal.

The Essex Flavor!



Essex fruits and vegetables are grown in the immediate neighborhood of the plant, with no delay between garden and factory, no exposure to lessen their value and nothing to decrease in any way their freshness and flavor.

The name and fame of Essex Canned Goods means a quick demand for all we produce. Orders should be placed at once to make sure of delivery.

The ESSEX CANNING AND PRESERVING CO., Limited, 28 WELLINGTON STREET EAST TORONTO, CAN.
 Factory at Essex, Ont.

THE TIME TO ORDER

2 in 1

Is Right Now



Cold weather is nearly here, when shipments will have to wait for favorable weather conditions. But the demand for 2 in 1 is unceasing and the wise grocer gets a substantial stock in early.

Remember that "once a 2 in 1 customer always a 2 in 1 customer." Repeat orders pay permanent profits.

The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

Stock "the Best."

KIT

COFFEE

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 24 St. Peter St.; Ontario, A. E. Bowron, 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess Street.



"Keep up with the Twins"



"Keep up with the Twins"

Handle

**GOLD DUST
WASHING POWDER**

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK CO., - MONTREAL



**MORE PEOPLE SEE YOUR
DELIVERY WAGON**

han ever see the inside of your store. It is as important for you to have a good delivery wagon as it is to have a clean stock. It is false economy to deliver goods to high grade customers in a wagon fit only for the scrap heap. Get an "Abbott" wagon. It will advertise your store **effectively** wherever it goes. **Write us a post card for some interesting news we have for every grocer.**

H. G. ABBOTT & CO., LONDON, ONT.

**A SLIGHT
DIFFERENCE**

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

From An Ontario Traveller

"————— are about dissolving partnership and are not buying any goods until the old business is settled up, and they said: 'You can book us an order for **RED ROSE** all right for we use that ourselves and can't afford to be without it.' Even where several other brands are kept I find very many merchants prefer Red Rose for their own use."

One of the very best proofs of the superior quality of Red Rose Tea is the fact that most merchants who sell it use it in their own homes.

If you are not doing so will you try it.

T. H. ESTABROOKS
ST. JOHN, N.B.

TORONTO—3 Wellington East, G. H. Campbell, Manager
WINNIPEG—315 William Ave., F. G. Walker, Manager

WARMINTON'S CLUTCH NAILS



The best device on the market for
Repairing and Strengthening Boxes.
You know **them**. If not, **try** them.
Stock up for your fall trade.

Samples on request.

J. N. WARMINTON

**43 Scott St.,
Toronto.**

**207 St. James St.,
Montreal.**

DELICIOUS! "BALMORAL"

Reg'd.

Crab Apple Jelly

Specially prepared for high class trade.

We are making **SPECIAL OFFER**
of above line. Inquire of our nearest
agent or write direct to

J. W. WINDSOR,
SOLE AGENT,
MONTREAL

THE CANADIAN GROCER

MINCE MEAT

Condensed, in Packages
Bulk in Pails and Tubs.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

Rowley's Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. ROWLEY
DENIA

Extra Fine Selected

These are the brands recognized as the
standard for years.

You are safe to stock them in such belief.

S. BODI
DENIA

Finest Selected

Shelled Almonds, in 28-lb. and 14-lb. boxes.

We have the real goods.

Write for samples.

UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

Denia, Spain

Agents: Wm. C. Christmas, 22 St. Francois Xavier St., Montreal
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

CHRISTMAS WANTS PROMPTLY FILLED

We have just received a large
shipment of

New French Cherries
Olive Oil

Crystallized { Rose Leaves
Lilacs
Violets, etc.
For decorative purposes

direct from MARTIN FRERES, the celebrated
French dealers.

SHELLED ALMONDS

CACHEW NUTS from Ceylon

We are also agents for

DE FORNEL & CO'S famous

SHELLED WALNUTS

The largest NUT firm in the world.

LET US KNOW YOUR WANTS EARLY

W. P. DOWNEY, 26 St. Peter Street, MONTREAL

"Trenors" Blue Eagle

Selected and Layer Valencias, arrived by first direct Steamer from Denia.

Don't be fooled with the "Just as Good" yarn. If you want ordinary brands, we will sell them 20% less.

Finest quality Cleaned Currants in bulk and packages, by same steamer—all at bottom prices. Write for quotations.

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL



THE
MOST BEAUTIFUL

Line of

**Xmas Cracker Novelties
Table Decorations and
Xmas Stookings**

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.
London, W.C., England

ARTHUR E. BOWRON
Hamilton, - - Canada
Canadian Agent



contains the greatest cleansing materials known, and will leave any article like new if washed properly. It will not injure anything that water will not ruin.

Do you sell this Popular Brand?

The Welcome Soap Co.
Limited
St. John, - N.B.

A PAYING INVESTMENT

for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL
JOBBERs

3/4-lb. tins—8 doz. in case.

"The Very Pink of Perfection"

is by no means an overdrawn description of

FARMER BRAND

Canned Fruits and Vegetables

Every particle of fruit and vegetable which gets into a Farmer Brand can get there only on condition of there being absolutely no better particle anywhere. The crop of fruits and vegetables from Prince Edward County cannot be excelled for flavor anywhere else on earth. And Farmer Brand is made from the pick of that crop. Moreover, the Farmer Brand process preserves every speck of the flavor of ripe, luscious fruits and vegetables.

IT'S UP TO YOU TO STOCK THE BEST

The Farmer's Canning Co., Limited, Bloomfield, Ont.

TODHUNTER'S
 THE STANDARD FOR COFFEE DRINKERS
 THE BEST TONIC FOR BREAKFAST A LUXURY
EXCELSIOR
OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE
COFFEE
 TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO

Keystone Brooms



Brand Brushes

Do you know, Mr. Grocer, that you can

MAKE MONEY

by handling the right kind of brushes? We have a line of Scrub, Stove and Shoe Brushes which are

EASY TO SELL

on account of sheer merit. Solid backed, steel fastened, elegantly finished and made in a variety of the choicest materials. The prices are popular and there is a

GOOD MARGIN OF PROFIT

Write now for Samples.

Stevens-Hepner Company
Limited

Port Elgin, Ontario

Tartan BRAND SIGN OF PURITY IN STOCK

Blueberries, 2's and gallons
New Shelled Almonds, Valencias and Jordans

New Table Figs
New Malaga Raisins
New Sultanas

New Select Valencias
New barrels and ½ barrels Labrador
Herring

New ½ barrels Sea Trout
New ½ barrels and Kitts Mackerel
New Boned and Skinned Cod 100's
Gaspe, large and dry fish.

Our Travellers have Low Prices

Long Distance Phone 596

BALFOUR, SMYE & CO.
Wholesale Grocers, - - HAMILTON

MATHEWSON'S RED VICEROY SALMON

Price \$1.75 dozen

This salmon carries our personal
guarantee to be equal to anything
on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of
production. Every bottle gives satisfac-
tion and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY**
gives wonderful value. One bottle makes 40 cups of
delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer
outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

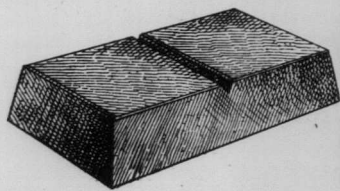
Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Dealers are requested to write for special free deal.



SURPRISINGLY SUSTAINING

LAMONT, CORLISS & CO., 27 Common St., MONTREAL



Maple Sugar

Guaranteed Absolutely Pure

Just as advertised. Read Bulletin No. 140, just issued by Inland Revenue Department. **Not one sample found to be adulterated.** We have picked out an extra light colored sugar to sell you this season. Order now.

Color, flavor, purity guaranteed. Freight prepaid up to 40c. per cwt.

48 blocks to a case, \$3.00. Sell at 10c. each—60% profit
40 " " 3.00. " 10c. " —33% "

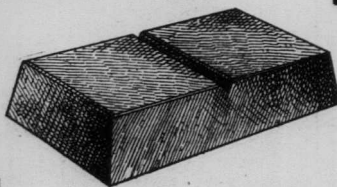
Scored. Can be broken in two to sell at 5c.

IMPERIAL SYRUP CO.

MONTREAL WINNIPEG

CALGARY

EDMONTON VANCOUVER



"No Horseowner should be without

MOLASSINE MEAL

as everything living thrives so thoroughly on it. No better Appetiser, Digester and Health Preserver was ever on the market, and its cost, according to its real value, is but trivial. Molassine Meal is guaranteed free from spice, condiment or drugs of any description whatever, other than its natural sugar."

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL

THERE'S AS MUCH DIFFERENCE IN COCOANUT as in anything else



The kind that turns sour or discoloured isn't the kind that pleases your customer.

We have been in the business now for many years and have turned out more good, pure, wholesome Cocoa Nut than all the other factories in Canada put together.

Doesn't it stand to reason we can give satisfaction with our **WHITE MOSS BRAND**?

Are you selling it?

Ask our agent in your district for samples and information.

The Canadian Cocoa Nut Co., 107 Lagachetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS.
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY



BOOST YOUR BUSINESS

The best and only way to give your business the permanent boost is to satisfy your customers—always.

For doing this, there's nothing like

Mathieu's Nervine Powders

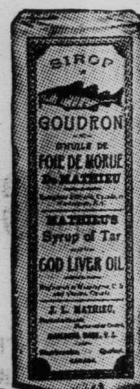
because a headache cured is a permanent customer sure. (18 powders in every 25c. package.)

Quite a number of people take Mathieu's Syrup of Tar and Cod Liver Oil throughout the Summer. A word to the wise is sufficient.

J. L. MATHIEU CO.,

Proprietors,

SHERBROOKE, P.Q.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,

1/2 dozen in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.

Sold by all Sale Dealers

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



IN STORE

New Malaga Raisins
Boxes, $\frac{1}{4}$ -Boxes, 1-lb. Cartons

New Table Figs
All sizes and Packages

New Cooking Figs

New Sultanas

New Candied Peels

New Holland Herring

New Mackerel

New Labrador Herring
Barrels, $\frac{1}{2}$ -Barrels, Pails

JAMES TURNER & CO., Limited, Hamilton, Ont.

NEARLY ALL THE PEOPLE

eat canned fruits and vegetables. And most of the people who are particular about what they eat, want the

Burlington Brand

This is only natural. Because in the Burlington Brand they get goods of the highest quality, accompanied by unspoiled natural flavor. In the Burlington Process the flavor is **not** evaporated out of the material which is often the case with inferior goods, but is perfectly preserved.

Burlington Brand Always Satisfies!

The Burlington Canning Co., Limited, Burlington, Ont.

WHAT TO DO
IN
NOVEMBER

Pertinent Hints for Spare
Moments This Month.

How to Get the Early
Christmas Business.

The earlier people can be persuaded to do their Christmas buying the better for all concerned. And this fact applies to the grocer just as well as to the jeweler and the stationer and the fancy goods man. If the regular supplies of Christmas goods can be sold earlier there will be more time to look after the special lines, and the last-minute orders which are bound to come along a few weeks later.

November, then, is the month to get busy with Christmas goods. Fill your advertisements with quotations on ingredients for mincemeat, and Christmas cakes and puddings. This means raisins, currants, peels, spices, nuts, icing sugars, etc. Get the housewives impressed with the idea that Christmas is coming and coming mighty fast and they'll come in to do the buying.

These goods ought also to be gotten out and put in a place where they can be conveniently gotten at. A window display of seasonable lines for the Christmas baking should stir up some business. A card something like the following, displayed in the window or in some prominent place in the store should also be a help.

For
CHRISTMAS CAKES
AND PUDDINGS
We have the Ingredients in Mouth-
Watering Qualities.

The candy business is one of the big features of Christmas. It will pay the grocer, no matter how small, to give attention to this and to order several special lines for the last week's trade. Try a case or two of Christmas crackers, if you have never sold them before, and see if you can't get the community wakened up to using these things. They are an easy thing to display, and with an assortment of candy give a store a decidedly Christmasy appearance.

The fly season is now over. If you haven't had a fall store-cleaning, now is the time to do it, before the Christmas goods come in, and the Christmas rush is on. And while cleaning up don't forget to rub the fly specks off the canned goods and paper packages with a damp cloth. It will brighten the goods up immensely and make them considerably more saleable. While doing this, also, it's a good time to change goods around on your shelving. Don't keep the canned goods and the breakfast foods and the extracts in the same place for month after month. Move them around occasionally and they'll give the customer an impression of change and newness. Differences in arrangement are always noticed and always realize well for any trouble spent in that way. Put your

new canned goods on the shelves when they come in, instead of leaving them in the cases down cellar. And let the people know that they are new. The idea of freshness is always attractive. You might tell them by a card like this:

NEW CANNED GOODS.

From the Orchard to the Cannery.
Then Direct to us.
As Fresh as we Can Get Them.

It's just at this time of the year when the public seems to grow tired of the many varieties of manufactured breakfast foods and turns to the old reliable oatmeal porridge. For a good many people the cereal forms the major part of the morning meal, and for these a cold, ready-cooked breakfast food is not a very substantial foundation with which to face a frosty November morning. Grocers ought to provide for this. Rolled oats is a pretty standard article, but one that will pay emphasizing occasionally. Now is the time to push it. A suggestion may make many a sale. Then, too, if you are loaded up with a stock of the manufactured foods in packages, why not run them as specials for a few days and clear off what you won't be able to dispose of during the winter? Two or three of these lines, of course, are always in demand, but every grocery has packages of several lines which are not asked for once a fortnight. These might well be gotten out of the way. A suggestion like the following should stimulate the demand for rolled oats:

PIPING HOT PORRIDGE.

Comfortable on a crisp morning.
We have the oatmeal for it,
and its pretty good, at

Comprehensive plans should be made during November to corral and handle the Christmas business. Methods of Christmas store display and window dressing should be thought out, and the materials procured in advance, so that these matters will occasion as little trouble as possible later on. Arrangements should be made for special delivery service during the busy week or two preceding the holiday, and the extra clerk or two which may be neces-

sary during the rush should be provided for a week or two in advance. The Christmas season is a harvest for the grocer. Every preparation should be made to take advantage of it.

CHEERY FALL OUTLOOK.

Montreal Wholesaler Chats About Business Prospects.

"Wholesalers are very optimistic about fall business," said Zeph. Hebert, of Hudon, Hebert & Co., to The Canadian Grocer this week.

"All over Canada business seems to be brisk, and orders which are coming in are very satisfactory. We are late this year in the delivery of many of our futures, which we thought we would have placed in October, but which we now find carried over to this month. Shipping these will keep the wholesale trade very much engaged during the best part of this month, when taken with their regular trade.

"Collections we find very good, speaking generally. A few weeks ago the alarmists rumors about the crops in the West had an effect upon the money situation as it affected the grocery trade, but now that a good crop is assured things are better all round, and our collections in the Northwest show the improvement that has taken place. In the Maritimes, and in Quebec and Ontario we have little trouble with our customers. Crop prospects did not effect their payments one way or the other.

"As for what is left of the year, I believe we shall do a fine business for the months of November and December. Wholesalers have still some holiday selling to do, and they will be kept busy handling this and their staple trade."

TRADE NOTES.

Vancouver is to have a big Pure Food Show during the first week in November.

J. S. Callan, general storekeeper, of Avon, Ont., has sold out to G. D. Binkley.

John Falconer, grocer, of Thirndale, Ont., has sold his business to George Dean.

The assets of T. O. Longchamp, general storekeeper, of Ottawa, are advertised for sale.

The stock of Siegfried Atkinson, general storekeeper, of Haileybury, is advertised for sale.

R. J. Gordon, general storekeeper, of Kars, has assigned to J. M. Argue.

G. S. Brock, of London, has sold his grocery business.

P. Dodds & Son, general storekeepers, of Watford and Warwick, have sold the Warwick branch of their business to Robt. McKenzie.

R. A. Rogers & Co., wholesale fruit and produce merchants, 85 Lombard St., Winnipeg, have sold their business to Nash Bros., of Grand Forks, N.B., who will run the Winnipeg store in conjunction with their business in North Dakota.

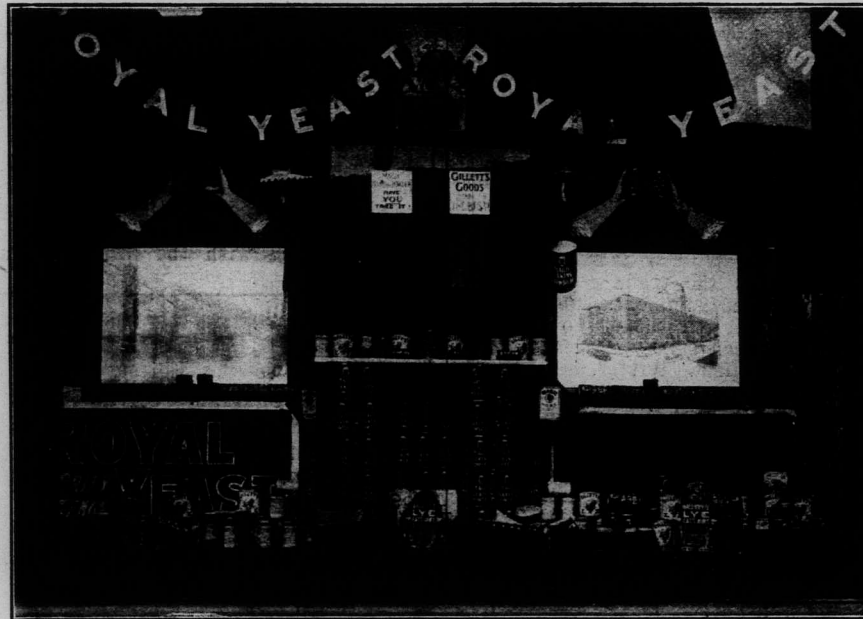
EFFECTIVE WINDOW DRESSING

A Good Fruit and Vegetable Display—Window-dressing in Newfoundland—Profit by Other People's Success—Design and Display.

Some weeks ago a photo of a window dressed with Gillett's goods was shown in this department. This week we reproduce another—not because of the merits or otherwise of the goods displayed therein, but because the Gillett people know how to get the public interested in what they have to sell, and how to keep them interested. This knowledge is the result of long experience in business, profitably employed. There is not much chance or guess-work about it. And one inevitable result of acquiring knowledge and experience yourself is the necessity of imparting some of it, with or against your will, to other people. Thus the Gillett Co., who have learnt by practice how best to display their goods and force the attention of the buying public, are today spreading the results of that experience among their less fortunate brethren. Much of success in business lies in studying other people's methods. Adapt to your own business the successes of your competitors, and avoid their mistakes, and no rut that was ever dug will be deep enough to hold you.

The Gillett window shown here is in the store of T. J. Allan, of St. Johns, Newfoundland, and was designed by T. J. Shortall, Mr. Allan's head clerk. It shows care and thought, considerable artistic feeling, and a good sense of the principles of lay-out and design. Mr. Allan says that it attracted as much attention as any window he ever saw in St. Johns, and though his may con-

ceivably be a prejudiced opinion, the window undoubtedly merits the attention of all grocers who are open to ideas and suggestions for making their own

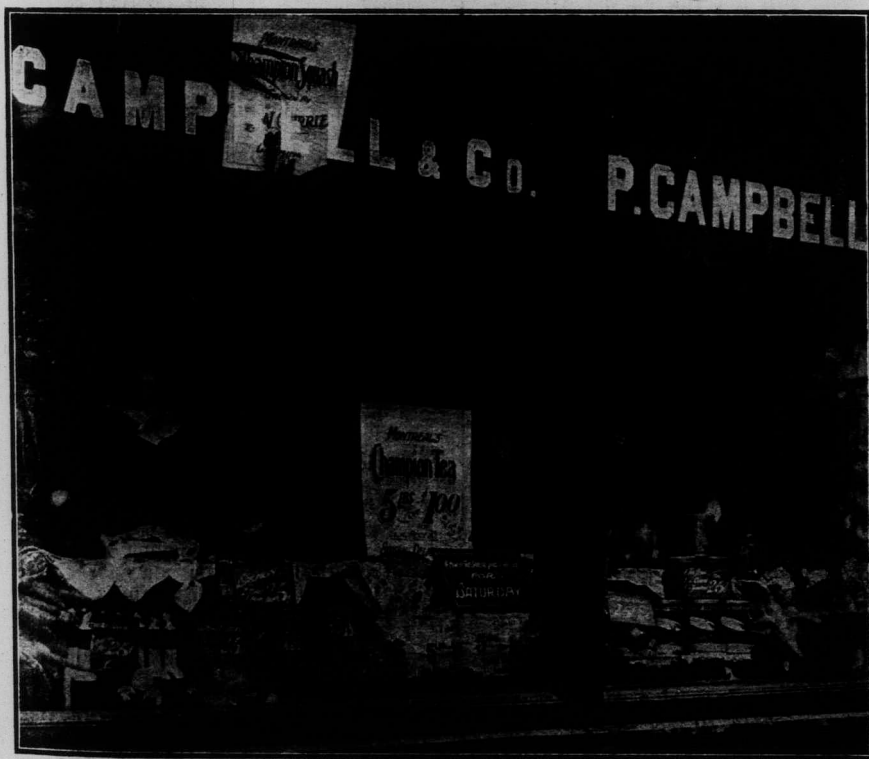


Design and Display in Harmony.

windows a more effective magnet of drawing custom and keeping it.

A MONTREAL WINDOW.

The value of an attractive window as a medium of creating trade was shown recently at P. Campbell & Co.'s store, Montreal, when a special bargain day was arranged, and made known by the medium of hand-bills, and a window specially dressed for the occasion. In an end corner a stock of vegetables was ar-



A Fruit and Vegetable Window.

ranged so that the different colors blended, and red poppies set between the green foliage added considerably to the effect. At the bottom of the window were placed the various special lines advertised, all being ticketed. At the back were plates of first-prize apples, these fine specimens of fruit being much admired. In the centre was a mammoth squash, tied round with red ribbon. It weighed considerably over 100 pounds and proved a great drawing-card.

At each side were smaller squashes, and at the back, on a raised platform, were tall palms and ferns, which completed a fine picture of fruit, flowers and vegetables.

Shelves at the side were hung with bunches of grapes, while the whole staging on which the goods were shown, was covered with fancy green paper. Green was also the color used to drape the window-frames.

Needless to say the window was a great attraction, many coming from a considerable distance to see it.

The day's trade was doubled, and the special bargain day has been the means of winning many customers. The window was arranged by one of the clerks, K. Harrison.

M. Rosseau, general storekeeper, of Warwick, P.Q., suffered serious loss by fire last week.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

OTTAWA.

For want of time your correspondent has not sent any Ottawa news for weeks and while greatly interested in the news from other points of our province, has regretted his inability to join in the dance until now.

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Reports from the trade generally are good. Since the summer season is over and families have returned to the city business has been brisk. Prices of most lines are very firm. Butter, eggs, fruit, flour, bread and milk, articles which are practically necessities of life, are reaching figures beyond what housekeepers have ever been accustomed to pay for them, so that it is no pleasant duty when serving the public nowadays to have to explain the reasons for these advances. On the other hand, no one seems to be suffering, as consumers seem to buy as freely as when values were much lower.

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The cost of feeding horses is an item of considerable worry to dealers this year. With hay at \$20 to \$22 a ton, and oats 52c to 55c a bushel, it is just about double as expensive this year as it was last.

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The Grocers' Association of this city is just as live an organization as ever. With President Forde in the chair for his third term, the work is going on most successfully. Perhaps just at present the most important matter ever taken up by the association, and what looks as if it will be an accomplished fact in a short while is the credit and reporting department, which was agitated for last winter, and which has been in the hands of a committee who undertook to prepare a system and report. The committee, consisting of Messrs. Forde, Atkinson and Ellis, reported at the last meeting that they had made a careful study of what was, to their mind, desirable, and that they had taken the matter up with a reliable firm, consisting of a broker and solicitor, through whose office the work could be done systematically. The plan of the Ottawa association is to have a report as to the standing of every customer of each member of the association, on file in this office, the same to be arranged in a card system, and intelligible only by a code known to the members of the association, who pay for this branch of its work. It will readily be seen that when a dealer is asked for credit, instead of inquiring from sources not always reliable, by phoning or otherwise, he can secure the information he wants privately, quickly and in a businesslike manner through the code adopted.

The committee also reported in favor of all members placing accounts for collection through the same office, at a rate of 10 per cent. for collecting, no charge to be made for solicitors' fees in the event of a suit being entered. The question of the cost of the reporting was left in the hands of the committee to further confer with the firm undertak-

THE BEAN SITUATION.

To the Editor.

Your Chatham correspondent has made light of the failure in the bean crop all through his letters since the frost of July 2nd.

The section of country immediately along the lake shore was not hurt by frost, but north, again, more than 50 per cent. of the crop was completely destroyed. True, a great deal of this land was planted again, but not nearly all.

Then the extremely dry weather of July and August kept the early beans which were left from filling, so that the best part of them will not run on the average more than 12 bushels to the acre.

The dry weather affected the late planted ones, too, and, worse still, at harvesting time, in October, we had continuous rains and the beans lay on the ground wet for days, and, in a great many cases, for weeks. The result is a bad sample, and many fields will only make feed beans. These late ones are not threshed yet, and are not dry enough in the barns to thresh. How can the farmers market them?

The whole situation then is this: The whole acreage will not average over 8 bushels to the acre of marketable beans.

Then why should the farmer not get a good price for his crop?

J. S. FOSTER.

Highgate, Oct. 28th, 1907.

ing the work, and to report later before being finally decided upon. Should this system be adopted and found to work well, it is the intention of the association to endeavor to get the whole branch interested and in that way a report of practically all accounts in the city will be secured. The Ottawa association thinks this idea far ahead of so-called

black lists, as used elsewhere—in fact, numbers here would not hand in names of customers with amount of accounts and other necessary information, when the same was handled by another member of the association, as it left room for talk and was not businesslike—but when it was understood that the information will now be gathered by a trustworthy firm and by code, no member raised any objection, but everyone seems to be quite willing to facilitate the work in every way, should it be undertaken.

* * *

The early closing of stores, which went into effect in the spring, has been found a success—conditions of doing business are what may be termed "ideal," when one looks back and thinks of the past. Nearly all stores close at 6 p.m. on ordinary week days, and at 9 p.m. on Saturdays. I say nearly all, because after the by-law was passed for the hours above stated, and after it had been in effect for some time, it was declared void by the court, through some technicality, although the decision was appealed. A very few stores remain open until 7.30 on ordinary nights and close at 9 p.m. Saturdays, on account of a general by-law passed by council for Saturday night alone. Ottawa merchants speak highly of this movement, and those who opposed it are its warmest supporters now. And surely OTHER CITIES CAN DO THE SAME, IF WE CAN.

* * *

At present one of the liveliest topics in grocery trade circles is the market question. Ottawa has a market by-law which prohibits dealers and hucksters from buying before 8 a.m. in the summer months, and before 9 a.m. in the winter season. This is an old by-law apparently introduced to gain aldermanic favor. It is of no real use, as it has been constantly violated. The Grocers' Association pointed this out to the council and asked for an open market. Since that time one of our city papers has sent reporters to the market and proved the truth of the association's statement, but added fuel to the flames by showing up the negligence of the inspectors; so that the whole question is to be threshed out shortly by the property committee. In the meantime your Ottawa correspondent would like to know, through your columns, from the different towns, if they have any market regulations which prohibit buying before certain hours by dealers. Any answers to this request in next week's Grocer will be appreciated by Ottawa.

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It looks as if the capital will have a new station and hotel built by the Grand Trunk Railway, at a cost of two or three million dollars. The site chosen is just now causing considerable controversy, it being on Major's Hill park, one of the oldest and most beautiful land-marks in Ottawa, and one which, although possibly very fine for the railway people, does not meet with the approval of the public generally. They want the station and hotel, but do not see the necessity of the Dominion Government (which controls the park) allowing the company to secure the park site, especially when other good ones are available.

Joe. Go Merchants looking aft ing in rec sections.

Messrs. Bank street of F. W. and his br time with Mills Co.

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Joe. Godin, organizer for the Retail Merchants Association, is in the city looking after the annual fees and assisting in reorganizing some of the trade sections.

Messrs. Forde Bros. are opening on Bank street; the new firm will consist of F. W. Forde, grocer, of Rideau St., and his brother, A. E. Forde, for some time with the Western Canada Flour Mills Co.

BARRIE.

Never in the past year has the market been so well supplied with produce as it was on Saturday. Signs of Thanksgiving were very evident in immense quantities of turkeys, geese, ducks, and chickens. The prices of turkeys ranged from eleven to fourteen cents, geese ten to twelve, ducks eight to ten, and chickens nine to ten, while old fowl brought eight cents. Potatoes were in demand and sold from seventy to eighty cents per bag. A few loads of hay appeared, but were picked up very quickly at twenty dollars a ton.

The general talk with the farmers and townspeople, nowadays, is the high prices of everything prevailing throughout the country. On all sides may be heard this complaint, but wait till this winter is over.

Armours. Limited, have adopted a new idea of demonstrating, so as to do away with jealousy among the grocers who handle their goods, and want a demonstrator in their own store when one comes to town. This week one of their lady demonstrators was at work in Geo. Vickers' dry goods store, one of Barrie's best stores, demonstrating the different lines they manufacture, and turning these orders over to the merchant from whom the customer usually bought.

Two noticeable factors in the grocery trade took another jump this week, one being cheese, which now lands that article at fourteen cents fo.b., here. Flour has now reached the \$5.20 mark for half Manitoba milled here.

Chief King was on the warpath this week, and was around to various merchants looking for short weight butter and bread.

The request of the bakers of this town to have the standard weight of bread reduced, was refused by the Council last week. The bakers, they say, having a remedy under By-law 561.

Complaints are very numerous among the merchant here, about the way their merchandise has been arriving by the Grand Trunk. Every day seems to bring forth a complaint. Fruit, especially, is tampered with, and also confec-

tionery. Only a few days ago a man in the employ of this company was arrested for stealing a case of canned tomatoes from Allandale transshipping sheds while en route for Collingwood, but he was acquitted. No wonder this thing continues and the merchants suffer.

CALGARY.

There has been a decided improvement in the grocery business during the past week. Retail merchants report considerable increase and the wholesale houses say that, considering the stringency of the money market at the present time, and the general conditions of trade throughout the country, collections are phenomenal.

The firm of Copas & Emmerson, who have been in the grocery business here for many years, is about to undergo a change. Mr. Copas, the senior partner, has sold out his interests to Mr. Em-

PRIZES FOR WINDOWS.

Most grocers have been putting in special window displays for Thanksgiving, and all of them will be making a special effort for Christmas. The Canadian Grocer offers three prizes for the three best photos of window displays sent in between now and December 25. Don't wait till just before Christmas to enter this competition. Start right away and try and get all three prizes. It has been done before, and may be done again. The awards are made strictly on merit and the decision of the judges must be regarded as final.

Every clerk should know how to dress a window. If there is one who doesn't, now is the time for him to get busy, and surprise both himself and his boss. This remark may be ambiguous, but it is well meant.

merson, who will in future carry on the business alone.

The retail clerks have recently organized under the name of the Retail Clerks International Protective Association, local 642, Calgary. The objects of the association are to shorten the hours of work and secure a weekly half-holiday during the summer months. No attempt will be made to interfere with the question of wages. The organization is already strong in membership, and is thoroughly representative of the different trades.

Messrs- Codville & Co. are adding two more storeys to their already large warehouse, making five storeys in all. The company will, in addition to this, on the first of November, install a spice factory, which will be carried on in a separate building under a competent specialty man. The latest and most improved machinery known to the spice business is being installed, and the com-

pany will import all spices direct from the growers.

The merchants, generally speaking, are feeling the benefit of having the local wholesale houses. They realize the fact that they can buy and sort from local houses to better advantage than from the east. The general stringency of the market makes this more clear for it shows the great advantage to be gained by turning over capital once a week instead of every six months.

California fruits are firm, with a slight weakening in raisins, owing to the phenomenal crop in Spain.

There is a strong desire on the part of local grocers to close the stores at six p.m. and give the employes the benefit of the long evenings, but the movement is being retarded by the fact that a few stores continue to remain open after that hour.

EDMONTON.

There has been a big increase in the number of grocery stores doing business in the city during the last year, and all are apparently doing well. "There are more retail grocery stores doing business in Edmonton than in any city of its size I was ever in," said one prominent wholesale grocer to The Canadian Grocer representative recently. "There is no great increase in the central portion of the town, but on the side streets and on the outskirts of the city many new stores have been opened. These are the merchants who are objecting so vigorously to the enforcement of the early closing by-law."

R. Bruce Inglis, an enterprising grocer of this city, has adopted a new scheme in the arrangement of his store. He has abolished the counter system and has, instead, the counter placed close to the wall. By this means he can come closer to his customers when dealing with them, and they, in turn, can examine the article they are buying more closely. This gives greater satisfaction, both to the grocer and the purchaser, and the plan is proving a great success. Mr. Inglis is also doing an extensive business in soliciting orders at the house and filling them each day.

At the convention of the W.C.T.U. of Alberta and Saskatchewan, held in Edmonton recently, the ladies placed themselves on record as being opposed to the sale of brandied candies and ices by grocers, confectioners and others. They claimed that this often caused a craving for liquor. They intend to follow up this agitation under the violation of the law of selling liquor without a license.

LONDON.

Brokers report business very fair. Teas are still advancing, having gone up 1/4d. the past week, which is 1 1/2d. to 2d. in three weeks. Indias and Ceylons and lower grades show the greatest advance. Coffee prices are well maintained. Refined sugars are unchanged,

and raws very firm. Imported fruits of all kinds are firm, but Jamaica oranges are rather easier. Tapioca keeps fluctuating.

The outlook is for high prices for canned tomatoes the coming winter, and for this various causes are assigned. It is not so long since the retailer could afford to sell tomatoes at three cans for a quarter; later the retail price went up to ten cents per can straight, but from now on the best goods will likely be sold for two for a quarter, and, possibly, 15 cents per can. In the United States, canned tomatoes can be bought at 87½ cents per dozen cans, while in our own Province the figure quoted by the Consolidated Cannery is \$1.27½ per dozen, or 10 cents higher than a year ago.

The first cranberries of the season are being received by local wholesalers. The price ranges from \$12 to \$15 per barrel, and they sell retail at 15c per quart.

It has long been matter of wonder to Londoners that they have to pay 15 cents per pound and higher for beef. While the quoted price of cattle on the market is from 3½c to 4½c per pound. Butchers, however, claim they often lose money and none of them are making a fortune, because between the price the farmers gets and that which the butcher charges, about half the weight of a beef is lost, and, in addition, there is the cost of handling.

Oranges, nuts and imported fruits, generally, promise to be high the coming season. Oranges, especially, will be up in price, chiefly on account of the lateness of the Florida crops, which are at least three weeks later this year than last. The wholesale prices this year will range from 15 to 50 cents a box higher than heretofore, according to the value and quality of the fruit. English walnuts, too, will be away up for the same reason, while California raisins will be high, because the crops are late this year, and there is a great demand for the fruit. Grape fruit will go up somewhat, as also will bananas. There is still some hope, however, for the lovers of fruit who are only possessed of moderate means, for lemons and Spanish raisins, it is said, will be cheaper than they were a year ago. One will also be able to procure almonds at a lower rate, while hickory nuts will be on a par with the prices of last holiday-time.

The supply of Thanksgiving turkeys this year is very light, due mainly to the early date on which the holiday comes.

MONTREAL.

The bettering of working hours in the retail grocery trade is a matter which is being given considerable thought these days. It is getting to be a serious ques-

tion, viewed in more lights than one. In the first place, there is the effect upon clerks. The retail grocery business is the only one of its class, which retains long hours. Wholesalers close early, and so do the retail butchers and other like trades, generally. The result is that a totally different class of young men are taking up the business of grocery clerks. Bright, energetic, young men who formerly acted as grocers' clerks, are now going into other lines, equally remunerative, and much less laborious. It is becoming more and more difficult to obtain trustworthy clerks.

But there is another phase to the question, the effect upon the grocery business itself. "It is something quite out of the common," said J. Scanlan, one of Montreal's veteran retailers, "to find the son of a retail grocer taking up his father's business. And in the long hours one finds the sole cause, for the

AN ILLUSION DISPELLED.

There has been some talk lately of Thomas J. Lipton establishing a chain of retail stores throughout Canada. The following letter on this subject from Mr. Lipton himself tells its own story:

City Road, London, E.C.,
12th October, 1907.

Thomas J. Lipton,
39 Pearl Street, New York.

Mr. W. Melville, special representative for North America:

Dear Mr. Melville,—I have your letter of the 27th ult., and note you say some grocers have the feeling that I may at some future time open retail stores in Canada. I am very sorry there should be any feeling of this kind, as I have never thought of such a thing and have no intention whatever of opening retail shops in either Canada or the States. My business in those two countries is only in the wholesale trade, and as a tea planter and grower I will offer my teas through the trade, but I will have no other method of introducing them.

You can make any use you like of this letter.

Yours faithfully,
(Sgd.) Thomas J. Lipton.

business itself is as fascinating as any other."

It is the general opinion that if the hours were uniformly shortened to a reasonable day's work, the beneficial effect upon the grocery trade would quickly be noticeable.

The Grocer called upon Alex. Foreman, manager of the grocery department of the S. Carsley Co., and found him, as usual, very busy. He was not too busy, however, to take up questions of interest to the trade. Said he, speaking of ways and means of attracting trade:

"A bargain sale either greatly increases, or greatly decreases one's number of customers. Which result is obtained depends entirely on the quality of the articles offered. We find that on bargain sale day the number of sales is more than 50 per cent. larger than on other days, and a good proportion of these are to new customers. If the lines offered are thoroughly good, the new customer soon 'gets the habit' of coming at all times."

"Further," said Mr. Foreman, "these sales should be run systematically; every leading line of goods should have its turn upon the bargain sale counter."

Most other grocers agree with Mr. Foreman, that bargain days are to be classed among the best schemes for drawing trade.

The question of window dressing has always been one of importance to the retail grocer. Grocers, however, hold conflicting opinions on the matter. J. B. Berthiaume, who has done business in two totally different sections of the city, thoroughly believes in window dressing at certain times.

"Where there is a lot of hustle, and consequently a lot of floating trade," he said, "window dressing is of great importance. Practically everything which I put in the window while I was on the main street, tastily arranged, was sold, and better lines not so displayed, often were not." The best kind of windows for display are corner windows flush with both streets. The reason for this is that the light falls well back into the window and thus makes the display stand out. If the window is set even the slightest distance back from the street the display is to a large extent deadened. But in the quiet, residential part of the city, systematic display is largely lost labor. Customers have formed the habit of coming to the store and scarcely notice what is in the window."

Another grocer spoken to was much in favor of systematic window dressing. He believed in getting one of the clerks thoroughly interested in window displays, and then letting him follow out his own ideas as far as practicable.

INGERSOLL.

What should a merchant do towards providing accommodation for waiting customers? This is undoubtedly a very debatable question and at the same time one that is worthy of serious consideration. A casual glance into a busy store, particularly on a Saturday night, will suffice to convince one that many customers are wearily standing while waiting their turn to be waited on. Frequently it happens that a customer who feels the fatigue of a shopping expedition, becomes impatient, more especially on account of the strong desire to rest, and leaves the store. Most of us have learned from experience how trying it is to be compelled to stand with aching limbs in a crowded store, when the foremost thought is to reach home and enjoy a well deserved rest. No matter how rigid the system that governs the policy of a busy store, there are times

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without number when it is impossible to give all customers that prompt attention which they desire. Failure, however, to do this is no reason why the merchant should not put forth some effort looking to their comfort until such time as their wants may be supplied. Professional men have cosy and inviting reception rooms, where their patrons are given every opportunity to feel at home while waiting. Nothing so elaborate, of course, could be expected from the ordinary merchant, but a chair here and there would be appreciated to a marked extent by many customers. This plan would no doubt be advantageous to the merchant. It would not only minimize the probability of customers leaving the store before they had been waited on, but it would also facilitate the work of the store. A crowded store is not without considerable confusion, especially if the customers are obliged to stand, and the work of the clerks is hampered to no small degree. It may be that the merchant is delighted with the crowded condition; to him it speaks volumes when viewed from the street. But there is another way of looking at this state of affairs. Are there not many people who will look into a store in about the same manner that a man will look into a barber shop? If there are many ahead of him, he will invariably go somewhere else. A crowd can be more easily handled when seats are supplied, and if the merchants in general would adopt this plan to a greater extent they would doubtless find the result highly gratifying to themselves and their patrons.

The spasmodic advertiser and the regular advertiser will soon be making a bid for Christmas patronage. The one is familiarly known, while the other, figuratively speaking, is but a casual acquaintance. Which one has the better chance to reap the greatest benefit, all things, of course, being equal? When and when not to advertise is a question which many merchants have evidently not been able to answer to their own satisfaction, but one thing is certain if they do not advertise at any other season of the year, they will break forth into printers' ink at Christmas time. If it has been a policy of economy that has kept them in the background for the preceding months, they have apparently never given thought to the fact that they are paying short term rates for their advertising, which are always considerably higher than the yearly contract price. Then, how can they get over the contention that if it is profitable at the Christmas season, it is just as profitable at other seasons. Too many merchants have haphazard methods in connection with advertising. They are forgetful of the fact that systematic attention to advertising is just as essential, if the desired results are to be attained, as is careful buying. Advertising is a department by itself and it is better not to advertise than to neglect it. A merchant is soon known by his advertisements. If they are attractive and reliable, backed up by honest goods and fair treatment, they will nine times out of ten prove remunerative. Money spent in advertising is simply an investment and the returns are interest, which every merchant should exercise all legiti-

mate means to make as large as possible.

Now that the season has opened when the major portion of merchants are advertising, they should not overlook the importance of giving this branch of their business the closest possible attention. Brevity with the emphasis in the proper place is an indication of successful advertising, and coupled with this the merchant should insist on a change of ad. regularly. If the medium he is using is a daily publication, he should change at least every other day, and if possible every day. Stale advertisements are indicative of indifference and a lack of enterprise, but the public usually take notice of the merchant who talks from day to day.

PEMBROKE.

I must congratulate The Grocer on its splendid Fall number, with its great store of interesting reading, more especially the splendid paper on, Cocoa and its Production. I should be glad to see more such papers, on the thousand articles which the grocer handles and of which he is often sadly lacking in knowledge. I think that it is almost as necessary for a grocer, as it is for a druggist, to know the properties of the goods he dispenses. One often finds a clerk or a storekeeper recommending to a customer an article of which he knows little or nothing, only because it has a better profit, than another article better suited to his customer's needs.

I am glad to see also the interest taken in window displays. Be the stock of a store ever so small, there is a good chance for a man to display his abilities. I don't know whether the editor intends to offer any more prizes for window dressing, but if so, I wonder if he would mind me making a few suggestions. First, to give a fair chance to all would-be competitors, I should suggest that all windows should be dressed with staple lines in teas, coffees, sugars, rice, sago, tapioca, etc. All grocery stores keep these everyday lines, and if a man can make an attractive display with these goods he can be pretty sure to make a good show with a big stock of fancy goods at his command. I should debar any show of proprietary goods, for I certainly think every man should advertise his own goods in preference to some maker's, who cuts him down to the barest item of profit. I should like to hear what your readers, prize-winners and others have to say on this subject.

Prices on the market this week have again advanced for eggs and butter, and very little of either was offered. Eggs brought from 25c to 28c per dozen, and butter 30c to 32c per pound, while a few tubs sold at 27c per pound. Fowl were all the way from 60c to 75c a pair and geese sold at 70c to 75c each. A few turkeys were offered at 75c to \$1, and orders placed for the Thanksgiving bird at 80c to \$1. Potatoes were scarce and sold at 80c per bag, and onions from \$1 to \$1.25. Vegetables were scarce, except turnips, most of the farmers having brought in their spare stock. Feed is high, hay taking a jump of \$2 a ton, which brought the price to \$22. The price of flour still seems likely to

advance, the present price asked in the local mills being \$5.70 a barrel for Hungarian Patent, and \$5.20 for Strong Bakers.

Hunting parties have been busy getting together their supplies, also the lumber camps are being formed, which promise to keep the merchants busy shipping.

PRESTON.

To the consumers of groceries of all kinds, and especially of foodstuffs made from grains and farm produce, the present condition of affairs is indeed a proposition demanding more than a passing thought. It is probable that in no district is the situation more serious than it is here in Preston and the county of Waterloo. Prices are advancing all the time in every line, but more rapidly in the items mentioned above, and the grocers are being continually made the recipients of loud complaints.

In Waterloo county the population is very dense. There are many thriving towns and they are increasing their numbers all the time and rapidly. The local press are boasting of the several hundred more people they have this year than last, yet the farming community is standing still or going back. There are no more farms in this district than there were ten years ago and they are not producing any more stuff, yet there are several thousand more people to feed.

With the demand already greater than the supply, and increasing constantly, there is only one result to be expected, viz., an increase in price. Your correspondent interviewed several merchants in the town and they all had practically the same thing to say: Prices are going up and the people will have to pay them. One grocer, who has been doing business here for the past ten years, made one or two interesting comparisons, as follows.

Foodstuffs made from grain have increased over 25 per cent., and are going higher still.

Eggs formerly selling at 10 cents a dozen or three dozen for 25 cents, are to-day worth 28 cents and have never been below 18 cents all summer. We have to import from outside points over half what we sell.

Butter used to sell at 12½ cents and now it is 27 and 28 cents and has not been below 20 cents for a year, and this winter will be 30 cents and higher.

Chickens that used to sell at 8 and 9 cents a pound are now very scarce at 15 cents a pound.

There has been a general increase all around in price and also in complaints from the consumers. But the people are all busy, and wages are very good, so that it simply means that some of the luxuries indulged in will have to be curtailed. The people have been living too fast. Groceries were the last to be advanced and the people are now beginning to feel it.

Speaking generally, of the grocery business during the past summer and this fall, the opinion is unanimous that it has been the best season the grocers have had for many years. The profits have not been exceptionally great, but the volume of business has been largely increased. Everyone is doing well and have more money in the bank than heretofore. It is a good omen and the grocers look with optimism to the future.

A very interesting event took place in Galt on Saturday, Oct. 26, when W. E. Pautler, one of the leading grocers in Preston, was united in matrimony to Miss May Harth, of Galt. The ceremony took place in St. Patrick's church and was performed by Rev. Father Craven. It was of a quiet nature, being witnessed only by the members of the two families. The bride was becomingly attired in a navy blue traveling suit with hat to match, and was attended by her friend, Miss Rose Buchler, of Galt, who was similarly gowned, while the groom was supported by his brother, Anthony, who is associated with him in business. After the ceremony, the wedding party partook of a dainty wedding breakfast at the home of the bride, and the happy couple left on the 9.45 train to spend a few days in Woodstock. The bride was the recipient of many beautiful and valuable gifts, and their hosts of friends will wish them a long and happy married life.

BRANDON.

Perhaps some of our fellow grocers in the east would like to know something about the trade in Brandon. Brandon is a city of about 12,000 and has 23 grocery stores. Everybody seems to do a good trade and is well satisfied. Business has been a little quiet here this last three weeks, but that is because the farmers are so busy with their threshing and other work. Prospects are good, however, for fall trade. The crops are pretty good around Brandon and as wheat is over a dollar a bushel, the farmer will do about as well as in most years.

Flour has advanced to \$3 per sack at the mills here and rolled oats are quoted at \$3.10. We get the bulk of our fruit from the west, mostly from Washington, but a lot from British Columbia and California. There are two wholesale fruit houses here and they turn over a lot of goods. One firm has sold over one hundred carloads of fruit this summer and the other firm sold 27 cars during September. We are getting lots of Ontario grapes, pears, tomatoes and crab apples, mostly from the Niagara district. Grapes are selling retail at 35c. a basket, or 3 for \$1, and that is as cheap as they ever get here.

The stores in Brandon enjoy the summer half-holiday. We have had this holiday for the past three years and find it works most satisfactory, and the merchants are satisfied that they do not lose a dollar's worth of business by observing it. I do not see why every town in the Dominion does not have this half-holiday in the summer. All the clerks have to do is to ask the merchants, because I notice that the employer enjoys this holiday as well as the employe.

If any of our eastern readers have an idea that we are behind the times out here, it would pay them to take a trip out west and get their eyes opened. They would see for themselves how progressive we really are. The western merchants are game for anything new and have nice stores, as a rule.

A lady came into one of our prominent grocery stores the other day and was heard to remark: "My, what a lovely store you have. I am more than

A grocer in Edmonton has adopted a new style of counters.

Ottawa wants to know, through The Grocer's correspondents, whether their respective towns have any market regulations which prohibit dealers from commencing to buy before certain hours. This is a live question in Ottawa just now, and any outside help will be appreciated.

Stratford indulges in a few caustic remarks on the general high prices of all foodstuffs. "Let's boost everything up 100 per cent," he says, "and then we'll all be rich and happy."

The Peterborough correspondent talks about window dressing and describes an attractive local window.

A new correspondent in Brandon describes local conditions in an interesting manner.

Barrie merchants complain of their goods being tampered with during shipment via Grand Trunk.

Calgary feels the benefit of local wholesale houses, and grocers there report collections exceedingly good.

The Woodstock correspondent tells of a new idea in butter making which has been tried at a creamery near that town.

The Ingersoll correspondent discusses the advisability of providing store facilities for waiting customers, and gives a few hints regarding advertising.

Winnipeg grocers enjoy the benefit of a well organized "credit report," in which dead-head customers all over the country are listed.

surprised at your prices, because I always heard that everything was so dear out west, but the few little things I have purchased would cost just as much in Montreal." She said she was traveling through the west and came from Montreal.

The butcher shops and fish stores are piled full of wild geese and ducks now. The geese are selling at 75c. each and the ducks at from 50 to 75c. per pair. Prairie chickens are very scarce this year.

The city authorities are very strict about the merchants keeping their back lanes and yards clean and free from old paper. As a result of this there were ten of our business men up before the magistrate recently, and they were warned that if it ever occurred again it would cost them \$50. It is not the merchants' fault, as a rule, because Brandon has more than its share of foreigners, and their youngsters come around at night and upset the rubbish, hunting for decayed fruit, etc.

WINNIPEG.

The Canadian Grocer has received from the Secretary of the Retail Merchants' Association, of Western Canada, a copy of one of the latest credit reports. About half of this report is for the particular benefit of the members in Winnipeg, and an examination of its pages is a revelation of the valuable work which is being done. Page after page is devoted to the lists of slow pay customers in Winnipeg, the information being received by the secretary from the association members in this city. When a new customer asks credit of a city grocer who is a member of the association—and nearly every grocer in Winnipeg is now a member of it—he can at once refer to the credit list furnished him by the secretary, and if the customer is listed there he knows that some other dealer has found that this customer has a habit of leaving bills unpaid. If the dealer wants any further information, he can get it very quickly by telephoning Secretary Coulson, who then makes careful special inquiry for him.

The country members are beginning to make use of this credit report, and a great many country delinquents are listed therein.

There is considerable indignation expressed by city grocers at the manifest unfairness of an early closing law which compels legitimate grocers to close at 6 o'clock each evening, and a Sabbath Observance Act, which compels them to remain closed on Sundays while the city is full of restaurants and lunch counters, which never close, and which carry a line of canned goods and other groceries. The grocers do not want to remain open after hours. They appreciate the advantages of compulsory early closing, but they object to these restaurants and fruit stands selling groceries after hours. This is a matter which might well engage the attention of the Grocers' Association in Winnipeg.

Winnipeg grocers are finding difficulty in raising the retail prices on the many lines of groceries that have advanced in cost during recent months. Rolled oats, for example, are being sold in most stores at cost or less. Wholesale prices have advanced by leaps and bounds, but the consumers are not yet accustomed to the new range of prices which must be charged, and foolish competition among dealers is keeping the

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price down. Canned goods are also being sold practically at cost.

Bright & Johnston, wholesale fruit merchants, have moved into their new building on Bannatyne avenue east. This building is on the site of the one destroyed by fire last January.

PETERBORO.

The grocers of Peterboro, as a rule, appreciate the advantages of tastily decorated windows, and along George street, the main thoroughfare in the city, are to be seen several groceries where the window displays are bound to catch the eye of the passer-by. At the present time, White & Gillespie have an arrangement in one of their windows that is attracting much attention. It is a miniature house, built of Fels-Naptha soap bars, the interior being brightly lighted, showing a neat little lady in the form of a doll bending over a tub of suitable proportions to harmonize with the surroundings. This is only one of many well dressed windows in Peterborough groceries. Reference to others will appear in later issues.

Grocery stores, like many other things in this world, are judged by their appearance. The window of a store is the portion of it that looms large before the person passing on the street. If the window is attractive, a favorable impression is created. If it is slovenly or perfect cleanliness is not in evidence, the impression is just the opposite, and one is not likely to enter and make purchases. Therefore it follows that it is up to the grocer to see that his windows are arranged in such a manner that they will attract customers. Nature makes the flowers bright and attractive in order that the bees will be attracted and the necessary pollenizing done. As regards being attracted where things are bright and pleasing to the eye, human beings are much like bees. The grocery that is bright and attractive will attract the people. Then have the goods inside at prices commensurate with a reasonable profit, treat your customers courteously, and the business will stay with you.

Fire broke out in the store of W. H. Hamilton, grocer, Simcoe street, early Sunday morning and destroyed between \$2,000 and \$3,000 worth of stock in addition to the damage done to the building which has not yet been estimated. The origin of the fire is a mystery. It is supposed to have started either in the ceiling of the second storey, or in the floor of the third. The fire brigade did good work in checking the blaze. About a ton of tea was destroyed and the other stock damaged consisted principally of canned goods. The loss on the stock is covered by insurance in the Royal Insurance Company, and the building is insured in the Hartford Insurance Company. The blaze will not prevent Mr. Hamilton from carrying on his business,

as the front of the store was not hurt by either fire or water.

The largest consignment of potatoes ever brought to Peterborough by water was brought in last week on a scow from Rice Lake. There were 1,500 bags in the cargo, and the tubers were disposed of to Peterborough grocers and private parties. They were shipped by S. J. Isaac of Harwood, Rice Lake. Jas. Bell, the Hunter street grocer, purchased 500 bags, being the largest individual buyer.

Great dissatisfaction exists in Peterborough concerning the assessment for 1908. The total assessment is over \$2,000,000 higher than last year, and the fact that 324 appeals have been entered, goes to show that the ratepayers are not pleased with it. The number of appeals entered is the largest in the history of Peterborough.

J. J. Cocks, who formerly conducted a grocery at the corner of McDonnell and London streets, now occupies larger quarters at the corner of George and Dublin streets. He has a large and well

WHAT THE DOCTOR ORDERED.

Many favorable comments were heard here among the grocers regarding the special fall number of The Grocer. It was chock full of meaty information, and, as one grocer expressed, "it is just what the doctor ordered." Peterborough Correspondent.

stocked grocery at his new stand, and reports a substantial increase in business. Mr. Cocks is a progressive grocer, and since entering business for himself a few years ago, has met with considerable success.

Grocers should now be beginning to think about their Christmas advertising. There is nothing like judicious advertising to get trade around the holiday season, or at any time for that matter. Let the people know what you have to offer them. They have no other way of finding out.

The last meeting of the Peterborough Cheese Board for the present season will be held on Wednesday of next week. The price paid at the last meeting of the Board was 12 13-16 cents.

Great interest centres here in the discovery that butter can be made from the butter fat separated from ordinary whey by running it through a cream separator. The experiment has been tried and proved successful at two cheese factories in this district, and a sample of the butter made at one of them was sampled by the salesmen and buyers at

the last meeting of the Peterborough Cheese Board and pronounced the equal of that made from cream. About fourteen pounds of butter can be made from 1,000 pounds of whey. The discovery will prove of great value to cheese factories.

Peterborough grocers last week had a visit from Mr. E. V. Moore, of the Canadian Grocer. The Grocer is a welcome visitor at many local groceries, and, as a result of Mr. Moore's visit, the paper's prestige has been considerably increased. Mr. Moore made many friends among those in the trade.

The annual meeting of the George Matthews Company was held here last week, when the reports showed that the business is steadily extending. A third retail store has been opened in Peterborough, at the corner of Park and Sherbrooke streets.

Despite the stringency of the money market, trade continues active in Peterborough. The majority of the local industries are running full time, with full staffs, and state that they will not have to lay off any of their employees.

ST. CATHARINES.

It is a lamentable fact that the fruit growers and tomato producers have met with severe losses through the killing frosts that visited St. Catharines and vicinity recently. Whole fields of green, ripening, and ripe tomatoes were totally destroyed, and the vines were killed. The grape crop did not suffer so severely, but a large amount of damage was done. Even where fires were made by proprietors of vineyards, a goodly number of grapes were frosted. But the frosted grapes could be utilized immediately. In low lands the tops of the potato vines were injured, but report says that the tubers have not been frozen, but will be partially stunted. Corn was injured to a slight extent but the frost was not severe enough to injure the apples, of which the crop will not be heavy.

Among the live grocers of St. Catharines are Richard P. Bradley & Son. The business was originally started by the son, George R., who was a postage stamp dealer and collector. He was then a minor. Believing that the time was ripe, he embarked on a small scale in the grocery trade, connected with his stamp business. His trade increased so favorably that he induced his father to give up the trade of builder and contractor. The father took his son's advice and entered into a co-partnership under the name of R. P. Bradley & Son. The firm moved from the junction of Centre and Court Streets to a central position on St. Paul, the leading business street of the city, and from that time on the firm has increased the business by leaps and bounds and to-day they are classed as leading grocers in the city. Mr. George R. Bradley is still under thirty years of age and has proved himself a good financier.

(Continued on Page 42.)

WHO'S WHO, AND HOW

At the Top of the Heap in Groceries

Examples of quality in human goods.
Graduates in the grocery trade.

J. M. Bothwell, Barrie's Pioneer Merchant.

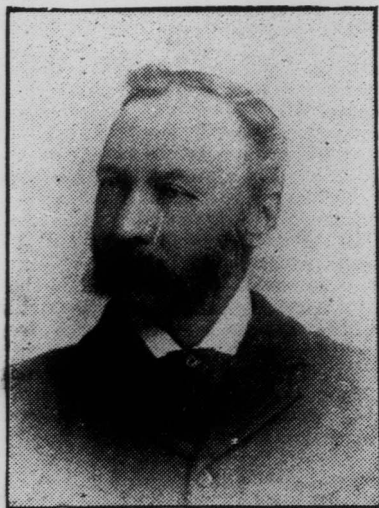
J. M. Bothwell was born in Belfast, Ireland, in 1848, and came to Canada in 1871. After a short stop in Toronto he came to Barrie, where he engaged in the florist and gardening trade for a time, then going into the flour, feed and grain business, which he carried on for a number of years, adding to it a general grocery stock. In 1880 he erected a fine three-storey brick block.

In this building, a view of which is shown here, he installed in the west half of the first storey one of the most complete lines of fancy and staple groceries to be seen in any store in Canada. He also continued the grain business until about ten years ago, when the Grand

dale branch a capable manager, who understands his business is employed, who has in charge also a well-trained staff of salesmen.

Mr. Bothwell boasts of a large tourist trade, Lake Simcoe and the surrounding

the Queens, Barrie's best hotel; the Barrie Tanning Co.; the Simcoe Agricultural Company, and the Barrie Horticulture Association, of all of which he is a director. He has recently completed a three years' term as mayor, dur-



J. M. BOTHWELL, OF BARRIE.

Trunk freight and grain storage sheds were burned. Finding no room for his stores, he gave it up, and devoted all his attention to the grocery trade.

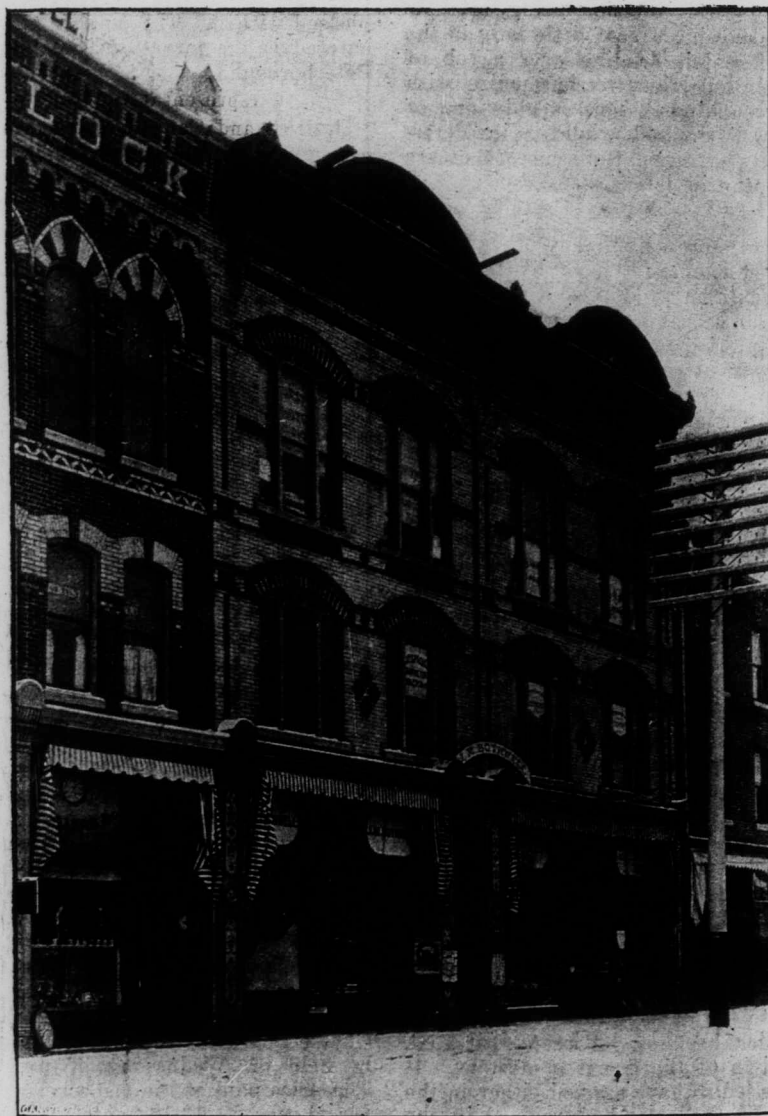
Besides the Barrie Block, he erected about fifteen years ago a fine two-storey block of stores in Allandale, now Ward Six, of Barrie, and occupies the largest of these as a branch of his Barrie store, where he also carries a fine line of groceries and crockery.

His one aim is to satisfy his customers, and he has built up a large trade by his careful business methods.

His two sons and a well-conducted staff are to be found always on hand and eager to please, while at the Allan-

points drawing yearly a large crowd of summer residents from Canada and the States. Besides his business, he is interested in a number of companies and societies, among them being the Lake Simcoe Hotel Company, Ltd., operating

ing which time the town has seen marked improvements to the parks, streets and sidewalks. Mr. Bothwell is a staunch member of Allandale Presbyterian church, in which he holds a prominent office.



"Bothwell's Block," Barrie.

THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN *President*

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

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Telephone Main 2701
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Telephone 3726
F. R. Munro
VANCOUVER
ST. JOHN, N.B. Geo. S. B. Perry
7 Market Wharf
J. Hunter White

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J. Roland Kay

GREAT BRITAIN—

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Great Britain, 8s. 6d. Elsewhere . . . 12s.

Published every Friday.

CHEESE SEASON CLOSING.

The cheese season is rapidly drawing to a close. The majority of the cheese factories will have ceased operations by the second week in November. A marked decrease in the output in comparison with the corresponding period of last year is already noticeable, and this is due in the main, to the cheese factories having been starved for milk. The unusually stiff prices offered by the milk shippers diverted a considerable quantity of milk to the milk stations, which under normal circumstances would have gone to swell the receipts at the various cheese factories throughout the country. The present weekly sales of cheese probably do not exceed 55 or 60 per cent. of the sales in October of last year.

Circumstances this year seem to have militated against a big cheese production. Not only have the high prices diverted into other channels, milk supplies, on which the cheese factories have hitherto had the monopoly, but the excessive dryness has been responsible for a heavy shrinkage in the milk production generally, which has not been offset, as some people imagine, by the late fall feed in the pastures. Cheese quality, however,

has, on the whole, been excellent, and the make for October, so far from showing any deterioration, has been declared by some of the buyers on the country boards, to exceed in quality that of September. Cold storage stock is being unloaded heavily and speculators are realizing moderately good returns on their investment.

NO POACHING.

Confirming the letter from Mr. Melville, chief representative of Sir Thomas Lipton, for the United States and Canada, published elsewhere in this issue, denying the report that it was the intention of Sir Thomas to open a chain of grocery stores throughout Canada to compete with the grocery trade The Canadian Grocer sought an interview with Mr. Melville, Sir Thomas Lipton's chief representative for the United States and Canada, and received the assurance that any such report is entirely without foundation, for there is absolutely no intention of carrying on anything but a wholesale business for Canada, in the same way as the business has been conducted in the United States for a great many years.

The report may have arisen due to a misunderstanding of the trade, believing that the Canadian business was conducted by Lipton, Ltd., London, England, who have several hundred stores scattered throughout Great Britain, but the business in Canada is that of Thomas J. Lipton. We feel sure that the grocery trade will be glad to have this assurance.

HOLIDAY OPPORTUNITIES.

From this time until the beginning of the year there are many busy days for the retailer. Hustlers are even now preparing for the fall and holiday trade, and, by the way some of the most progressive are working, one would judge them to be after previous records, with the intention of breaking every one of them. Every grocer will have to suit his trade to his locality, but there are few who cannot do an increased business during November and December. Confectionery lines may be pushed with profit; fancy groceries will be in season, and larger supplies than usual may with safety be laid in; while staples will be in request as much, and more, than ever. Hints and suggestions are all that the trade paper can contribute toward the success of the retailers at this season. It is for every man to recognize his own opportunities. Perhaps there are some little church or social affairs

coming off. Why not supply the confectionery? A good many of your customers are going to have Christmas trees; they will buy what they need to dress it, from you, so far as confections are concerned, provided you have the right lines. Then, of course, there are the usual Christmas cakes, mince pies and other pastry which have to be baked. The grocer who has the greatest variety of ingredients for these eatables from which the housewife may choose, will secure the largest share of trade, provided his lines are first-class. But let the people know you have the goods. Advertise from now on. Women are reading the advertisements in the papers more eagerly than ever. They are going to do a great deal of purchasing, and are anxious to obtain the best value possible. You may have the best in town, but unless you let the shoppers know about you and your goods, you might as well make up your mind to take a back seat at once. Fix up the store, give it a holiday air; stock up good lines to sell at moderate prices; advertise, and work harder than usual, and you will not miss the opportunities for increased business that are now coming your way.

EDITORIAL NOTES.

The Georgetown Fruit Growers claim to be receiving higher prices for their apples than is paid to any other company in western Ontario. If this is so, it says a good deal either for the quality of the fruit grown in that section, or for the ability of the Georgetown Fruit Growers as business hustlers of a high order. Most of their apples have so far been marketed in Iowa and Minneapolis.

* * *

The evaporator at the G.T.R. station, Georgetown, has so far been operating eight pareing and coring machines with a capacity of 1,000 bushels of apples daily. Three tons of evaporated apples are shipped daily. The cores and peelings are dried and shipped to France, where they are utilized in the manufacture of champagne.

* * *

The effect of the strong and advancing prices on flour is not felt so keenly in St. John, N.B., as it is in Halifax, N. S. This is evidenced by the fact that a 1½-lb. loaf of bread in the former city can be bought at the rate of 3½ cents per pound, whereas Halifax residents are obliged to pay at the rate of 4 2-3 cents. Four and a half cents is the rate in Montreal. The saying is that "population is thickest where the staff of life is cheapest." This removes the last excuse for any town being under-populated. It is merely necessary for such municipalities to regulate the price of bread as circumstances dictate.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

- Beans—Higher.
- Teas—Firm.
- Fish—Revised.
- Rolled Oats—Unsettled.

Montreal, Oct. 31, 1907.

Fall business is quite brisk, and jobbers appear to be quite satisfied with the outlook for the remaining months of the year, and with the month of October just closing. Some houses have broken all records for October business. Collections appear to be fairly good, better than they have been for a month or so, though some houses hold a different opinion.

Canned goods deliveries are being made, both to the wholesale by the canners, and to the retail trade by the jobbers. Sugars are steady, while molasses is slightly firmer. Teas are stronger than ever, and there has been another advance in blacks. Samples of Japan teas which have just come to hand do not seem to be of the best, though prices are very high. New prunes are quoted this week, but otherwise there is little of interest in the dried fruit market.

Coffees and spices have not changed materially since last week. There is some talk of advancing rice prices, but no definite action has yet been taken by the trade. Beans are exceedingly scarce, and high prices continue to be asked by holders.

SUGAR—Sugars are steady at unchanged prices. Demand continues about as good as it has been for the past month. Grocers are buying, but only for immediate use.

Granulated, bbls	\$4 40
" 4-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" " 25 lbs	5 15
Extra ground, bbls	4 81
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 21
Powdered, bbls	4 60
" " 50-lb. boxes	4 81
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 21
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES — Trade in syrups is brisk and molasses is a little firmer. There is no foreign news of any importance to report on the molasses situation.

Burbaodes, in puncheons	0 27 0 32
" in barrels	0 31 0 33
" " in half-barrels	0 34
" fancy	0 32 0 33
" extra fancy	0 35
New Orleans	0 22 0 25
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03
" " 4-bbls	0 38
" " 2-bbls	0 63
" " 34 lb pails	1 75
" " 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " 1 doz. "	2 65
" 20-lb. " 1 doz. "	2 60

TEA—Teas are stronger than ever, and advances are reported in some of the primary markets. Blacks are reported one cent higher. China teas are also advanced, and buyers are having trouble in securing lots, as native holders will not allow them to select the grades they desire. According to one re-

port received, as much as 25c a pound for black siftings has been paid at Colombo. Japan teas, judging from the most recent samples, are of unsatisfactory quality, but the prices asked are higher than ever.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 32
" Medium	0 22 0 25
" Good common	0 20 0 22
" Common	0 19 0 20
Ceylon—Frok-n Orange Pekoe	0 20 0 38
" Pekoes	0 17 0 20
" Pekoe Souchongs	0 17 0 20
India—Pekoe Souchongs	0 16 0 18
Ceylon green—Young Hysons	0 19 0 25
" Hyson	0 18 0 20
" Gunpowders	0 17 0 25
China greens—Pinguay gunpowder, low grade	0 12 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEES—The coffee market is unchanged. Mild coffees are firm. Ordinary remain the same as last week.

Jamaica	0 12 0 20
Java	0 13 0 30
Mocha	0 19 0 25
Rio, No. 7	0 18 0 09
Santos	0 09 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS AND NUTS—Rough weather delayed the first steamer with new dates, which is now moored at New York. Supplies are already on the Montreal market, though large lots have not been received. From advices received from New York it would appear that figs are about as low as they will be seen this fall. In raisins there has been a sharp advance in Sultanias abroad. Valencias have not changed materially since last report, Malagas are in good supply locally, and appear to be selling satisfactorily. California prune prices are somewhat easier, but buyers are not over-anxious to take hold. One local dealer this week received a car of Oregon prunes, which he reports of good quality, though high in price. Old prunes are being cleaned up around 7c to 8c, regardless of sizes. Almonds in the shell are exceedingly scarce locally. Filberts are also in short supply. New Taragona almonds are selling 13c to 14c. Other nuts are unchanged.

Currents—	
Filiatras, uncleaned, barrels	0 07 0 08
Fine Filiatras, per lb., in cases	0 07
" cleaned	0 07
" in 1-lb cartons	0 08
Fineest Vostizas	0 03 0 09
Amalias	0 08 0 08
" 1 lb. packages	0 08
Sultana Raisins—	
Sultana raisins, per lb.	0 10 0 13
" 1-lb cartons	0 15

Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08 0 09
Four crown, fancy, 10-lb. boxes	0 06 0 07
Three crown	0 06
Glove boxes, fine quality, per box	0 07 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30

Valencia Raisins—	
Fine off-stalk, per lb.	0 06 0 07
Selected, per lb.	0 07
Layers, "	0 07

Dates—	
Hallowees, per lb	0 04
Sairs, per lb.	0 03 0 03
Packages "	0 05 0 06

California Evaporated Fruits—	
Apricots, per lb.	0 30
Peaches, "	0 18
Pears, "	0 18

Malaga Raisins—	
London layers	2 95
" Connoisseur Clusters	3 00
" " 4-box	1 00
" Royal Buckingham Clusters, 4-boxes	1 37
" " boxes	4 50
" Excelsior Window Clusters	5 50
" " 1/2	1 50

California Raisins—	
Fancy seeded 1-lb. pkgs	0 13
Choice seed d. 1-lb. pkgs	0 12 0 14
Loose muscatels 3 crown	0 14 0 11
" " 4 crown	0 11 0 13

Prunes—	
Oregon prunes 25-lb. boxes, 30-40s	per lb. 0 11
" " " 40-50s	0 13
" " " 50-60s	0 19
" " " 60-70s	0 08
" " " 0-0s	70 18
" " " 90-100s	0 0 3

SPICES—The spice market continues but little changed. Prices are low generally. Peppers are up slightly on the London market, but remain unchanged in New York. Nutmegs are a little higher, both in London and New York. Gingers are steady.

Peppers, black	Per lb. 0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 10
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

RICE AND TAPIOCA—The market in rice continues firm. There is an unconfirmed report of a drought in India, which, if true, will likely affect the local market. Some local jobbers talk of an advance, but nothing has yet been done.

Tapioca continues high, with little or no business being done. Supplies are practically cleaned up.

B rice, in 10 bag lots	3 10
R rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 7 0 08

BEANS—The demand for beans continues strong, with very few offerings. There is about a 70 per cent. crop of beans, with but one-third A1 stock, the balance being 4-lb. to 12-lb pickers. High prices are likely to be maintained.

Choice prime beans	2 20 2 2
Soup peas, whole, bag 2 bushel	2 50 2 60

EVAPORATED APPLES—Market in evaporated apples is active. Good old are quoted at 10c; extra choice 1906 fall pack at 10½c. New crop will likely sell about 10½c to 11c.

Evaporated apples	0 0 0 10
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MAPLE PRODUCTS—The market continues featureless.

Pure maple syrup, bulk, per lb	0 06 0 07
Compound maple syrup, per lb.	0 04 0 05
Pure Townships sugar, per lb	0 08 0 08
Beauce County per lb.	0 09 0 09

ONTARIO MARKETS.

Canned Goods—Active movement.

Sugar—Dragging market.

Sultanias—Advancing.

Oysters—Heavy demand.

Toronto, Oct. 29, 1907.

Notwithstanding the almost prohibitive prices on many lines of foodstuffs, wholesalers at this centre declare almost to a man that when the books are made up their volume of business for October will be well ahead of transactions for last month. They admit, however, that it will take some hustling to beat October's business of last year, which was an exceptionally good month in every way. Opinions differ as to the

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of which 1,500 are required for home consumption. The principal shipments to other countries have been approximately: London, 700 tons; New Zealand, 200 tons; Canada, 250 tons.

"In Sultanas the total production is about 2,150 tons, of which 1,400 tons are required for home consumption. Exports to date are about 650 tons, of which London has had 250 and New Zealand 225 tons. Some small parcels have been sent to Canada, where quality and flavor were very highly commented upon, but price considered high.

"Last season we also produced about 1,400 tons of currants, but as our consumption is about 6,000 tons, it will be some time before our growers can overtake this."

	Per case
2 lb. Tins, 2 doz. in case	2 40
5 " " " " "	2 75
10 " " " " "	2 65
20 " " " " "	2 60
Barrels	0 03 1/2
H lf Barrels	0 03 1/2
Quarter "	0 03 1/2
Pails, 2 1/2 lbs. each	1 75
25 "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
" 12 "	5 11
Quarts, 24 "	5 43
Pints, 24 "	2 90
Prunes, Santa Clara—	
Per lb.	Per lb.
100-120s.	0 06
90-100s, 50-lb boxes	0 36 1/2
80-90s	0 06 1/2
70-80s	0 07
60-70s, 50-lb boxes	0 08 1/2

Note—25 lb. boxes 1c. higher than 50 lb.

Candied and Drained Peels—		
Lemon	0 11	0 11 1/2
Orange	0 11	0 12
Peaches	0 18	0 20

Fig—		
Elemes, per lb.	0 08	0 15
Tapnets	0 03 1/2	0 03 1/2
Bag Figs	0 04 1/2	0 05

Currants—		
Fine Filiatas	0 07	0 07 1/2
Patras	0 08	0 08 1/2
Uncleaned, 1c less.		

Raisins—		
Sultana	0 12 1/2	0 13
Fancy		
Extra fancy		
Valencias, selected old	0 05	
Australian	0 07 1/2	0 08
Seeded, 1-lb packets, fancy	0 11 1/2	
16 oz. packets, choice	0 11	
12 oz. "	0 09	

Dates—		
Halloweas	0 05	
Sairs	0 04	
Domestic evaporated apples	0 09	0 09 1/2

NUTS—There is no new feature to the local market, which continues quiet under a fair demand for seasonable lines at unchanged prices.

Almonds, Tarragona, per lb.	0 16	0 15
Formigetta	0 32	0 35
shelled Valencias	0 12 1/2	0 13 1/2
Walnuts, Grenoble	0 10 1/2	0 11
Bordeaux	0 27	0 28
shelled	0 11	
Filberts, per lb.		

SPICES—Prices are unchanged, what trade there is being conducted on a purely hand-to-mouth basis, the retailer buying only for immediate requirements, and not having yet begun to figure on his requirements for the Christmas trade.

	Per lb.
Peppers, blk	0 16
white	0 25
Ginger	0 18
Cinnamon	0 30
Nutmeg	0 30
Cloves, whole	0 30
Cream of tartar	0 19
Allspice	0 20
whole	0 17
Mace	0 85
Mixed pickling spices, whole	15
Cassa, whole	0 20
ground	0 25

RICE AND TAPIOCA—The rumor of a rise in rice prices, which has apparently been gaining ground on the Montreal market and elsewhere, has not yet reached Toronto, and dealers here have

heard nothing of it. Demand is merely nominal, in any case, and taking this and other circumstances into consideration, an advance seems improbable. Tapioca is quiet under firm prices.

	Per lb.
Rice, stand. B.	0 03 1/2
Bangoon	0 03 1/2
Patna	0 35
Japan	0 07 1/2
Java	0 06
Sago	0 05
Seed tapioca	0 08
Carolina rice	0 10
Tapioca, medium pearl	0 08

BEANS—An objection to the view of the bean situation by our Kent county correspondent, published last week, will be found on another page of this issue. Prices are unchanged, but very strong.

Beans, hand picked, per bush	2 00
Prime No. 1	1 85
Lima, per lb.	0 07

HIDES AND WOOL—Country hides are slightly easier, otherwise the situation and prices are unchanged from last week.

Hides, inspected, cows and steers, No. 1	0 67 1/2
No. 2	0 66 1/2
Country hides, flat, per lb., cured	0 06
Calf skins, No. 1, city	0 12
No. 1, country	0 10
Lamb skins	0 65
Horse hides, No. 1	2 75
Rendered tallow, per lb.	0 06 1/2
Pulled wools, super, per lb.	0 23
Horse hair, per lb.	0 30
Wool, unwashed	0 12
washed	0 22
rejections	0 16

CANNED GOODS

MONTREAL—Little interest is being displayed in canned goods. Wholesalers are still receiving stocks, and are making deliveries to the retail trade. Demand for various lines is practically nil. Below are given new prices on catsup and baked beans.

TORONTO—Prices on baked beans and tomato catsup have been given out by the canners. Without exception every line is dearer than last year, the beans from 5c to 10c per dozen higher, and the catsups from 10c to 50c. Prices are as follows:

	Per doz.
Ontario and Quebec	
1's baked beans, plain, 4 doz.	\$. 50
1's do, in tomatoe sauce, 4 doz.	.50
1's do, in Chili sauce, 4 doz.	.50
2's do, plain	.80
2's do, in tomato sauce	.80
2's do, in Chili sauce	.80
3's do, plain	1.00
3's do, in tomato sauce	1.00
3's do, in Chili sauce	1.00
Brands—Red Cross, Little Chief, Log Cabin, Aylmer, Delhi, Simcoe, etc.	

CATSUPS.	
2's tomato catsup, tins, Red Cross	\$. 75
2's do., tins, Aylmer, Delhi	.85
Gal. do., tins, Aylmer	5.00
Gal. do., tins, Aylmer, (screw tops)	5.50
Gal. do., tins, Tiger	4.50
Gal. do., kegs, (10 gals. each), per gal.	.45
Gal. do., jugs	8.00
1/2 pts. do., Delhi "New Process"	1.00
Do., Aylmer, "Canada First"	1.00
Do., Simcoe, "Lynn Valley"	1.00
Do., Lalor, "Monarch"	1.00
1/2 pts. do., Delhi, "Epicure"	1.20
Pts. do., Delhi, "Epicure"	1.90
Pts. do., Red Seal	1.50
Qts., do., Delhi, "Epicure"	3.00
Do., Red Seal	3.00
Do., Delhi, "New Process"	3.00
Do., Aylmer, "Canada First"	2.00
Do., Simcoe, "Lynn Valley"	2.00
Do., Lalor, "Monarch"	2.00
Do., Tiger	1.75

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Wednesday, Oct. 30, 1907.)

Prices continue to soar in nearly all grocery lines and in some the advance has been so great as to seriously affect the demand. It is estimated that the average increase in Winnipeg prices, as compared with those of a year ago is from 20 to 25 per cent., and in many lines it has been much greater. Canned goods sales show a marked decline, owing to the big increase in price. Cereals are advancing rapidly. Another sharp advance in rolled oats will be noted this week. It is said by the milling interests that there is not 10 per cent. of milling oats in the west this year and if this be true the highest level of prices has probably not been reached yet. In spite of the high prices charged for oats this paper has reliable information to the effect that buyers are in the west trying to get a large shipment to send to Australia. If Australia can import our oats at present prices, there is little likelihood of any decline in the price of rolled oats for another year.

CANNED GOODS—Buying is still very light, owing to the high prices and there is much grumbling among the wholesale and retail branches of the trade. New prices are announced this week on blueberries. The wholesale houses have been unable to get full supplies of salmon and retailers who do not place their orders early are apt to be disappointed.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blue berries, 2's	2 27 1/2	2 25
Cherries New		
2's, red pitted, per doz. case	2 41 1/2	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 9	2 04
2's black	2 19	2 14
Gooseberries New—		
2's, heavy syrup	2 31 1/2	2 29
Lawtonberries New—		
2's heavy syrup	2 41 1/2	2 39
Peaches—		
2's yellow flats	2 30	2 27 1/2
3's	3 12	3 09 1/2
Pears—		
2's, F.B.	1 81 1/2	1 79
3's	2 39 1/2	2 37
2's Bartlett's	1 96 1/2	1 94
3's	2 59 1/2	2 57
2's Globe, light syrup	1 51 1/2	1 49
Plums—		
2's Damson, l.s.	2 93	2 88
2's Lombard, l.s.	3 03	2 98
2's Greengage, l.s.	3 13	3 08
Raspberries—		
2's red, light syrup	2 26 1/2	2 24
2's black, heavy syrup	2 41 1/2	2 39
Pineapples, whole, 2 lb., per case		
" sliced, 2 "	4 50	
" grated, 2 "	4 40	
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz	1 65	
1-lb.	2 20	
44-oz.	4 75	
5-lb. tins, each	0 59	
7-lb.	0 80	

VEGETABLES.

Beans (new) per dozen—		
golden wax	1 06 1/2	1 04
refuge	1 06 1/2	1 04
crystal wax	1 16 1/2	1 14
red kidney	1 21 1/2	1 19
lima	1 46 1/2	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's	1 06 1/2	1 04
(No. 3) 2's	1 16 1/2	1 14
(No. 2) 2's sweet wrinkle	1 21 1/2	1 19
(No. 1) 2's extra fine sifted	1 51 1/2	1 49
Succotash—		
2's	2 63	2 58
Beets—		
whole	2 08	
sliced	2 28	
whole, 3-lb.	2 54	
sliced	2 84	
Spinach—		
2's, per doz.	3 13	3 08
(No. 2) 2's	4 09	4 04
gallon, per doz.	11 10	
Asparagus, per doz.	2 89	

CORRESPONDENCE

(Continued from Page 35.)

STRATFORD.

Almost every paper in the country has, during the past month, printed articles and small "squibs" on the "Rise in prices" and the "Cost of living." A short synopsis of the question as it has to do with Stratford will not be amiss.

With the very shoes on our feet dearer by half a dollar than they were twelve months ago, and the soaring in the price of food we eat attaining to heights that compel a diet of bread and water, it is cheering to observe that one item in the prescribed expenditure remains normal. Wall papers cost no more than they did three years ago, despite the fact that countless variations and improvements have been added in the interim. The busy housewife can at least rest assured that she can beautify her home, as far as the walls are concerned, at the same cost as she could thirty-six months ago.

"Cheer up, the cost of porridge isn't likely to go up this coming winter, despite the fact that oats, like other food-stuffs, have gone up in price. Not only the materials for the Scotchman's favorite dish, but other cereals and breakfast foods, which have their origin in wheat, oats, corn and barley, are not likely to go up in price." Your correspondent obtained this information from a local business man. He said, "Take a trip to-day through the country and you'll find the barns well stocked with all kinds of grain. This talk of short crops is to a large extent exaggerated." Would that we could believe the above statement, but the remark has little significance, for the next man the reporter asked concerning the likelihood of the prices in goods advancing was a grocer, who said that the goods had already advanced. In part he said that "the man who can afford to sleep in mornings late enough to be able to go without his breakfast is a lucky one. Owing to the advanced prices of grains, the manufacturers of breakfast foods, especially oatmeal, have sent up the wholesale price on these articles, with the result that we have found it necessary to charge the consumer more. The packages which formerly sold at 10 cents will go up to 15 cents, while 25-cent packages will advance to thirty cents. The price of oatmeal in bulk has gone up about 50 per cent. The wholesale price was formerly \$2.30 per cwt., but now it is \$3.25, and instead of getting seven pounds for the quarter, the people will only get six pounds for their twenty-five cents, and the present prices (wholesale) will likely force us to make still another advance in the near future."

The bread situation in this city remains the same as a month ago, or in fact, as it has been for months past. In other cities the price of bread has advanced.

Bonbons and choice chocolates have gone up in price, and no doubt there will be less cases of toothache reported.

The milk outlook is satisfactory, as the dealers have practically agreed that the price shall remain at the present figure, but cream has advanced by double figures at a time.

Eggs are still soaring, as high as 30 cents per dozen being asked on the market Saturday, though they were sold in some instances for 27 cents. Butter remains about the same price as last week, viz., 27 and 28 cents per pound. Experts say that this is a good time to use storage eggs, which are practically as good as they were when they were put in storage last April when they are sold about 25 cents wholesale. But it is not a good time to buy storage eggs for fresh ones, with the price at 30 cents a dozen.

The hotel-keepers have advanced the price to the farmers, and others for stabling, and it is said that before very long they will also boost the price of drinks. The prices in certain lines of liquor have advanced and the hotelmen feel that they would be justified in raising the price to the consumer, but the consumer is of the opinion that the stuff is plenty high enough as it is. As one man remarked: "Wasn't it bad enough that butter and eggs and other such luxuries should rise in prices, without taxing us more for beer and whisky and other necessities of life?"

It is now stated that some of the carters want to raise their rates. Let's boost everything all around 100 per cent.—wages and the cost of living—and then we'll all be rich and happy.

WOODSTOCK.

It is safe to say that most of the people of this district will not have their customary Thanksgiving turkey on Thursday of this week. This is not because there is an unusual scarcity of them, but because they are not yet developed sufficiently, in a great many cases, to allow of their being eaten. The season was late in all respects, and turkeys are late in sympathy. Citizens, then, who are not millionaires will do without roast turkey on Thanksgiving, and it is said that in many cases, roast little pigs will be made to do duty. Pigs are a glut on the local market, and it is hard to get rid of them. It is said that one well known farmer had two litters of small pigs, and knocked them on the head, in preference to raising them. His idea was that the cost of feed was so great it would not pay.

An interesting experiment was tried at a cheese factory between Tillsonburg and Courtland the other day. The proprietors had the idea that the process of cheese making failed to abstract from the milk all the butter fat, so for two days they put what was left when the

cheese was made, through a cream separator. What they got out was churned, and in two days fifty-six pounds of butter were made. The result of the experiment was significant, more so as it is said that the butter was not to be distinguished from the article made under ordinary circumstances.

The change of the New England and Courtland cheese factory from company control to private ownership, leaves only the Tillsonburg factory, in the southern section of the county, operated under the co-operative system. A few years ago, this was almost exclusively the prevailing method of conducting cheese factories, but apparently it has proved unsatisfactory, and one by one the various factories are reverting to private management until the system has been practically abandoned. It appears that the ability necessary to success could not be obtained from boards of directors whose attention was largely occupied by managing individual enterprises, and the affairs connected with the company became a side issue, and were more or less neglected.

John Wilson, of Dereham township, is suing the C.P.R. company for \$1,500 for damages, in a peculiar action, resulting from the shipment of a car load of turkeys which Mr. Wilson shipped by the railway company's agency last fall. The turkeys were shipped on the first of December, and the plaintiff says they were to be sent across to England on the first boat, in time for the Christmas trade. They were delayed, and did not reach the Old Country in time to be sold to good advantage, and he claims that the \$1,500 is what he lost through the alleged negligence of the company. It is expected that the action will be tried before a High Court judge in December.

Butter is selling at thirty-five cents a pound in Woodstock, and housekeepers are seriously alarmed at the idea of such prices. Eggs are 25 cents a dozen. The price of butter is due to the milk shortage, which may be traced to the shortage of feed, which was due to the backward season. Thus one thing leads to another, and the poor housekeeper has to pay the piper. There is another cause of the scarcity of butter, and that is that more of the district's supply of milk this year has gone into cheese than hitherto, and not as many of the creameries have been operated. Then, again, a considerable quantity of milk has been shipped into Toronto to dairies there, while the condensing factory at Ingersoll consumes huge quantities of it.

MISCELLANEOUS.

WANT BUTCHERS to know I have the best meat cure. The quickest process, the finest and best flavor. Write for circulars. Address F. P. Bixler, Fremont, Ohio.

AUSTRALIAN FRUIT FOR CANADA

Grocers in That Country Agree on Special Prices for Our Markets—Particulars Regarding the Antipodian Goods.

Considerable interest has been aroused in Canada recently over the prospect of an extensive trade being done between this country and Australia in several lines of fruit. In view of this the following extracts from a letter to The Grocer from D. H. Dureau, a member of a prominent firm of brokers in Melbourne, will be read with interest:

"One of the advantages of Australian fruit is its great keeping quality. A few years ago some shipments were sent

on consignment to London, and, owing to very low prices then ruling for other fruits, were not readily sold. Our crop the following year was a failure, and the fruit was re-shipped from London and distributed here, it being for all practical purposes equal to the new seasons.

"The fruit is grown chiefly at Mildura, in Victoria, and Renmark, in South Australia, both of which have extensive irrigation schemes, and with this artificial watering, the soil and climate

are particularly suitable for the growth of these fruits.

"In addition, excellent peaches, pears and apricots are grown there in increasing quantities.

"The Growers' Associations this year agreed, on our recommendation, for special prices for Canada, prices for home consumption being very much higher. It is to be hoped that preferential tariffs will be agreed to between the Government of our countries. We understand that your commercial representative, here, Mr. D. H. Ross, is at present negotiating with our Minister of Customs to this end, and we may here remark that in our opinion, your Government could not possibly have a better representative."

ALMERIA GRAPES!

We have something fine at prices that will interest you. Best growth, direct shipments. No other grapes compare with our stock for keeping quality.

A CARD BRINGS PRICES.

MONTREAL FRUIT EXCHANGE

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Get our Special Offer before the cold weather sets in.



Our Goods are Right. Our Prices Better. Your Profits Best.

Drop us a post card for particulars.

EDWARD HAWES & CO.

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"Quick Naptha" Soap

We have been appointed sole agents in Quebec Province for the Richards' Pure Soap Co., Woodstock, Ont., and are prepared to fill orders for this district for "Quick Naptha" Soap, which retails for 5 cents. This soap is made in Canada, and should get the preference over like imported soaps, particularly since it is guaranteed to be better in every respect, and it costs less. We will also fill orders for the other well-known brands of soap made by this firm.

Buy Our "Signal" Teas and Save Money

Teas are high. Because we obtained our supplies early we can quote you better prices than others, on our famous "Signal" Brand Japan and Ceylon Teas, the former in caddies and chests, and the latter in packages and chests. These teas are selling wonderfully well—there is quality in them, and profit for you.

We have also "Signal" Brand Pickles, Catsup, Soap, Coffee, etc., etc. Secure our prices from our travellers or write direct.

HUDON & ORSALI

Wholesale Grocers

259 ST. PAUL STREET - - MONTREAL

Many years of Study and
Experience have been
spent in the perfecting of
CHASE & SANBORN'S
High Grade Coffees

This House, the oldest and the largest
of its kind in America, extends to
you the benefits of its research.

CHASE & SANBORN

The Importers,

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KENTUCKY REFINING CO.,

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LOUISVILLE, KY., U.S.A.

PURE FOOD GUARANTEE

The Edible Refined Cotton Seed Oils and stearines
manufactured by the Kentucky Refining Company, of
Louisville, Ky., are guaranteed under the United States
Food and Drug Act of June 30th, 1906, known as the
PURE FOOD LAW. OUR GUARANTEE is filed
with the Department of Agriculture under No. 11744.

Manufacturers and Refiners of the following High-Class
COTTON SEED PRODUCTS :

- NONPAREIL**—Bakers' Oil, Choice Salad Oil.
- GUNBURST**—Prime Salad Oil.
- SUM YEL**—Cooking Oil.
- APEX**—Prime Summer Cooking Oil.
- DELMONICO**—Choice Summer Yellow Cooking Oil.
- WHITE DAISY**—Packers' Oil.
- EXCELSIOR**—Soap Makers' Oil, Miners' Oil.
- SNOWFLAKE**—A choice summer white deodorized oil.
- RED STAR**—Boiled Down Soap Stock.

We are also producers of the very highest quality STEARINE.

STOCK CARRIED IN MONTREAL

Prices Furnished on Application to

J. M. BRAYLEY,
MANAGER MONTREAL BRANCH

322 Notre Dame St. E., MONTREAL

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Loud Talk Does Not Count

We have little to say ; we let our goods speak.
See our samples and prices before buying Xmas goods,
such as Raisins, Currants, Peels, Nuts. It will pay you.
Packers "Encore" Ceylon Teas, Coffees and Spices and

OLD HOMESTEAD CANNED GOODS

S. J. CARTER & CO.

Wholesale Grocers

58 McGill St., Montreal

Biscuits Pernot

(Dijon, France)

Every grocer desirous of offering to his customers something good, something new and great of its kind, for the Christmas trade, should secure a stock of

Pernot's Biscuits

We have them in ¼, ½, 1, 2, 4 and 9 lb. air-tight tins.

FANCY BISCUITS

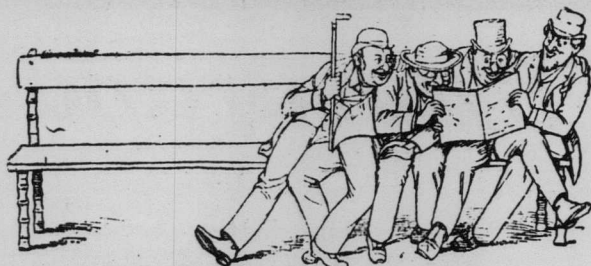
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FANCY BOXES

Just what you want for holiday requirements. Our success is based upon the quality of our goods. That is why our lines will win and hold new customers for you.

Leon Fontanel & Co.

4-6 St. James St., MONTREAL
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What is the cause of its great popularity? Because every article in it is SELECT, having been selected from the current issue of one of the leading magazines, because it was the most interesting and entertaining in that magazine.

This means the Busy Man's contains the Cream, the Choicest, and the Best appearing in the periodical press. Not a dull page in it; 140 pages of live, up-to-date reading matter in each issue: 1.680 pages per year.

It is the best home magazine published. It will interest every member of the family.

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Our Aim is Quality.

That is Why We Make

"Young Tom" Washing Powder

which is

"For Purifying and Cleansing Unexcelled."

We Make the Best
High Grade Toilet and Tar Soaps

Our aim is to place the product of
our factory in every Canadian home.

The Young-Thomas Soap Co., Ltd.

REGINA, - CANADA

It pays to have proper connections in
The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

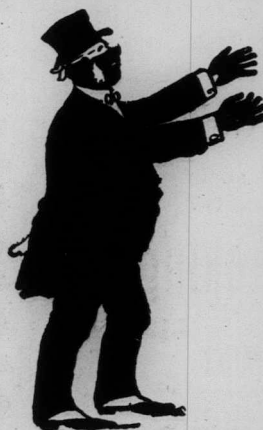
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Don't Grope Around in the Dark

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The Superior Quality

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Mild Cured Hams

Boneless Breakfast Bacon

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meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

Fresh Pork Sausage

Colder weather creates a good demand for nicely seasoned, tasty Pork Sausage, it also carries better in cold weather and will prove a tempting tit-bit on your counter.

Order now to go by express every day or as often as required.

F. W. FEARMAN CO.

Limited

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"Our Mutual Friend"

is

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**HAM
AND
BACON**



In the first place, Corona Brand satisfies the consumer, because it has that exquisite flavor coming from the highest grade of pork, perfectly cured.

And in the second place, we don't conduct any retail stores, but sell Corona Brand to the trade only.

Do you know about
Corona Brand profits?

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"Ryan Brand"

is synonymous, in the provision trade, with the highest quality. If you are looking for a brand of provisions which will not only DRAW, but KEEP the paying trade, write to us about "Ryan Brand." Remember, we specialize on quality, and remember that

Quality Means Profit

The WM. RYAN CO., Limited

70-72 Front Street East

TORONTO, - ONT.

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

An easier feeling has characterized the cheese market, since last report and prices have been on the downward road. Of late there has not been much demand from the other side. Old Country houses appear to have fairly large stocks on hand, and they are not over-anxious to buy at the prices which rule here to-day. Consumptive demand in Great Britain appears to be quite good, and it would seem that if present demand continued, stocks held there will soon decrease to such an extent as to make imperative the buying of Canadian cheese, despite the advanced figures which by that time may be ruling on this side.

Considerable cheese, which has been held locally on English account, has been shipped, and such lots have helped to make the export figures come up to the usual standard.

Some are asking a price for finest western, which would have been laughed at two weeks ago. As much as 13c is demanded, but this figure is rather above the average, since so many will part with their holdings around 12½c to 12¾c. Townships cheese brings anything from 12¼c to 12½c, a very good range. The middle price is 12¾c. For Quebecs the price hovers between 12¼c and 12¾c.

It is possible that there may be further declines in the course of the next few days, judging from present feeling in the trade, but on the other hand there may be a little spurt before the close of navigation. It is improbable that there will be a much firmer feeling in the market any time before the beginning of February, if this improvement does not occur before the last boat leaves port.

Last week receipts of cheese were 51,610 boxes, as against 69,686 boxes previous week, and 68,052 boxes same week 1906. Total receipts since May 1 amount to 1,891,007 boxes, against 2,101,220 boxes for the same period last year.

Butter.

Butter continues firm, prices not having changed greatly during the week. If anything, they are slightly higher. Quotations run from 28½c for fine creamery in boxes, to 29c for tubs, though some are selling at figures even higher. Dairy is selling at from 24c to 26c.

The marked scarcity of all varieties of butter which has been felt all season, is likely to continue. Dealers have on hand about enough to go around, but they have none to spare. It appears that farmers this year are using more butter for themselves than in former seasons, storing away larger amounts for winter use. To render matters worse, the make during October has not been a large one.

There has been more or less talk of foreign butter being placed on the Canadian market, but the quantity which has found its way here already does not amount to much, and it has not met with the greatest favor in the trade. Such Irish butter that has arrived, from what can be ascertained, is no better than our dairy, being the common Irish factory. It costs 25½c laid down here.

Irish creamery does not seem to have yet been attempted, but there is no telling what dealers may do if the market continues to advance.

If conditions of to-day prevail in January, it is quite likely that considerable New Zealand and Australian butter will be brought on to Montreal.

It is possible, however, that there will be a break in prices this month, as the butter received during November, being stable goods, is not always up to the standard desired, and as good prices are not obtainable for it as for September and October make. Much depends upon the situation. If butter is

very scarce, and storekeepers are forced to take what they can get, firm prices will likely rule,

Dairy is not arriving from the west as freely as it has been. Western grocers are paying good prices for anything that is offered them, and makers are not keen about shipping on to the east when there is such a good demand right at home. Sales are reported west of Toronto at 24c, which would mean a selling price of 26c.

Receipts of butter last week amounted to 7,006 packages, against 8,188 packages previous week, and 7,949 packages same week last year. Since May 1 receipts have been 360,093 packages, against 652,611 packages for the same period, 1906.

THE PROVISION SITUATION

With deliveries to Canadian points totalling between 30,000 and 35,000, and with the English market paying around 6s. for best, Canadian packers are able to sustain the optimistic feeling induced by last week's conditions. The exceptionally heavy deliveries of hogs that always pour out of the country at this season has this year not exceeded the average figures of 1906 to any marked extent. This week may be regarded as the second of the three weeks during which the rush is at its heaviest. In another seven days or so its main strength will be expended, and the packers are naturally making hay while the sun shines.

The present favorable conditions in the Old Country market, due principally to the marked falling off of American shipments and somewhat decreased deliveries of Irish, are not expected to last. The conditions of the English market previous to the past two weeks has been such as to offer no inducement to American packers, to make shipments. Deliveries of American bacon fell off, in consequence, several thousand boxes below normal, and this stringency soon had its effect on the English market, which advanced about 4s. At the present average price of bacon, America can recommence shipping again at a profit, and her deliveries will fall upon a loosely-supplied market, with double strength by reason of her unwillingness to make shipments for the past fortnight. The usual result of unloading stocks upon a rising market will, in this instance, so say the packers, be reflected in a decline of from 6s. to 7s. in the Old Country within the next ten days.

Prices paid by the packers this week have not altered, \$6.10 being offered f.o.b. country points, and \$6.35 fed and watered. Danish deliveries for the past week were 36,000.

Provisions on the Chicago market have been unsettled, fluctuating in sympathy with the grain market. The average of receipts for the week has been moder-

ate. Packers have sold pretty freely. The Journal of Commerce, reviewing the situation for the past week, says:

"The past week has witnessed much more activity in the option market for hog products than hitherto on this crop. This was stimulated by financial conditions and by the decline in the grain markets, which turned late bullish sentiment the other way, led by the packers, who have been quite free sellers of futures at declining prices on fear of a further stringency in the money market. This has been due to the fact that this is the season of the year when packers are heavy borrowers at the banks, and it is supposed that some of them had not made their arrangements. The result was liquidation by them and by outsiders, without stimulating cash business, except in lard for the U.K., of which exporters took more the past week than for a long time, as packers' consignments had previously been supplying those markets. Other products have ruled dull and hams easy at the West and entirely neglected here, though city bellies have been well cleaned up by the local trade, as production has continued very light, owing to high prices of hogs."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Lard is moving fairly well at firm prices. Smoked meats are selling as well as can be expected at this season. There is some business being transacted in pork and other heavy lines.

Lard, pure, tierces.....	0 11½ 0 12½
" " " " " " " " " "	0 12 0 12½
" " " " " " " " " "	0 12 0 14½
" " " " " " " " " "	0 12 0 12½
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" " " " " " " " " "	0 12 0 13
Lard, compound, tierces, per lb.....	0 09½ 0 11½
" " " " " " " " " "	0 10 0 11½
" " " " " " " " " "	0 12 0 12½
" " " " " " " " " "	0 09½ 0 10½
" " " " " " " " " "	0 10 0 11½
" " " " " " " " " "	0 10 0 12
" " " " " " " " " "	0 10 0 12½

Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	22 00	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	14 00	15 00

BUTTER—The prices in the country boards have been about the same as during the past two weeks. Receipts are light and dairy butter is exceedingly scarce. There is a good demand for fresh rolls and tub butter. Very little dairy butter has arrived from the West. The prices there are continuing so strong that dealers are not anxious to

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

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
— WE ARE —
BUYERS and SELLERS
Correspondence solicited from ONTARIO,
MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter
Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

ship east. Some foreign creamery has been offered but the quality is not good enough to satisfy the trade who are taking hold very freely.

Creamery, choice, boxes	0 29
pound prints	0 30
Dairy, tubs	0 25

EGGS—The prices for eggs remain unchanged. The market is very firm, and demand continues active.

Selects	0 27
No. 1	0 22 ½
Seco ds	0 17 ½

CHEESE—The prices in the country are somewhat easier, owing to the quality of cheese offered not being of the best at this time of the year. There is little export trade, but the local business is brisk, the demand being good.

Cheese, old	0 16	0 16½
new, large	0 13	0 13½
twins	0 13	0 13½

HONEY—Stocks are light and trade is fair.

White clover comb honey	0 15	0 16
Buckwheat, ext-acted	0 10	0 11
Clover, strained, bulk	0 12	0 13

TORONTO.

PROVISIONS—Pork prices continue about the same as last week, with very little business passing. The increased demand for beef, the supplies of which have recently been of good quality, accounts for a slight drop in mutton and lamb.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14	0 15
Large hams per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Bacon, plain, per lb	0 17½	0 18
pea meal	0 18	0 18
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12	0 12½
tubs	0 12½	0 13
pails	0 12½	0 13
compounds, per lb	0 10	0 10
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	0 08½	0 10 00
front quarters	5 00	6 00
choice carcasses	7 50	8 00
common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	8 25	8 75
Veal	0 09	0 10½

BUTTER—An advance of another cent on the better lines is noted this week. There seems to be no relief for the present serious situation, and prices will probably go considerably higher. Dealers say that there is a probability of Australian and Siberian butter being brought in before the winter is over. The fact that the butter supplied is universally good is the only redeeming feature.

	Per lb.
Creamery prints	0 29 0 32
Creamery solids	0 29 0 30
Dairy prints, choice	0 26 0 28
" ordinary	0 23 0 25
" tubs choice	0 23 0 25
" tubs, ordinary	0 21 0 23
Baker's butter	0 21 0 22

EGGS—Prices remain unchanged with business in about the same quiet condition as last week.

Eggs, candled	0 24
selects	0 27
lined	0 24

CHEESE—The cheese market is slightly easier and business has fallen off during the week.

Cheese, large	0 13½	0 14
twins	0 14	0 14½

HONEY—People seem to be fighting shy of honey at the prevailing high prices this year. The demand usually

opens well in October, but this year there is little or nothing doing.

Honey, strained, 50 lb tins	0 12	0 13
" 10 lb tins	0 12½	0 13½
" 5 lb tins	0 12	0 13
" in the comb, per doz.	2 50	3 00
Buckwheat honey, per lb	0 18	0 19
" in comb, per doz	1 25	1 50

POULTRY—Another drop in fowl all round this week means that large supplies have been hurried in for the Thanksgiving business. The local market is full of birds, which, as a general rule, are of pretty good quality. Turkeys are more plentiful than they have been at Thanksgiving time for at least two or three years. With the present prices poultry is almost as cheap as meat.

	Live Weight.
Spring chickens, per lb	0 07 0 08
Old fowl	0 06 0 06
Ducks	0 08 0 08
	Dressed weight.
Spring chickens, per lb	0 12
Old fowl	0 09
Ducks	0 10
Turkeys	0 15 0 16

AFTER RAILWAY COMPANIES.

**Montreal Wholesale Grocers' Guild Com-
plains of Delayed Shipments.**

Montreal wholesalers are feeling sore over the delays which have been caused in the delivery of goods, particularly seasonable lines, owing to the lax methods of railway companies which have neglected to provide proper facilities for the handling of goods accepted for transportation.

Following is a copy of the resolution passed at a recent meeting of the Montreal Wholesale Grocers' Guild: "That whereas, owing to the failure of the railway companies to provide sufficient cars and engines and adequate terminal facilities, and for other reasons, they have been unable to properly handle the business offering during the past year, and in consequence, cars of goods have been delayed in transit and when finally landed in the terminals have remained there for weeks before the consignees could secure delivery, the result being that in many cases the wholesale grocer has been unable to secure his goods until the season during which they were salable had passed,

"Therefore resolved, That the companies should be urged to take such steps as may be necessary to enable them to handle the business for the coming fall and winter with more regard to the rights of shippers than has been the case during the term complained of, "And further resolved, That this Guild is of opinion that when, as a result of the non-delivery by the railway companies within a reasonable time, of goods entrusted to them for carriage particularly when such are seasonable goods the consignors have suffered loss owing to the impossibility of selling such goods when the season has passed, the companies should be compelled to indemnify the consignees the amount of their loss"

The firm of J. H. Langlois & Co., general storekeepers, of St. Scholastique, Que., have dissolved.

Clark's Canned Meats

One reason why my canned meats enjoy such a reputation for quality lies in the fact that I do nothing in my factory but cook and pack meats.

All animals are slaughtered at public slaughter houses; are then inspected by city inspectors and have then to pass my own Inspector.

I am therefore doubly certain that the meats I pack are the best offered on the Canadian market.

Quality Assured.

WM. CLARK - MONTREAL
Manufacturer

The utmost **Cleanliness** and Experienced **Care** is taken to **Cure**

O'MARA'S

Hams and Bacon

Under Government Inspection

JOSEPH O'MARA
Pork Packer, PALMERSTON

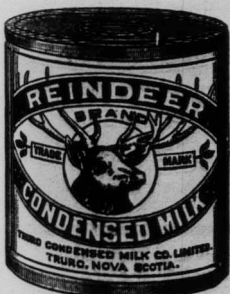
Quality and Satisfaction

With every tin of Milk and Cream you can guarantee your customer quality and satisfaction.

REINDEER
Condensed
MILK



JERSEY
Sterilized
CREAM



Sweetened.



Unsweetened.

You retain 30% profit

Truro Condensed Milk Co., Ltd., Truro, N.S

By
Royal Warrant
Purveyors



To
H. M. King
Edward VII

There is only **one**

BOVRIL

The Bovril season is approaching. The high qualities and special merits of Bovril will be placed prominently before the Canadian public throughout the winter and we recommend our friends to make sure that they are fully stocked early.

BOVRIL Limited, 27 St. Peter St. Montreal

CEREALS AND CONFECTIONERY

Strong Market for Wheat and Oat Products—Saskatchewan Wheat Returns—Winnipeg Inspections—Some Side-lights on Confectionery.

Prices on both wheat and oat products remain about unchanged from last week, but there is no indication of any weakening tone in the markets, for either the raw material or manufactured product, which, if anything, continue bullish in character. The flour men are not booking many orders ahead, in view of the unsettled condition of the wheat market, but domestic demand is very strong and increased export enquiry is reported. Prices on rolled oats are expected to be revised about the end of the first week in November, a large number of sales of the raw material having been made for November delivery.

The Saskatchewan Department of Agriculture has received returns from about 1,000 correspondents all over the province, and from these returns have estimated Saskatchewan's total wheat crop at 30,000,000 bushels. The first returns received by the Department indicated a crop of 35,000,000 bushels, but this was thought to be in excess of a conservative estimate warranted by the conditions, and a second census was taken, which resulted in the first estimate being decreased by 5,000,000 bushels. The acreage under crop, according to the last official estimate, is 1,965,774, indicating a total production of 29,486,610 bushels. It may be that the final returns will show a deviation from the average of fifteen bushels, and an accurate estimate will not be possible until the final returns from the thrashers are compiled about the end of the calendar year.

It is expected that the crop this year, which is almost 7,000,000 bushels below that of 1906, will bring in actual cash value, as much as, if not more than last season's total yield.

Wheat inspection at Winnipeg at the end of last week showed some improvement over previous days' returns, but the average was still considerably below that of previous weeks. 332 cars were inspected, of which 2 cars graded No. 1 hard; 59 cars, No. 1 northern; 84 cars, No. 2; 43 cars, No. 3; 16 cars, No. 4; 26 cars were winter wheat; the remainder, 97 cars, fell below contract grade. Last year 430 cars were inspected.

Confectionery.

Confectionery is the grocer's side-partner.

It drums up business for him in quarters that he cannot reach himself.

It is the prince of side-lines.

But—It pays to handle only the best. Opportunities neglected is money wasted.

Can you afford to do business as your grandfather did. Though if the truth were known they may have been more up-to-date in this respect than the present generation.

Your neighbor may be ploughing along

in the same old rut, but that's his business. The point is: Can YOU afford it?

Think it over.

MONTREAL.

FLOUR—Flour is strong at unchanged prices. Millers report a brisk demand at export at good prices. Locally, dealers are buying only for immediate requirements.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household, bags.....	6 30
Glenora.....	5 70
Manitoba spring wheat patents.....	6 30
Manitoba strong bakers.....	5 70
Five Roses.....	6 10

ROLLED OATS—It is impossible to give prices which will meet the views of all sellers. As will be seen, there is a wide range, some jobbers asking \$6 a barrel, and others up to 7.75. Buying appears to be very slight, most grocers being either well stocked, or under contract which lets them out of the high prices, which the man who is caught short is forced to pay.

Fine oatmeal, bags.....	3 40
Standard oatmeal, bags.....	3 40
Granulated.....	3 45
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 75
Rollod oats, 90-lb. bags.....	3 35
" 80-lb. bags.....	3 10
" bbls.....	6 45

FEED—Feeds continue high, the market being steady under a good local and export demand. Further advances are not anticipated at the moment.

Ontario bran.....	23 10
Ontario shorts.....	26 00
Manitoba shorts.....	26 00 28 00
Manitoba bran.....	23 00
Mouille, milled.....	27 00 30 00
straight grained.....	28 00 34 00
Mill feed.....	1 50 1 55

TORONTO.

FLOUR—No change has been made in prices, but millers report the situation as very strong, with values, if anything, showing an advancing tendency. Prices are too high and domestic consumption too heavy, to admit of much export business being done, though enquiry from the foreign markets is improved from last week.

Manitoba Wheat.	
60 per cent. patents.....	5 80 6 20
85.....	5 50 5 60
Strong bakers.....	5 40 5 50

Winter Wheat.	
Straight roller.....	4 90 5 20
patents.....	5 20 5 50
Blended.....	5 25 5 40

CEREALS—Millers are having their work cut out to fill orders, both domestic and export demand having reached a point where prices apparently, are of little importance so long as deliveries are made promptly. Quotations so far, however, are unchanged.

Rollod wheat in barrels, 100 lbs.....	3 05 3 25
Rollod oats, in wood, per bbl.....	6 60
" in bags, per bag 90 lbs.....	3 17 3 25
Oatmeal, standard and granulated, per bbl.....	7 40
" in bags, 98 lbs.....	3 58

THE OLDEST MILL IN CANADA

POT AND PEARL BARLEY

CALEDONIA MILLS

John MacKay Limited - - - - - Bowmanville, Ont.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain. Importers of Foreign Products.

125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

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NOTES.

Alex. McDonald, baker, of North Bay, has assigned to C. E. Hammond.

Jas. Macpherson, of Carleton Place, has purchased the grocery business of G. N. Thompson, of the same town.

Marietta Martin, who has been conducting a flour and feed business at Colborne, has sold out to W. L. Bailey.

Broomhall estimates the world's wheat exports to all countries for the past

week at 10,800,000 bushels, against 13,312,000 the previous week, and 12,528,000 last year.

The Montreal Board of Trade has decided to advertise Montreal as a manufacturing centre, and will place advertisements in London papers to attract English manufacturers to the field here.

R. M. Fulton, who has for some time past conducted the grocery store at the corner of George and Townsend streets, Sydney, C.B., is offering his business and good-will for sale, having decided to leave Sydney for a while.

J. K. Chambers, of the Salada Tea Company, Toronto, who is an enthusiastic member of the York Hunt Club, and Geo. J. Mitchell, of the J. J. McLaughlin Co., are members of a party which left this week for a ten days' hunting trip in the Parry Sound district.

Walter Paul, of Montreal, who knows all about groceries and a little about other things as well, has just opened a branch store at the corner of University and Burnside Place. To anyone who knows Mr. Paul, (and who does not), it is almost unnecessary to add that the new store bids fair to become one of the brightest and best equipped in the city.

W. A. Muir, of the Fowler Canadian Co., Hamilton, Ont., was lately in Sydney, C.B., investigating the possibilities of that market for his firm. The Fowler people deal in beef, pork, etc. Mr. Muir is enthusiastic over the prospects, and declares Sydney to have the makings of the best provision market, in proportion to its area and population, to be found in Canada.

\$10,000 DAMAGES.

Alfred Craigie, candymaker, of Toronto, commenced an action before Justice Magee in the jury assize court on Monday, to recover \$10,000 damages against McClure and Langley, manufacturers of grocers' sundries, and specialties, and agents for Tobler's milk chocolate. The plaintiff alleges that a certain line of chocolate which he purchased from the defendants turned out to be bad.

Almeria Grapes

Splendid crop with a dry season is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your Dominion. C. & F. rates to all points.

For closest market rates apply to

ANDREW WATSON

91 Place d'Youville, - Montreal

STUART WATSON & CO.

P.O. Box 144, - WINNIPEG

Proprietors,

FRED^K. FISHER & SONS

Green Fruit Experts

"St. Magnus" House,
LONDON, - ENGLAND

J.V. DE YBARRONDO & CO.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS	WALNUTS IN SHELL & SHELLED
R ^o ROSE CHOICE	GREEN PEAS OLIVE OIL
SUPERIOR EXTRA	MUSHROOMS SARDINES &c
EXCELSIOR	
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BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Claret, Brandies and Champagnes.

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS

COCOA

The Housewife Knows

the difference between ordinary soda biscuits and

MOONEY'S Perfection Cream Sodas.



She knows that the best kind of soda biscuits is the kind which not only **come crisp but keep crisp.**

MOONEY'S PERFECTION CREAM SODAS

are made right, baked right, packed right, and therefore

SELL RIGHT

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



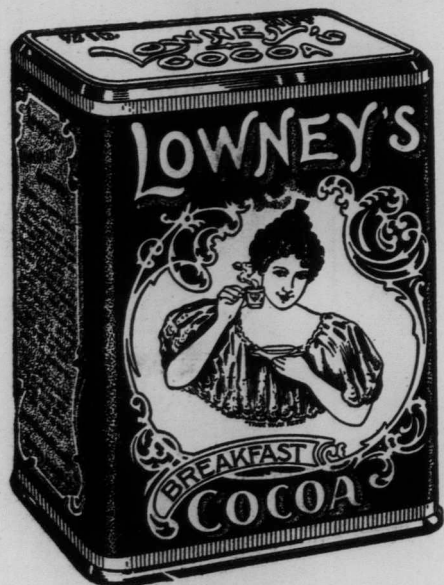
COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., ..
A. P. Tippet & Co. ..

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

There are several varieties, but only one quality of

COWAN'S
Cocoa and Chocolate

That quality is the very highest. When we say that our Cocoa and Chocolate is

PURE

we mean it. This purity, combined with the unequalled "Cowan" flavor has made



COWAN'S

the most desirable brand of Cocoa and Chocolate for you to handle.

THE COWAN CO., Limited

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Still leaders in every family's regard

Mott's

"Diamond" and "Elite"

brands of

Chocolate

There's only one reason for this—
"Purest and Best made."
All Jobbers

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

SELLING AGENTS:
J. A. Taylor Montreal R. S. McIndoo Toronto J. E. Huxley Winnipeg Arthur Nelson Vancouver

HIGHER COFFEE EXPECTED.

Report of Nordlinger & Co. Anticipates Advance—Santos and Rio.

In their regular monthly review of the coffee situation, Henry W. Nordlinger & Co. say: "The receipts at Rio and Santos during the last half of September increased only moderately over those of the first half of that month. In recent years the heavy movement of the crop occurred during the last half of September or first half of October, after that a gradual falling off took place. This year may be an exception to that rule, because the railroads in the State of Sao Paulo, which reduced their freight rates 20 per cent. during the heavy movement of last year's crop—which reduction has been in force since then—have given notice that on November first this year they will advance the freight rates to about the previous figures. This will no doubt induce the planters to hurry forward their coffee to shipping ports during the rest of this month. It is but natural to expect that a sharp falling off in the receipts will be encountered after that time.

"Ideas with regard to the size of the current crop may be influenced by the larger receipts above referred to, which again will be modified later on when they show the falling off expected by us.

"Santos coffee, of which there is no doubt a considerable shortage in the production this year as compared with the requirements, has been ruling very firm and at no time during the present crop season were any large quantities on offer. The premium paid for Santos coffee over the price ruling for Rio exceeded in a great many cases 1 per cent. per pound, grade for grade, and this premium is likely to be increased still further.

"The Government holdings are apparently kept intact, and it is the general impression that none of that coffee will be sold unless a much larger price is reached. There is, however, enough coffee to go around for all purposes at the present time, but these conditions will only govern as long as the receipts are large. It must not be overlooked that the available visible supply will be cut into perceptibly toward the end of the fiscal year. If we are not entirely mistaken in our ideas with regard to the size of the crop, higher prices are bound to rule later on, unless the Sao Paulo Government is willing to meet some of the trade demand.

"In making this assertion we have in mind only actual Santos coffee. Op-

tions, which are based on the import cost of Rios and Bahias, and primarily on the prospects for the growing crop, may not respond to the same extent. Furthermore, it is almost certain that speculators will not enter the market for a bull campaign with the present enormous visible supply, no matter how small they believe the current crop to be. Even the trade is not willing to stock up; it has shown remarkable powers of abstinence for over a year past; but this makes the position so much stronger, as it insures an uninterrupted and steady demand distributed throughout the year.

"Importers and jobbers who have sold against their stock (and there are many of them) will buy, and are buying back their options as they make sales of the actual coffee, thus lending some support to values on the Coffee Exchange.

"With regard to the growing crop reports have reached us that the flowering up to the end of September was very moderate. The trees, however, have a splendid appearance, being full of leaves, and we have received news recently that the flowering so far this month shows some improvement, which they may extend; in fact, promises still better results during the rest of this month. The weather is fine, the trees are strong and whatever flowering takes places will most likely turn into fruit. A larger crop than was produced this year may therefore be reasonably expected. How much larger depends entirely on the extent of the flowering during the next two weeks.

"Pending the above mentioned developments, it seems advisable to pursue a conservative course. Cables will no doubt reach here, off and on, reporting conditions as the respective senders may construe them. These cables are often sent for the purpose of influencing the market, and should be accepted with due allowance.

"With regard to mild coffee crops, we can only reiterate our previous estimate of 3,000,000 bags (exclusive of Bahia and Victoria). This estimate, although seemingly a low one, is based on the shortage of the crops in Central America, Venezuela and East Indies, as reported to us by reliable correspondents.

ANOTHER HAPPY WHOLESALER.

A. M. Warren, cashier of the Salada Tea Company, was married on Tuesday, October 15th, to Miss McCormack, daughter of W. J. McCormack, of Grosvenor street, Toronto. The happy couple left for a trip through New York, and the eastern States. One of the most admired among the bridal gifts was a handsome grandfather's clock, the gift of the staff of the Salada Tea Co

The Dawson Commission Co.
 handlers of all kinds of Fruit and Farm Produce. Apples and Poultry are specialties of ours. Get in touch with us. We have the selling of about 20,000 barrels of apples. Consignments solicited.
THE DAWSON COMMISSION CO., - TORONTO

QUEEN QUALITY PICKLES
 Sweet—Mixed and Chow
 Bulk Pickles
 Tomato Catsup
 Worcester Sauce
 Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
 OWEN SOUND

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, i.e. a word each 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 postage, etc.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker
 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GRO GERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

\$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

\$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

If you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—Few more good selling lines of grocery specialties; Toronto and Ontario district. Apply Box 165, CANADIAN GROCER, Toronto. [43]

SITUATIONS WANTED.

ABILITY with experience—Capable, energetic and tactful, Englishman, 31 years, single, desires management, good disciplinarian, smart salesman, competitive window-dresser, Canadian experience. Taylor, 47 Colborne St., Oshawa, Ont. [45]

PRICES ON ALL FOODSTUFFS
ADVANCING IN NOVA SCOTIA

Bread Selling at 7 Cents a Loaf—Butter Scarce—Eggs at 30 Cents a Dozen—
\$1,000,000 of Apples Damaged.

(Special Correspondence of Canadian Grocer.)

Halifax, N.S., Oct. 28

The high price of all food products here has caused quite an agitation, and during the past week the daily papers have been filled with long articles, regarding the prices charged. Bread advanced one cent per loaf, and is now seven cents for a loaf weighing one pound and a half. The high price of flour is given as the cause for the advance. Potatoes are quoted at 40c to 50c and the quality is only fair, there being quite a lot of rot.

BUTTER—The butter situation is now attracting considerable attention in this province. The receipts are very small for the season of the year, and the price is bounding upwards. The situation is one that the jobbers cannot understand. They say that the price is unreasonable, as the cattle are still feeding on the after-grass, and that the shipments outside of the province are practically nil. The demand is not out of the ordinary, and there is no explanation for the shortage. One commission firm in this city recently sent out letters to many farmers with whom they had dealings, asking them to send their butter in, but the replies received were that they had no butter. The best creamery butter in prints is now retailing at 32c per pound and it is likely to go higher.

There is very little dairy butter in small tubs on the market, and what is offering is quoted at 26c to 28c. During the past week the advance has been about two cents per pound all round. From the present outlook the jobbers will have to purchase butter outside of the borders of Canada, as they say that no large stocks can be purchased at any reasonable price.

There is considerable complaint here now regarding short-weight butter. Creamery prints are sold in two-pound blocks, and during the past week the output of four of the creameries was found wanting, some of the blocks being from one to two ounces short in weight. There is great complaint on this score, as the consumer wants full weight at the prevailing high prices.

EGGS—Fresh eggs are scarce and the choicest stock is worth 30c per dozen. The case eggs offering cannot be relied upon, and there is very little fresh stock coming on the market. The receipts from points in Nova Scotia are unseasonably small, and it is thought that the dealers in Prince Edward Island are holding their stock for higher prices.

APPLES—The recent storm in the Annapolis valley caused damage estimated at \$100,000 to the apple crop. There is still a good crop and from four to five hundred thousand barrels are to be had for shipment, with prospects of good prices. President Bigelow, of the Nova Scotia Fruit Growers' Associa-

tion, estimates the varieties by barrels as follows:

Gravensteins	85,000
Ribston Pippins	90,000
King's	70,000
Baldwins	70,000
Golden Russets	50,000
Nonpareil	60,000
Other varieties	50,000

Speaking of the markets, President Bigelow says: Prices opened at \$2 to \$2.50 from the orchard, uninspected. The largest growers ship their own fruit, and hold for higher prices. Our English market was seriously injured by the injudicious shipment of forty to fifty thousand barrels of green, half-grown Gravensteins in September, which have not netted \$2 per barrel, and now windfalls are being shipped, which will add further injury to the market. Growers look for high prices during the winter owing to the world's short crop.

STICK TO THE STICKERS.

In the course of a conversation with a traveling man the other day, he said: "Whenever I go into a town and find a man there who has been a customer of one of our competitors for years, I at once lay plans to land him as a customer of my house, because I know he is a good customer for any house. He will, in nearly every instance, tell me that there is no use talking to him, as he has been buying all his goods of that particular house and has no reason for changing. I generally tell him that he is exactly the kind of a customer I want, for, if I can show him it is to his advantage to give me his business, instead of to the customary house, he will then be as loyal to my house as he now is to a competitor.

"I may not get my man for a year or so, but I eventually get him, and when I do, I know he will be with us for years, and we will get all his business, either by mail or when I go to his town, for he is a sticker."

Too many good business men are overlooking this point to-day. This traveler strikes right at the centre of big business building when he goes after the customer who is an old customer of a good competitor, for his trade is well worth much effort to land; while the dealer who is easily persuaded to give you an order on short acquaintance is just as easily persuaded to give the next man an order, and as a result you never feel that you can depend upon his regular business."

This idea should be just as valuable to the retailer as to the manufacturer or jobber, for the retailer will also find that the "sticker" is a good customer.

J. M. Brayley, Montreal, representative Kentucky Oil Refinery Co., of Louisville, Ky., has returned from a business trip to the head office.

**Milk is
Scarce**

FUSSELL'S

BUTTERFLY BRAND

Condensed Milk

Red Butterfly

Evaporated Cream

Silver Butterfly Brand

Unsweetened Milk

White Butterfly Brand

Thick, Rich Cream

Golden Butterfly Brand

Can Be Shipped

Prompt from

Europe

Prepared in the Highlands of Norway and Austria

TEN GOLD MEDALS AWARDED

Contractors to the British, German and Norwegian Governments

FUSSELL & CO.

LIMITED

LONDON, ENG.

CABLE ADDRESS: "Fussellato," London. A.B.C. 4th and 5th editions.

Or Particulars and Prices of the Agents,

**JOHN W. BICKLE & GREENING
HAMILTON**

**CARMAN, ESCOTT & CO.
WINNIPEG**

“Lea & Perrins”

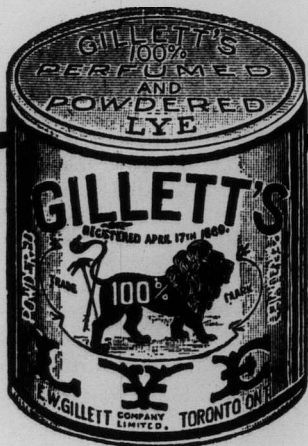
What a name to conjure with! For exactly 50 years **Lea & Perrins' Worcestershire Sauce** has been a delight to the human palate—For the same length of time it has been the grocers' and purveyors' standard. Whoever heard a complaint of Lea & Perrins' Sauce?—What grocer ever bought it that didn't buy more?

Get your winter supply in now—Every jobbing grocer sells it.

J. M. DOUGLAS & CO., MONTREAL

Established 1857

Canadian Agents.



Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various “Just as good” kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

FRUITS, VEGETABLES AND FISH

Good Demand for California and Foreign Fruits—Vegetable Markets Supplied With Southern Goods—Fish Business Active With Opening of Season.

Apples are about the only Canadian fruit on the markets this week. Grapes are still quoted and a stray basket of pears is seen, but there is no quantity of either of these. To take the place of the Canadian varieties, California, Jamaica, Bahama, Florida and Spanish fruit is arriving in large shipments and the demand is generally good. New dates and figs are just coming in and dried peaches and apricots are also quoted. The Thanksgiving and Halloween business has been fairly good.

As Canadian vegetables drop off as a result of the cold weather, their place is taken by goods from the United States. Boston cucumbers and lettuce are being shipped regularly to market centres, and the quality is particularly good. The potato situation is unchanged since last week, though New Brunswick shipments continue to be not altogether satisfactory.

With the opening of the season, fish business is becoming exceedingly brisk. Cod and haddock continue scarce, and the close season for trout and whitefish which begins the first of the month, will curtail the supply of lake fish. The supply of bulk oysters is fairly abundant and good business is being done.

MONTREAL.

GREEN FRUITS—The market continues firm for this time of year. The first Halloween dates have arrived and are being quoted at 6 cents per pound. Almeria grapes are quoted at from \$4.75 to \$6.50 per keg, Californias at \$3. Fameuse apples, hand-picked, are \$4.50 per bbl. Other varieties vary from \$3.25 to \$4.50. Nova Scotia cranberries are quoted at \$10.50. Peanuts, "Bon-ton," roasted, are selling at 15 cents and others at 9½ cents. Nassau grape fruit is in good demand. Oranges are slow, while lemons are little better. Canadian grapes are about done, and Californias will not last much longer.

Dates, per lb	0 06	0 07
Bananas, fine stalk	1 75	
" jumbos	1 85	2 00
Cocoanuts, per bag	4 60	
Lemons	3 75	4 00
Florida oranges, per box	4 50	
Jamaica oranges, bbl	5 00	5 50
Figs, per lb	0 08	0 12
Nassau grape fruit, box	4 60	5 00
Florida grape fruit, box	7 00	
Limes, crates	1 00	
California grapes, crate	3 25	
Almeria grapes, keg	4 75	6 00
Cape Cod cranberries, bbl	9 00	12 00
Nova Scotia cranberries, bbl	10 50	
Apples fameuse, bbl	4 60	
other fall varieties, bbl	3 25	4 50
Canadian grapes, basket	0 40	0 75

VEGETABLES—The vegetable market continues firm, although the bad weather has a dulling effect. Canadian cucumbers are done, and Boston hot-

house are now quoted at \$1.50 per doz. The season for Canadian lettuce is over, and the market is being supplied with Boston lettuce at \$1 per dozen. Mushrooms are quoted at 90 cents per pound, and horse-radish at 20 cents per pound. Peas, fairly good, re-cleaned, were sold to-day in earload lots at \$1.17. Sweet potatoes, fancy Vineland, are quoted at \$3.75 to \$4 per bbl.

Parsley, per doz. bunches	0 10	0 15
Sage, per doz	0 60	
Savory, per doz	0 60	
Cabbage	0 20	0 35
Turnips, bag	0 25	0 75
Celery, doz	0 25	0 75
Water cress, large bunches, per doz	0 10	0 15
Radishes, doz	0 10	0 15
Spinach, per box	0 50	
Green peppers, bag	1 00	
Boston hot house cucumbers, doz	1 50	
Potatoes, per bag	0 75	0 80
Sweet Potatoes bbl	3 75	4 00
Sweet Potatoes, basket	1 75	2 00
Beets, bag	0 75	
Carrots, doz	0 75	
Tomatoes, box, 30 lbs	0 75	
Corn, doz	0 15	0 20
Spanish onions, small crates	0 65	0 75
" large crates	2 00	2 25
Canadian onions, lb	0 01	0 01
Boston let uce, per doz	1 00	
Mushrooms, per lb	0 90	
Horse radish, per lb	0 20	

FISH—Business in fish is becoming quite brisk, dealers reporting active demand for mostly all lines. There has been more stormy weather on the fishing grounds and supplies have been affected in some lines. There is a scarcity of haddock and cod, which is evidenced by the advanced prices. With the coming of the cooler weather whitefish and lake trout are becoming scarce. Dore and pike are in good supply and are moving out freely. Fresh mackerel, new, are now being received. In smoked and prepared fish, the scarcity of kippers is being still felt, but bloaters and haddies are in good supply. Supplies of salt and pickled fish are not large, salmon being very short. Oysters are selling more freely. Prices generally hold firm.

Fresh and Frozen Fish.		
Haddock, express, per lb	0 05	0 06
Halibut, express, per lb	0 10	0 10
Mackerel	0 10	0 12
Dore	0 10	0 12
Pike, lb	0 08	0 10
Weakfish, lb	0 10	0 10
Market cod, lb	0 04	0 05
Steak cod, lb	0 07	0 08
Lake trout, lb	0 09	0 10
Whitefish, lb	0 07	0 07
B.C. salmon, lb	0 10	0 10
Flounders, lb	0 08	0 08
No. 1 Smelts, lb	0 10	0 10
Dressed hulloheads, lb	0 10	0 10
Smoked and Salted—		
New haddies, box-a, per lb	0 08	0 09
Smoked herring, per small box	0 14	0 14
Yarmouth bloaters, box	1 25	
Prepared and dried—		
Boneless cod, 100 lb. cases	5 25	
Boneless cod, 20 lb. boxes	0 07	
Boneless fish, 20-lb. boxes, bricks	0 06	
Boneless fish, 25-lb. boxes, per lb	0 05	
Shredded cod, 2 doz., per case	1 80	
St. John bloaters, box	1 00	
Smoked herring, small boxes	0 14	
Oysters—		
Standards, bulk, per imp. gal	1 50	
Standards, imp. qt. tins, sealed	0 40	
Selects, bulk, gal	1 70	
Malpeques, bbl	10 00	12 00
Caraquets, bbl	6 00	8 00
Paper pails, 10", pint size	1 10	
" 10", quart size	1 50	
Pickled fish—		
No. 1 Labrador herring, per bbl	6 00	
" " " " " " " " " " " "	3 25	
No. 1 N.S. herring, half bbls	2 75	
" " " " " " " " " " " "	5 25	
No. 1 Mackerel, pails	2 00	
No. 1 sea trout, 100 lb. kegs	5 75	
No. 1 sea trout, 20 lb. bbls	10 50	
No. 1 Green cod, per 200 lbs	7 50	
Small " " " " " " " " " " " "	6 00	
Large " " " " " " " " " " " "	8 00	

APPLE EXPORTERS

The fru ncherchants of Great Britain v do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates
Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply the best at closest prices.

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

BONELESS FISH

We are **the pioneers** of the prepared fish business.

The following brands have been sold by Canadian grocers from Halifax to Vancouver **continuously** for more than **20 years**.

Our experience covering that period **stands beh'nd each brand**—a guarantee of **quality**.

"Leonard's Favorite," pure Cod, in 20-lb. boxes and 1 and 2 lb. bricks.

"Gem of the Sea," pure Fish, in 20-lb. boxes and 2-lb. bricks.

"Satisfaction," pure Fish, in 25-lb. boxes, loose.

Moderate prices, and a liberal guarantee with our fish. It takes a trial order to really convince you.

Above lines are obtainable from leading wholesale grocers, or direct from

LEONARD BROS.

LONG DISTANCE
TELEPHONES.

P.O. BOX 639

20 to 26 Youville Square,
MONTREAL

ST. JOHN, N.B.
GRAND RIVER
GASPE



HOW ABOUT YOUR FISH ORDERS

We're able to show ample profit for the retail dealer without skimping qualities any way, and there's no need to magnify our facilities for doing things right.

We carry the largest assortment of all kinds of Fish
Fresh, Frozen, Salt and Smoked

TELEPHONE, TELEGRAPH OR MAIL YOUR ORDERS.

State whether to Ship Freight or Express.

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors

76 Colborne St. TORONTO

F. T. JAMES.

Manager

ATLANTIC STRIPPED COD



This is a new line with us and we know it is going to have a big sale because it embodies those selling features which will commend it to grocers in every part of the country. In the first place its a shore codfish and from a district where the sweetest codfish are caught. Second, it's very lightly salted and yet is not soggy. Third, it has all the bones taken out and is packed in strips the right size for retailing. A box weighs thirty lbs. and the man who gets one will soon want another. Special terms on five box lots.

Atlantic Fish Companies Limited

A. H. BRITTAIN & CO. Montreal.
General Agents for Ontario and Quebec.

Lunenburg, N. S.

ATTENTION!

New Pack of $\frac{3}{4}$ Mustard Sardines



BRUNSWICK BRAND

Sanitary Can

We guarantee the goods

Write for sample and be convinced

Connors Bros., Limited

Black's Harbour, N. B.

Good Cans Carry Out The Idea of Quality

You, packers of meats and canned goods, endeavor to instil into the mind of the trade and the public, the quality of your goods.

If your cans are indifferently made, and of poor material, your goods will quickly show it.

Material and workmanship count for more to-day than ever before. You cannot afford to use cans poorly made or of poor material.

Our cans give you every satisfaction. We make all varieties.

Give us a trial order.

ACME CAN WORKS
Montreal

It is No Mere Pipe Dream

we are having when we tell you that T. & B. is the most popular pipe tobacco in Canada. Ask any discerning smoker what his favorite brand is and he'll nearly always say, "Why,

"T. & B."

Of course! No wonder! It has that fragrant flavor which the smoker likes, and it will not "bite the tongue."

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

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TRADE NEWS AND MARKETS
IN THE GARDEN OF THE GULF

Farmers on Prince Edward Island this season are to be envied, and why some should feel disposed to sell their farms and yield to the lure of the West, is hard to understand. In the first place, the grain crop will be one of the heaviest on record. Wheat will be about an average yield, but the oat crop will be almost double that of last year. Its is estimated that eight million bushels will be threshed, and that over one half of this will be exported; most of it has been secured in good order, and the quality is uniformly good, being well filled and heavy. The prices at present range from 48 to 50 cents, and the dealers say these are 10 cents higher than the state of the English markets will warrant. They also claim that the scarcity in the Maritime Provinces is keeping up the price here, and that once there is a movement from Manitoba, there is bound to be a drop. Even allowing for the possible fall in price, the amount of money that will come into the province for oats alone, will be considerable, if the transportation facilities are adequate.

Potato digging has not been completed yet. The shipments have been small, and the crop on the whole promises to be considerably heavier than last year, and the prices even higher. Twenty-five cents is paid at present. There has been considerable rot, and nearly all the earlier varieties—except the "Dakota Reds"—have suffered from the wet weather, but the old standard "McIntyres" have escaped, and farmers who have good dry fields of these will get good profitable prices for their stock. The tendency of late years has been to discard the "Reds" and pay more attention to the "Blues" and in the wet season this policy has been justified.

The hay crop—on the whole—is considerably better than last year when there was a big shortage, but it is still a little below the average. Last week, in the market, hay sold for \$1 a hundred—a remarkable price for this time of year, especially in view of the fact that the crop of straw is so heavy.

Dairy products have never been so high in the Island's history. Cheese was sold on the board last week at 12 13-16 cents, 1-16 of a cent less than at the board meeting a fortnight ago. The dairy industry, that has been depreciating for several years, causing many farmers to reduce their stock of milch cows, is now coming up again and the prospects are that the industry will flourish as it never flourished before. Factory butter has reached the "top notch" in price, selling from 27 to 29 cents. Dairy or home-made butter is quoted at 25 cents for prints and 22 to 25 cents for tub.

While it is yet a little early to gauge the poultry market, indications are that the prices will be fully up to last year, and these were high. Last week geese sold from \$1 to \$1.30 each, chickens from 10 to 12 cents per pound, turkeys 14 cents per pound. These prices are likely to hold during Thanksgiving market.

Owing to the high price for oats and hay, the farmers will be tempted to ship the raw products off their farms, instead of manufacturing them into beef cattle. Last season, owing to the shortage of fodder, there was a great scarcity of good beef cattle in the province. The high prices for dairy products also had a tendency to cause more attention to be given to dairy stock and less to beef stock, and as a consequence, the Island butchers, this year, had the unique experience of being compelled to import cattle from the West. Eleven carloads, comprising about two hundred and forty-two head in all and averaging \$61 apiece were brought in for the Island market this season. It is true, that cattle were exported from the Island to the Newfoundland market, but these were a smaller and inferior lot to those which the butchers were obliged to bring from the West. In beef-raising our farmers have an industry that is found to yield profitable returns if they devote due attention to it. The retail price of the best quality of beef to-day is from 8 to 16 cents, about 1 cent in advance of the previous year. Lambs are also bringing from \$4 to \$5 each, a price unheard of in the Island's history.

Henry Wellsted, grocer, Toronto, has assigned to S. A. Sewall.

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STANDARD
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**BUSINESS MEN IN
PUBLIC LIFE**

No. 29.

Isidore Martin, Mayor of Pembroke.

Isidore Martin, son of Major Martin, of Montreal, was born in the year 1861. In 1872, the family moved from Montreal to Pembroke, then only a scattered hamlet, where at the somewhat precocious age of 11 years, he started his business career with his father in the grocery trade. At the age of 21 he became a partner in the prosperous business which is now carried on under the name of Martin & Co., and of which he is senior partner.

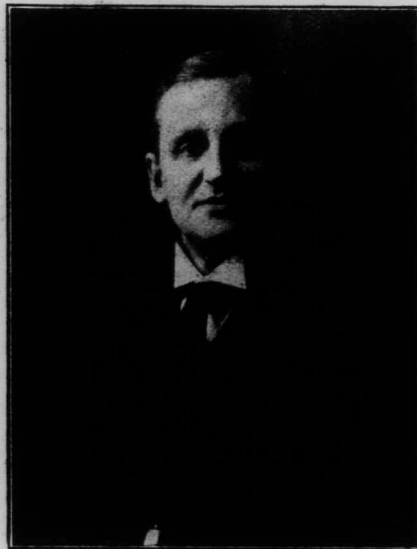
Mr. Martin is an up-to-date and progressive dealer. His store is run on these principles, and is always kept full of seasonable goods. He is keenly alive to the advantages of a strict cash trade, but feels that owing to the peculiar position of the town, it is almost impossible to carry on such a system. He does the next best thing, and cuts credit down as low as he can possibly get it.

Mr. Martin started his public life some 12 years ago, when he became a member of the local Board of Health, of which he was chairman for one year. He has also been a member of the North Renfrew Licensing Commission for the last ten years, and chairman of that body for the last two years.

During the five years previous to his appointment as Mayor, which period he spent on the Council, Mr. Martin was largely instrumental in securing for the town a permanent engineer, who was so badly needed to help control the sanitary affairs of the town. It is only fitting, therefore, that after so many years spent in the public service, the townspeople of Pembroke should have bestowed on him the highest honor in

their gift. With his accession to the Mayoralty, Mr. Martin seems to have gone to work with renewed vigor in the interest of the town, and is strongly supporting the establishment of a new system of waterworks, and the purchase of a suitable site for a public park, on the banks of the Indian River, which will add one more ornament to the beautiful town of which he is so able a Mayor and so justly proud.

In addition to his many duties, public and private, Mayor Martin still finds time to act as choirmaster to the Cath-



ISIDORE MARTIN,
Mayor of Pembroke.

edral choir, and has also been elected hon. president to the local Choral Society.

THE MAN WITH THE GROUCH.

There is no place for him. The world moves away from him. He is an Ishmaelite, in the bad sense of that term. Everybody hates him. He hates himself. Children are afraid of him. Grown people do not trust him. He is shunned by his own children and his wife is made sour and discontented by his grouch.

Cut it out! Sweeten up! When you

find yourself getting a touch of the grouch, merely because trade is a little dull or collections are poor, think of the man with both legs cut off. You don't see him kicking, do you? Suppose you had your legs cut off, and your wife was an invalid and your children were all under ten years of age, would not that be worse than your present situation in life?

Brace up. Go to keeping store in such a way that people will want to come in and buy from you. Get a horse rasp and file off your grouch and then sandpaper it until it is smooth and nice and fit for decent people to come in contact with.

The man with the grouch either starves to death, or ought to. He has no right to have a grouch. Every man owes it to the world to be good tempered, to treat others with politeness, with pleasant manner and with a smile. Sweeten up!—Ex.

TRADE NOTES.

Rene Devilliers, grocer, of Skerville, Que., is retiring from business.

The assets of J. H. Pare, grocer, of Hull, Que., were sold last week.

J. B. Deslauriers & Co., grocers, of Montreal, have dissolved partnership.

J. C. Pinch, grocer, of Sault Ste. Marie, has assigned to J. C. Richardson.

The assets of M. J. Cote, grocer, of Cape Rouge, P.Q., were sold on the 21st inst.

Marshall & Co., grocers and confectioners, of Brampton, have assigned to R. E. Heggie.

Last week the annual meeting of the Imperial Ice Cream Company, Montreal, was held. It was reported that a good year had been experienced, and the company will be forced to enlarge their premises for the coming season to take care of the increased business. At a meeting of the directors, Andrew Shearer was re-elected president, and W. A. Cornell, vice-president. The vacancy on the board of directors, occurring through the death of Thos. Macfarlane, Dominion analyst, Ottawa, was filled by the election of Mr. Anderson, of Pointe Aux Trembles. E. G. Roy and H. G. Wade were re-appointed manager and secretary, respectively. Shareholders were present from Toronto, Ottawa, Pointe Aux Trembles and New York.

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It's easy to see why. Boeckh's Brooms are made of **clean full corn, sewn and bound** by **skilled broom-makers** who know how to do it. Don't risk losing your customers by selling them inferior brooms.

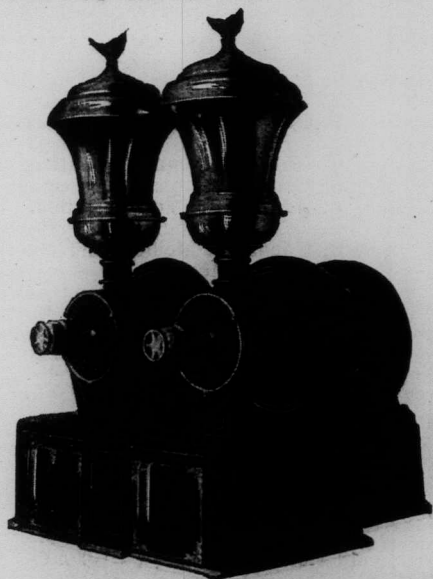
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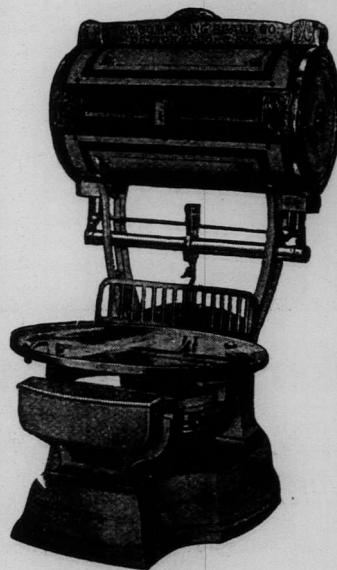
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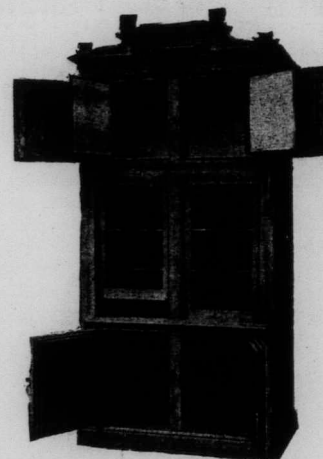
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Best on the
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**Arctic
Refrigerator**

Serviceable,
Dry, Low
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Easy-Price.

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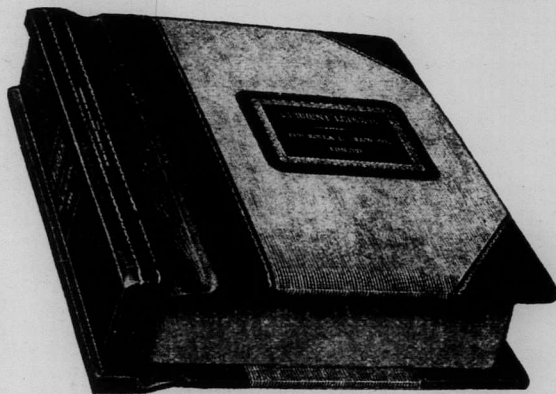
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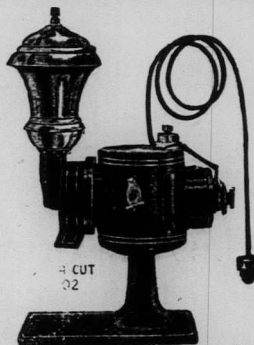
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4-doz.
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1-doz.
1-doz.



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" 1 lb.
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 Compound
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If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for **over 150 years.**

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It sells well and
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These three lines have been an outstanding success with the trade, from the first day they appeared on the market.

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More Matches

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Hovell, A. J., & Co., London, W.C

Delivery Wagons.
Abbott H. G., & Co., London, Ont.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
Eovril Limited, Montreal.

Foreign Importers.
MacDonald, Gordon & Co., London, Eng.
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Tooth's Extract of Meat Co., London,
Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Ybarrodo, J. V., & Co., Bordeaux,
France.
Downey, W. P., Montreal.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. F., & Co., Montreal.
Turner, James, & Co., Hamilton.
Underdown & Crichton, London, Eng.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatin.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brook, Toronto.

Grain, Flours and Cereals, Seeds
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
MacKay, John, Ltd., Bowmanville, Ont.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

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

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

James, Jellies, Etc.
Batger's—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

**Manufacturers' Agents, Brokers and
Commission Merchants.**
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Standard Brokerage Co., Vancouver
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. F., & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

Matches.
Improved Match Co., Montreal.

Meat Extract.
Tooth's Extract of Meat Co., London,
Eng.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Nicholson & Brook, Toronto.
Wagstaffe, Limited, Hamilton.
Wetley J. H., St. Catharines.

Office Supplies.
Urain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

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

Pickles, Sauces, Relishes, Etc.
Brand & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal
Mason, Geo., & Co., London, Eng.
Paterson's—Rose & Lafamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.

Poison, Rat.
Common Sense Mfg. Co., Toronto.

Polishes—Metal.
Majestic Polishes, Ltd., Toronto.
Oakley, John, & Sons, London, Eng.

Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.
Polishes—Stoves.
Morse Bros., Canton, Mass.

Printing.
Barnard Frank H., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
La Cie Des Savon Francais, Montreal.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.

Soda—Baking.
Church & Dwight, Montreal.

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

Storage and Warehouses.
Terminal Warehouse & Cartage Co.
Montreal.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. F., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Branson & Co., Ltd., London, Eng.
Ceylon Tea Association, New York.
Codville-Georgeson Co., Winnipeg
Ewing, B. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Nishimura, Shaw T., Montreal.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montre l.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Veterinary Remedies
Young, W. F., Montreal

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville

Washing Compound.
Chouillon, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

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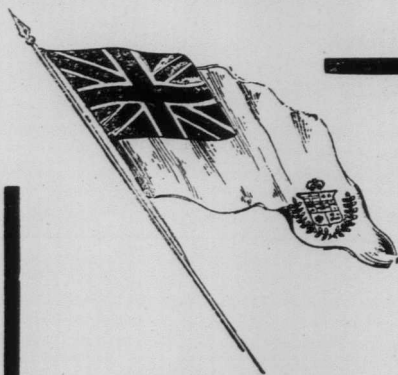
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