

**PAGES
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CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, OCTOBER 5, 1906.

NO. 40.



Raised on it.

Everybody is home again from their summer's outing.
The little ones will fall back upon

ROBINSON'S PATENT BARLEY

during the Autumn and coming winter months. Get
some of this trade by stocking it. Pays you well.

WRITE FOR PARTICULARS

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

Coming on for Cooler Weather—Watch your trade barometer.—Syrup time is always profitable
for the grocer selling, the one brand of Corn Syrup that is always and absolutely perfect—

CROWN BRAND



Table Syrup

Made from selected corn under hygienic conditions
that insure cleanliness and healthfulness, it is a line
that brings your customers back for more.

ALL JOBBERS SELL IT.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

ROWAT'S

The name that applied
to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.
All jobbers.

Redpath

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CANADA'S STANDARD FOR REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal



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.

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Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard
Grades:

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

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Agents

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

High Quality

for Thanksgiving

"Griffin" Brand Dried Fruits

The top notch of perfection is reached in the "Griffin" Brand of Dried Fruits—Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. The work of the most skilful cook in the world goes for naught without good materials. If you want to give your customers high quality for Thanksgiving cooking, give them the "Griffin" Brand *and be safe!*

"Thistle" Brand Maple Syrup

A Maple Syrup from Maple Sugar that comes from the best Sugar Maple Groves in the country.

Have you ever been to a "sugaring"? Then this Maple Syrup will carry you right straight back to your "Maple days" again.

In pints, quarts, gallons, or in bulk.
Ask for "Thistle" Brand.

Taylor's Peels

Made in England, from the best Corsican peels only. Prepared from finest whole fruits, NOT from fruit skins from which the essential oil has been extracted.

**Highest Quality Only
Always the same**

Look for the label.

Sold by Leading Wholesalers Everywhere

ARTHUR P. TIPPET & CO., AGTS.,

8 Place Royale,
Montreal.

20½ Front St. East,
Toronto.



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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.

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

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

MOOSE JAW.

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

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A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

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

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

27 St. Sacrament Street, Montreal

TEL. MAIN 778. BOND 28.

TORONTO.

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

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

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

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

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

Ask us for prices on
**EVAPORATED
APPLES**

W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

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

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

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

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

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

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

(Continued on page 4.)

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New Fruits

We have passed into stock our first shipments of the following lines—

ELEME FIGS—

10-lb. boxes, in 1 $\frac{1}{4}$, 2, 2 $\frac{1}{4}$, 2 $\frac{1}{2}$ and 2 $\frac{3}{4}$ in. figs—
10-lb. Umbrella boxes.
16-oz. Glove boxes.

Also "VLEENA" FIGS, in baskets—a rattling good seller.

—NEW RAISINS—

VALENCIA—

Look like good buying at our present prices, in view of the very unsatisfactory crop reports.

SULTANA—

"Good," "Fine," "Choice" and "Fancy" fruit, also in 1-lb. cartons for good grocery trade.

MALAGA—

In full boxes 22 lbs., also quarter flats. Fruit is extra choice. Quotations low.

WE CAN MAKE IMMEDIATE SHIPMENT OF ALL THE ABOVE.

SEND US YOUR ORDERS.

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

WHOLESALE GROCERS
TORONTO

IMPORTANT

Do not be convinced that there are other Teas *just as good*, for there is only **ONE** Tea, and that is

Blue Ribbon Tea

If your Wholesale Grocer "**CANNOT**" supply you, phone or telegraph your orders to us direct, *at our expense*.

The BLUE RIBBON TEA CO., LIMITED
12 FRONT ST. EAST, TORONTO



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Highest References.

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from firms wishing
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Manufacturers' Agents—Continued.

WINNIPEG

R. B. WISEMAN & CO.

WINNIPEG, MAN.

Wholesale Brokers and Storage
Warehousemen.

CENTRALLY LOCATED.

Can handle a few additional lines.

G. C. WARREN

REGINA

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

Do You Want to Buy

**A BOILER, ENGINE
OR MACHINERY?**

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

TRADE WITH ENGLAND

Every Canadian who wishes to trade
successfully with the Old Country
should read

"Commercial Intelligence"

(The address is 168 Fleet St.,
London, England.)

The cost is only 6c. per week. (Annual
subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed
to advertise without charge in the paper.
See the rules.

CANADIAN MACHINERY
TORONTO MONTREAL

Persons addressing advertisers will
kindly mention having seen their adver-
tisement in The Canadian Grocer.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - - WINNIPEG

ESTABLISHED 1897

**SCOTT, BATHGATE CO. BROKERS AND COM-
MISSION MERCHANTS**

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

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



This design a guar-
antee of quality.

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ALL GRADES, AND BEST OF EACH

GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND
PRICES
FOR THE ASKING.

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TORONTO LIMITED MONTREAL

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



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

CHINESE STARCH

Better and more profitable than others.

OCEAN MILLS, - MONTREAL

A Good Counter for Sale

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

The top is walnut, the front and sides oak.

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

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

**VICTORY
DINNER RELISH**



is the sauce for
every dinner—
hot or cold, and
the sauce for
every Grocer,—
large or small.

Awarded 16 Medals.

**SPECIFY IT
IN YOUR NEXT
ORDER.**

**G. F. SUTTON,
SONS & CO.**

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto
30 Hospital St. Montreal

A Quarter of a Century's Experience

BEHIND THEM AND

STILL ON TOP

Lynnvalley (Simcoe)

Maple Leaf (Delhi)

Lion (Boulter)

Thistle (Brighton)

White Rose (Lakeport)

Canadian Cannerys LIMITED



starch for your
e us for samples and
STARCH
profitable than others.
- MONTREAL

Center for Sale
nce for a merchant to buy
t a reasonable price.
front and sides oak.
wide, 3 feet deep, 15 feet
blishing Co., Limited
East, Toronto

GROCY
RELISH
is the sauce for
every dinner—
hot or cold, and
the sauce for
every Grocer,—
large or small.
Awarded 16 Medals.

**SPECIFY IT
IN YOUR NEXT
ORDER.**
**G. F. SUTTON,
SONS & CO.**
King's Cross
LONDON, ENGLAND
CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St. Montreal

Quality's the Thing

that builds up a substantial trade in canned goods. Nothing else will stand the test of the particular consumer. That's why you should specialize on

Old Homestead Brand

◊◊Canned Fruits and Vegetables◊◊

They can always be depended upon to satisfy customers of the most exacting tastes. Because every detail of the process has been carefully attended to.

Perfect fruits and vegetables

No delay in canning

Scrupulous cleanliness in all parts of factory

Best processor obtainable

The Old Homestead Company stand behind every can bearing their label. It will pay you to sell Old Homestead. Order now.

The Old Homestead Canning Co.

PICTON, ONT.

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“OLD CROW” Blend Coffee, at 25c. lb.

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1 lb. 32c.

MADAME HUOT'S COFFEE

2 lbs. 62c.

In All Goods Under Our Brands

QUALITY IS OUR FIRST CONSIDERATION

Try our **TEAS, COFFEES, SPICES** and **VINEGARS** and judge for yourselves.
Ask for samples. It pays!

IN STOCK:

Ex. SS. "TARTAR"

- 87 Hf.-chs. 80 lbs., Choice Japan Tea, "Condor" and "JMD," at25c.
- 10 Hf.-chs. 70 lbs., Basket Fired Japan Tea, extra, at.....27½c.
- 35 Hf.-chs. Fannings, 1-lb. packets, at10c.

Ex. SS. "TANGO MARU"

- 100 Hf.-chs. "Condor XXXX," at21½c.

Ex. SS. "WARTENFELS" from Colombo

- 90 Boxes, each 40 lbs., Ceylon Green "Pea Leaf" and "Gunpowder," at..22½c.
- 83 Boxes, each 40 lbs., Ceylon Green "Pinhead" and "Gunpowder," at..25c.
- 44 Chests, each 90 lbs., Ceylon Black "Conway," specially fine flavor, at17½c.

Ex. SS. "TRIENFELS"

- 100 Boxes, each 25 lbs., Ceylon Black "Pekoe Souchong," at12½c.
- 50 Boxes, each 25 lbs., Ceylon Black "Pekoe Souchong," at15c.
- 47 Mats, each 8 boxes of 5 lbs. each, Ceylon Black "Pekoe," at17½c.
- 30 Chests, Ceylon Green "Hyson," good strong liquor, at14c.
- 56 Chests, India Green "Young Hyson," fancy leaf, extra choice, at 22½c.

Ex. SS. "EMPRESS OF INDIA"

- 176 Catties, Gunpowder Tea, "Pea Leaf," extra choice, at 21½c. to 25c.

"OLD CROW" Blend Coffee, at 25c. lb.

"CONDOR" Blend Coffee, at 30c. lb.

E. D. MARCEAU, Limited
MONTREAL

JMD Blend Coffee, at 35c. lb.

And
She Trusted You!

Loss of confidence begets loss of trade—it's a good thing to keep on the safe side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

Next Time Give Her
Windsor Table Salt

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. That woman will keep on trading at your store.

The Canadian Salt Co., Limited
Windsor, Ont.

When buying your
Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

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

"W. Abel" Standard Quality

*4 Cr. Layers
Selected
Fine Off Stalk*

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL
TORONTO

"KLAUS'S"
**IMPROVED
SWISS
MILK
CHOCOLATE**

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It

Agents for Canada:
ROSE & LAFLAMME, Montreal



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IN STORE 1906 PACK

MALAGA RAISINS

Sovereign, boxes, each 22 lbs.
 " ¼ " " 5 ½ lbs.
 " cases, " 24/1 lb. cartons

Imperial, boxes, each 22 lbs.
 " ¼ " " 5 ½ lbs.
 Regal, boxes, each, 22 lbs.
 " ¼ " " 5 ¼ lbs.

Note the weights, which are plainly marked on the boxes, and bear them in mind when considering quotations, as there are 20-lb. boxes on the market.



Eleme Figs, 2 ¼ inch, 10 lb. boxes
 " " 2 ¼ " 20 lb. boxes
 " " 2 ¼ " 10 lb. boxes

Eleme Figs, 2 inch, 12 ounce boxes
 " " 2 " boxes 10 12 ounce strips
 Natural Pulled Figs, 5 pound boxes
 " " " 28 pound boxes

Our travellers have quotations ; if they don't call on you write or wire us.

JAMES TURNER & CO., HAMILTON, ONT.
 LIMITED



**SATISFACTION
 BOTH WAYS.**

*When you sell
 MAGIC BAKING POWDER*

*you give your customers
 satisfaction, and you get
 a satisfactory profit too.*

Why Experiment ?



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



The Fall season opens with a
 large call for

**"STERLING"
 BRAND
 PICKLES
 AND
 RELISHES**

from the trade all over. All
 grocers should be wise to the
 splendid selling qualities of
 these famous pickles.

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

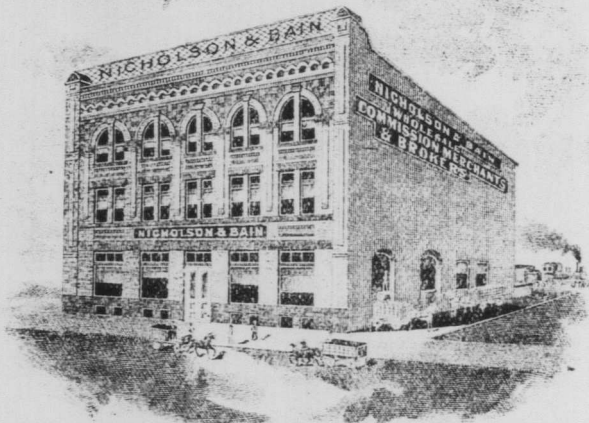
The famous "Made-in-Canada" Pickle

THE CANADIAN GROCER

E. NICHOLSON

CABLE ADDRESS
D. H. BAIN
NICHOLSON, WINNIPEG

CODES.
A. B. C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.



BANNATYNE ST EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

MR. CANADIAN MANUFACTURER,

EASTERN CANADA.

DEAR SIR.—

If you are not **permanently** represented in Winnipeg, no doubt you want to be, if you can get the right representatives. **You know you can't do business satisfactorily in the West unless you have agents in Winnipeg and Calgary, the two commercial centres of the West.** The big firms in these cities prefer doing business with people whom they can call up on the telephone.

Representing Eastern firms is our business and we have perfected an organization that enables us to give satisfaction to our principals. We have a large business, **but we are not too busy to push your line for you**—that's what our organization is for.

We have large warehouses with track facilities in Winnipeg and Calgary and we are in touch constantly with the wholesale trade in Winnipeg, Kenora, Brandon, Lethbridge, Edmonton and Calgary. Write us for our rates.

Hoping to hear from you and assuring you that any business we may undertake for you will have our best attention.

We are, Yours very truly,

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

Established 1882.

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CANNED GOODS MATHEMATICS

**When You Subtract From, You Reduce, Don't You?
When You Add To, You Increase, Don't You?**

Then how can the subtraction of the right percentage of growth from canned tomatoes, corn, peas, etc., do other than reduce their eating value?

And, how can the addition of water do other than increase their unwholesomeness?

Figure it out and you'll find it is wisdom to sell the "perfect grown, perfect packed"

RIVERDALE BRAND

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC

Montreal

OTTAWA

The Tea that gives you the least trouble to sell and satisfies your customers is

JAPAN TEA

For Purity, Cleanliness, Aroma, Flavor and Healthfulness **Japan Teas** are unexcelled and unapproachable by teas of any other country.

Come-again Customers.

These are the people you want to please — the good sound steady folk that are the backbone of your business. Don't disappoint them when they ask for —

"CAMP" COFFEE

Give every customer the opportunity of learning how really excellent is this — the best of bottled Coffees Remember there are others eager to sell "Camp" — keep even with them.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents:
ROSE & LAFLAMME,
MONTREAL.



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The BUSY MAN'S MAGAZINE

THE REVIEW OF REVIEWS FOR BUSY PEOPLE

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

We are most anxious that you examine a copy closely.

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

Have your subscription commence with our OCTOBER NUMBER.

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Toronto, Canada

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Acme

BUSY GROCERS

RETAIL ACCOUNT SYSTEM

WE know you are busy. Just give us a minute, however, and it will save you a good many later on.

We wish to advise you that we have on the market the most perfect retail system in existence. It handles your purchases and sales with the least amount of labor, and does it right.

We will make one up to your order, guaranteeing satisfaction. Don't neglect, but write us now, tell us the approximate number of accounts of purchases you handle monthly, and the number of charge accounts you have. It will facilitate our answer.

Head Office,
8-10 ADELAIDE ST.
TORONTO.

Universal Systems, Limited
MAKERS OF UNISYSTEMS

Offices,
TORONTO AND
MONTREAL
CANADA.

Busy, Busy, Busy

Cans are rushing.

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

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

Order Now!

Acme Can Works
MONTREAL

"Health" COCOA



Trade Mark

— IS —

Absolutely Pure

It is the right article to stock, being

**RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT**

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited
THE COCOA WORKS
LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:

GREEN & CO., 25 Front St. East, TORONTO

THE CANADIAN GROCER

IN STOCK

NEW MALAGA FRUIT

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO



VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell
LONDON, ENGLAND.

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in

Canadian,
American

and Eastern Produce

Consignments

Promptly Attended to.

Correspondence
Solicited.

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NEW YORK—Frame & Co., 132 Front Street

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CODES USED: Lieber's, ABC 5th edn.
A1—Premier
and Standard Shipping.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 Cross Cases

2-lb. Pails, 2 doz. in Crate

1/4 " 1/2 " "

25-lb. Pails. 75-lb Tubs

1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for It

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



Chief Nourisher

In Life's Feast!

NICHOLSON'S MINCE MEAT

"Spiced" right,
"Pepsined" right—
Pure and Delicious.

Yes, these lines retail readily:

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

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



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Our ESSENCE
gives wonderful
delicious coffee

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OUR MOTTO:

"Quality Regardless of Price"

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

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

The FARMERS' CANNING COMPANY, Limited
BLOOMFIELD, ONT.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's
"Edinburgh"
Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction 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—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts. Toronto.

One of the hardest things to satisfy the consumer with is

Matches

They are used every day and every hour, and unless they go off and burn right when struck prove annoying and cause trouble.

Our Matches

are made to strike and burn. Write for particulars.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

The Season for Coffee

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

S. H. EWING & SONS

86-104 KING ST., MONTREAL
Telephone Bell Main 66.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Many products are spoiled by careless manufacture.

To make sure this is not the case with your coffees, sell

Chase & Sanborn's

HIGH GRADE BRANDS

Chase & Sanborn

The Importers

Montreal

NEW SELECT RAISINS

Arriving in a Week.

Price Right.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

MALAGA

Arriving

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We have a

Always

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SIGN OF PURITY

MALAGA RAISINS, arrived 27th Sept. We have

22-lb. boxes Choicest Clusters

$\frac{1}{4}$ boxes Choicest Clusters

22-lb. boxes Royal Dehesa Clusters

$\frac{1}{4}$ boxes Royal Dehesa Clusters

22-lb. boxes Vega Clusters

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

10-lb. boxes 4-Row Figs

10-lb. boxes 5-Row Figs

24-lb. and 48-lb. boxes 2½-in. Figs

48-lb. 3-in. Erbeli Figs

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

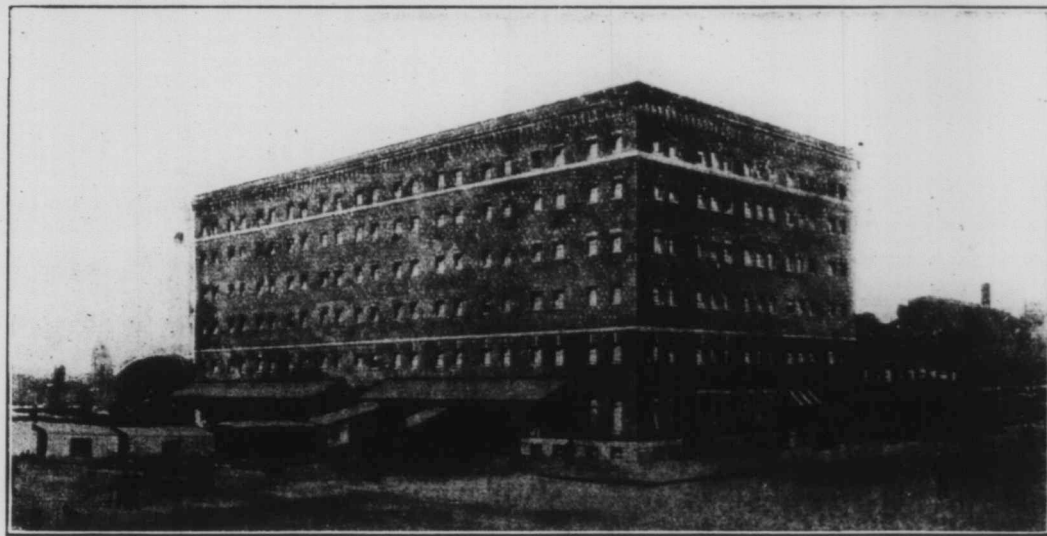
We have a big snap in a Hyson Tea to retail at 25c.

See our travellers or ask for samples

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

BALFOUR, SMYE & CO., Wholesale Grocers, HAMILTON

NOW
READY
TO
RECEIVE
GOODS.



FOR
STORAGE
FREE
OR
IN BOND

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

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

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

Write for Storage and Insurance rates to the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Currants Currants Currants

GREECE'S FINEST PRODUCTIONS:

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

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers

Importers of Fine Fruits

JUST ARRIVING

½-bbls. **Sea Trout**, ½-bbls. **Labrador Salmon**, ½-bbls. No. 1 **Mackerel**, ½-bbls. **Split Herrings**, ½-bbls. **Labrador Herrings**.

=====
"ALL FIRST-CLASS STOCK"
=====

LUCAS, STEELE & BRISTOL

Wholesale Grocers,

HAMILTON,

ONT.

GREIG'S WHITE SWAN JELLY POWDERS



Absolutely true in flavor and high grade in every respect.—Cheap, too!

THE ROBERT GREIG COMPANY, Limited
White Swan Mills
TORONTO

"ANTITIS PEPPER" The New Pepper KING OF ALL PEPPERS

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

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane
LONDON, England
TRIAL ORDERS SOLICITED

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL
JOBBERs

¾-lb. tins—3 doz. in case.

Rec'd 11/16
D. Ward
58
57
C. W.

The one and only
 Brand that has steadily
 grown in public favor
 and increased its sale
 enormously from the
 first year of its intro-
 duction. The quality
 looms up conspicuously
 above a hundred rivals,
 "THAT'S WHY."

Fifteen
 Million
 Packets
 Annual
 Sale
 and
 still
 soaring
 upwards



ESSEX CANNING & PRESERVING CO. LIMITED.

The Brand
 of
**FINE
 QUALITY**



Call for
 them
**NONE
 BETTER**

NATURAL FLAVOR RETAINED. - NO CHEMICALS USED.

SITUATION IN SOUTH AFRICA

Commercial Prosperity Depends Upon Mining and Mining Flagging for Want of Labor—The Chinese Question—Market for Manufactures and Food Stuffs.

(By Hugh S. Kingdon, Krugersdorp, Transvaal.)

"I have never seen business so bad during the twenty years I have been in South Africa," remarked a Johannesburg merchant the day before I left the Rand. The gold output greater than ever (over \$10,000,000 last month) and yet business has never been so bad. What a remarkable state of affairs! And yet the explanation is simple. The prosperity of the whole of South Africa is virtually dependent upon the Rand mines. If Canada could not get the labor to harvest her wheat crop then every individual in the country would feel the effect. How much more must South Africa feel the pinch when she is unable to get a sufficient supply of labor to develop her only great industry. South Africa's exports for the six months ended December 31, 1905, were as follows:

Exports: South African produce—	Value.	Per Cent. proportion of Total.
Gold	54,600,958	61.4
Diamonds	16,944,035	19.1
Other raw materials, mainly unmanufactured ..	14,659,787	16.4
Animals, (living)	943,723	1.1
Articles of food and drink	113,374	.1
Manufactured articles (not food and drink) ..	167,389	.2
Total exports (South African produce)	84,429,266	98.3
Goods not South African produce.....	1,515,674	1.7
Total exports (British South Africa)	88,944,940	100.0

From this you will observe that 61.4 per cent. of the export trade of the whole of British South Africa consisted of gold, practically all of which is extracted from the 45 miles of reef lying along the Witwatersrand. In order to work these mines an ample supply of cheap, unskilled labor is essential. Eight Kaffirs (or Chinese) mean the employment of a white miner, and the employment of eight Kaffirs and a white miner gives indirect employment to three other white men. The Kaffir does not like work—the mines cannot get laborers enough, the Boer farmers have the same difficulty, and roads, railways and other public works are held up because the Kaffir has not yet learned the dignity of labor. Lord Milner experimented with English navvies on railroad construction. His experiment cost the country £60,000, the navvies were dissatisfied (as well they might be), but Lord Milner at least demonstrated what South Africans have always maintained, that South Africa is not a country for white unskilled labor. President Kruger said that £1 per day was the lowest wage a white man ought to earn in South Africa and the figure holds good to-

day. What is a good wage to a Kaffir whose food is produced in the country and whose requirements are very limited, means poverty to a white man for whom even the necessities of life have to be imported. The financial houses controlling the mining industry sought to have legislation introduced by which all adult able bodied Kaffirs under a fair age limit would have to pay a tax sufficiently heavy to induce them to work six months in every two years and thereby obtain an exemption certificate. To compel any person, even indirectly, to work for three months in the year is slavery—thus spake our friends at home.

Coolies to the Rescue.

Being forced to abandon this idea our eyes were turned to China for assistance. Chinese coolies were recruit-

ed to work for three years, at the end of which time they were to be repatriated at the expense of the companies importing them, or they could renew their contracts for a further three years at the expiration of which they must definitely be sent back to China. We did not then, nor do we now want Chinese, but we must have them unless we can get the Kaffir to work. The merchant prefers the Kaffir for whilst he spends all his money in South Africa the Chinaman does not. The mining houses don't want Chinese if they can get Kaffirs because the cost of bringing them over and repatriating them makes them more expensive than Kaffirs, and as the bulk of the food for the Chinese has to be imported it constitutes a drain on the country and the expense of feeding them is greater than the cost of maintaining Kaffirs. And here let me remark that high wages are not any inducement to a Kaffir to work. Double the wages of the Kaffir and instead of working six months he would only work for three, return to the country, lie around and drink Kaffir beer, and generally live the life of a pig. Prior to the war the Kaffir could obtain

spirituous liquors on the Rand, but the sale of alcoholic beverages to Kaffirs is now punishable with imprisonment, and the only opportunity the Kaffir has to indulge this propensity for liquor is to stay at his kraal and brew Kaffir beer.

Two Reasons Against Chinese.

To return to the Chinese question—in due time the Chinese commenced to arrive, the gold output increased, and eventually we found four thousand more white miners at work than previous to their arrival, and every day found us picking up lost ground. But alas, our hopes were to be deferred yet again. The effect of employing these Chinese was to raise two distinct parties in Merrie England, both demanding the repatriation of the Chinese, but each advancing a different reason, the one as far apart from the other as the north is from the south pole. The anti-Chinese party said, "You are doing the white man out of a job," and the pro-Chinese party said, "You have disgraced the Union Jack by introducing slavery into a British country." Can you for one minute believe that English merchants and traders have no direct interest in the mines would be in favor of Chinese if white men could be employed. Would it not be to their profit if white men were employed, men who would be customers for their stores. And yet you find these men practically unanimous as to the impossibility of white men being employed as unskilled laborers.

South Africa Loyal—But.

By what right do the people of England accuse Englishmen of doing the white man out of a job in order to put in a Chinaman. Have not Anglo-Africans demonstrated their right to be regarded as loyal to their country, their traditions and consequently to their countrymen. The whole country cried out against Chinese labor when the proposal was first mooted, but English legislators took up such an uncompromising position on the Kaffir question that after the Native Labor Commission had concluded its labors and reported that without legislation, the nature of which I have already mentioned, could be introduced that the requirements of the mines, farmers and public bodies could not be supplied, then, and then only, did the people of the Transvaal grant a reluctant consent to their importation. The conditions under which they were to be brought in were discussed in public meetings in every village in the country, under heavy penalties for contravention on the part of the employer the Chinese were restricted to the work of bona-fide unskilled laborers, thus safeguarding the interests of the skilled white laborer.

Chinese Work in Hope.

Then we have the pro-Chinese, who raised the slavery cry and pictured themselves as Twentieth Century Harriet Beecher Stowes. Some of these good people employ a large number of factory hands. How I wish I could in-

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one instant take them from viewing their factory hands and plant them amidst a group of Chinese laborers on the Rand. The former, weary and heavy eyed, having no hope for the future, the latter joyous, thinking that at the end of their six years labor they will be able to return to their native country without the necessity of working another day in their lives. The Chinese slavery cry is arrant humbug. The Chinese are well-housed, well fed and according to their standard they are well paid. That these statements are correct has been amply verified by the manner in which Mr. Churchill's poster was received—a poster offering the Chinese a free trip back to China, for which compliment they were no doubt much obliged to the honorable gentleman, but with few exceptions they could not see their way to accept his kind invitation. Although the Chinese have not been sent back, the uncertainty of the labor situation has caused a cessation of all enterprise, mining and commercial; investors are nervous, banking institutions are marking time, and firms who contemplated extending their premises or their business have called a halt.

Illustrative Incident.

Perhaps the following little incident will best describe the situation. The day of the delivery of the address from the crown I was visited by an American who stated, "I have £800 lying in the National Bank here and I want to buy for cash a residential site running into not more than £300. I want you to raise £500 for me on first mortgage, to be expended on a house, as I must keep £500 in hand myself. I am a diamond drill contractor and need that for working capital." To cut a long story short, after inspecting a block of ground over which I had an option, he left me to consult his better half. Later in the day he returned and informed me that he had practically settled to buy, and would come round in the morning as soon as the bank opened and fix the deal up. He also signified his intention of taking up £500 which I had been able to secure as a loan on first mortgage. The following morning my client walks in and remarks, "Well, I guess we'll have to call that deal off." "Why, what is the matter now?" I queried. "Well, you see, it's just like this—I've been reading the King's speech in this morning's paper and it looks as if this new Government is going to send the Chinese back. Well, if they do I guess there won't be any more diamond drilling work for me 'cos they won't have the labor to open up the properties after they have been proved. I'll want to be off back to America, and I can't take that bit of land with me." And unless that man has shifted it since August 10 that money is still lying idle. Having, I hope, made clear the cause of the present depression in South Africa, I will deal briefly with her future as I see it.

Market for Manufactures and Foodstuffs

The solution of South African difficulties lies in the imposition of a na-

tive tax as already defined. Surely, if conscription is justifiable, then the suggested measures are more than reasonable if we reflect that it is to the ultimate benefit of the Kaffirs themselves and will in addition find employment for thousands of men, and build up numberless happy homes in South Africa, and indirectly provide work for thousands of others in the countries which establish themselves on the South African market. Now, do you know what a drill Kaffir has to do in the mines? He has to drill a certain number of inches, his ticket is then punched and he has earned a day's pay. Many of them go down the mine at 6 o'clock and at 10.30 have finished for the day.

Responsible Government.

In January the elections for the newly constituted Transvaal Government are to take place. But for the fact that the Liberal Government has specifically reserved to itself the right to veto any legislation on the native or Chinese questions, I should congratulate the Government which has given us responsible Government, but it is more than a practical joke to give us responsible (?) government in response to our request and at the same time to inform us that under responsible government we may not deal with the very matters which induced us to press for self-government. I am of opinion that the voting in the Transvaal will be on purely racial lines, that neither party will have a working majority (there will probably be a difference of two to four members) and that a joint Government will have to be appointed, which to my mind will be the finest solution of the racial problem. On one point all parties are united in South Africa and that is the native question. Legislation will be introduced in the Transvaal to compel the Kaffir to do what the man has to

succeeded, but South Africa will no longer tolerate interference with domestic affairs affecting her solvency as a state and as individuals.

A Forecast.

Presuming this legislation to have been duly sanctioned, our native labor force will be equal to any demands made upon it, our white population will be doubled, the capital now lying dormant will flow forth to open up miles of proved, but unworked "banket" reef—the mines in the outside districts will receive the attention they merit and the South African market will become an important factor in the world's trade. The objectionable Chinese will be returned to the land from whence they hail—prosperity will bring about harmonious relations between Boer and Briton, the late war being remembered only as a nightmare that has passed, and unhandicapped by any religious differences, a great nation will spring up, a nation speaking two languages and cherishing the traditions associated with the two mother tongues as being equally their heritage. For many years to come, the whole of South Africa's attention will be directed to the exploitation of her mineral wealth, and will therefore provide an unrivalled market for the disposal of manufactured goods and foodstuffs. South Africa is not an agricultural country in the accepted sense of the word. By the expenditure of many millions on irrigation works she will be able to meet her own requirements in time, and possibly at a later date may be able to export but on this point there is some diversity of opinion. Looking to-day at her list of imports we find that practically everything required to clothe and feed the human race is imported, the following being a summary of her imports for the six months ended December 31, 1905:

Imports—	Value.	Proportion of Total. Per Cent.
Animals	\$ 570,359	7
Articles of food and drink	20,435,103	25.4
Raw materials	5,883,829	7.4
Manufactured articles	51,524,372	63.9
Parcels post	2,065,018	2.6
Total imports (British South Africa)	80,478,681	100.0

Present Trade.

An examination of the countries of origin shows Canada eighth on the list with a trifle over 1 1-2 per cent. of South Africa's total imports, clear evidence that Canada is neglecting this important market.

Statement showing, by countries the value of imports of all merchandise into British South Africa during the six months ended December 31, 1905:

Great Britain	\$49,228,431
British Australasia—	
Australia	4,924,594
New Zealand	399,938

HERE AND THERE WITH THE TRADE

British India.....	1,577,204
Canada.....	1,225,358
Ceylon.....	140,467
Mauritius.....	1,129,106
Other British possessions..	158,469
Argentine Republic.....	2,543,549
Belgium.....	1,159,761
Brazil.....	655,447
France.....	950,507
Germany.....	5,105,041
Holland.....	827,201
Italy.....	254,214
Norway.....	174,752
Portugal.....	69,447
Portugese colonies.....	148,959
Russia.....	94,184
Sweden.....	1,311,810
United States.....	6,804,836
Other European countries, N.O.E.....	668,797
Other parts of Africa, N.O.E.....	94,364
Other foreign countries.....	832,245

Total imports..... 80,478,681

As to representation in South Africa let me conclude by quoting from the correspondent of the London Commercial Intelligence in the Far East, and which also appeared in the May issue of Industrial Canada. These remarks are equally applicable to South Africa.

"The first difficulty a manufacturer meets with," he says, "is that of finding a good agent. I am inclined to believe that this difficulty is greater in the east than in any other part of the world. In every district old-established and wealthy firms can be found, most of whom may safely be placed in the category of have-beens. Such firms have a greater idea of their own importance than their business ability warrants."

"In nine cases out of ten it is unwise to appoint as agents in the east old-established, wealthy firms, with a multitude of interests. They have neither the time nor the energy to give to any one department. They think their dignity suffers if they attempt to hustle for business. Should it be necessary to appoint such a firm as agents, the only way in which to make the agency a success is to make such terms as will entail the employment by the agents of a man from the manufacturers works, should the volume of business warrant it. Failing such an arrangement, it is better to give the agency to some local man whose interests are small, but who has energy and good business ability. In such a case it may be necessary for the manufacturer to assist such a man with an allowance for expenses or stock."

"MEAT OF WHEAT" IN ONTARIO.

S. Groff, of the Western Cereal Co., Winnipeg, returned to the Manitoba capital last week from a business trip in Ontario where he arranged for the introduction of "Meat of Wheat" to the Ontario trade. The Western Milling Co., Toronto, have been appointed agents in Ontario and a carload of the new breakfast food has been shipped east.

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

J. W. Easton, baker, etc., Brockville, is dead.

The Erie Basket Co., Leamington, Ont., has been burnt out.

Coffee, Hargraft & Co., grain merchants, Winnipeg, Man., have dissolved partnership.

Deschamps & Fortier, Shawinigan Falls, Que., are starting up in the grocery business.

On October 11 the executive of the Dominion Wholesale Grocers' Guild will meet in Ottawa.

J. G. Steacy, general merchant, Crystal City, Man., has advertised his business for sale.

R. MacLaren, general manager, Maymont, Sask., has been succeeded by Maymont Trading Co.

Chas. Stewart, general merchant, North Battleford, Sask., has advertised his business for sale.

A. J. Holloway, Clinton, Ont., is opening up a stock of groceries in the new Johnston block.

R. B. Joyce has erected a new fish house in Oakville, Ont., and will resume the fishing industry there.

S. J. Matthewson, of Matthewson's Sons, Montreal, was down in the provinces on business this week.

Geo. Ballard, dealer in groceries and boots and shoes, Clinton, Ont., died Sunday last of typhoid fever.

J. B. McMahon, vice-president of the N. K. Fairbanks Company, Chicago, was a visitor to Montreal last week.

T. Sauvageau, the Montreal grocery broker, who formerly kept an office on St. Francois Xavier street, is dead.

S. Bigelow, general merchant, Wales, Ont., has assigned to Alexander Langlois. Meeting of creditors will take place on the 6th inst.

Last week one Vancouver, B.C., firm shipped three hundred tons of potatoes and onions to Australia. This is likely to become a regular yearly trade.

J. B. Belanger, who kept a grocery store on St. Lawrence street, Mile End, Montreal, was burned out by the big fire which occurred in that suburb last week. Mrs. Martin, another grocery store-keeper, was also a sufferer.

W. D. Watson, formerly traveler for the Beaver Mfg. Co., of Galt, Ont., has gone to Winnipeg to travel for Foley, Lock & Larson, wholesale grocers. He is a son of J. G. Watson, grocer, Ayr, Ont.

M. W. Watson, manager of the Blue Ribbon Tea Company, Toronto, gave The Grocer a call when in Montreal the latter part of last week. He also went around to see the trade, being accompanied by the city representative of Blue Ribbon, W. J. Condron.

John Mines, a grocer doing business at 114 Farm street, Montreal, was assaulted by thieves while delivering some

goods late Saturday night. Mr. Mines passed through a field to shorten his journey and it was there the thugs set upon him. He was severely injured, but is recovering.

Grocery travelers calling at Whimster & Co's departmental store in Aurora, Ont., are noticing an especially happy smile upon the countenance of the manager of the grocery department, J. Percy Thompson. It's a baby girl, and the first in the Thompson quiver. To the many congratulations received by Mr. and Mrs. Thompson, The Grocer appends "Congratulations, II Kings IV, 26."

J. E. Waterhouse, of Whitby, Ont., has just purchased a very handsome delivery outfit. The horse is a dandy, a big bay, and Mr. Waterhouse was offered \$60 on his bargain within a week after getting him. The wagon is a very attractive rig. What there is in the turnout more than would be deemed necessary for the purpose Mr. Waterhouse will charge to advertising. He believes in publicity and making his business attractive. He's getting there, too, and building up a fine trade of the best there is to be had.

At the request of the Dominion Fishery Commission, W. D. Burdis, secretary of the Fraser River Cannery Association, is preparing complete statistics regarding the salmon industry for several years past. They will include a full statement of the amount of capital invested, number of canneries operated, cost of buildings and material, number of cannery employes, average pack of past several years, profits on same, and money disbursed annually to all employes.

S. R. Sangster, of Moncton, fruit inspector, was in St. John, N.B., lately inspecting the shipments of apples arriving there. He says that some which came up the river were of good quality but badly packed. Nova Scotia Gravensteins and Pippins are not up to the mark so far this year and it looks as if the proportion of No. 1 apples will only be one in four. Winter supplies, though, look well. There is to be a special watch against "over facing," which means a fine looking top layer giving false hopes about the fruit below.

The shipments of nearly all Canadian products from Montreal during the present season compare favorably with the corresponding dates of last year. The shipment of wheat has shown the greatest increase, namely 7,639,000 bushels, as compared with 3,474,000 bushels last year, an increase of over 100 per cent. In oats there has been a substantial increase, namely 1,857,000 bushels as compared with 1,361,000 bushels last year. Flour is another notable increase, no less than 448,000 barrels, as compared with 198,000 barrels last year, having been shipped. In butter there has been a perceptible falling off, which, however, has been more than made up by the increased amount of cheese which has gone forward.

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C. K. Morton, Ayr, Ont., is in the west on a prospecting trip.

James Laidlaw, Hawkesville, Ont., is advertising his business for sale.

Chas. Armstrong, Orono, Ont., has returned safely from a trip to Chicago.

The recent bad fire in Severn Bridge left but one grocery store, Wm. Ormsby's.

Mr. Little, of Little & Long, Orono, Ont., is away on a three weeks trip to the west.

F. G. Siddall, 474 St. James street, London, Ont., is selling his grocery and will go west.

Mrs. Cattnach, grocer, London, Ont., is advertising her business for sale because of ill health.

J. S. Ireland, of Mount Forest, Ont., reports business so good that he hasn't time even to bowl.

F. Brandon, Cannington, Ont., was in Montreal last week, a delegate to the Methodist general conference.

Geo. Boyle, Belleville, has purchased the grocery stock of Boyd & Carpenter, who are retiring from business.

J. S. Spies, Hawkesville, Ont., has gone on a trip to the west to size up the opportunities of the wheat belt.

Gordon Bunt, head clerk for T. H. Knight, Bowmanville, Ont., recently entered into matrimony with a Brantford girl.

J. M. A. Copner, London, has sold his grocery business to B. S. Switzer, formerly a traveler. Mr. Copner has bought a farm near New Liskeard, Ont.

R. Scott & Co., Mount Forest, Ont., have put in a handsome new store front. It makes theirs one of the finest business premises northwest of Toronto.

C. T. Miller, bookkeeper in the Toronto office of Red Rose tea, is spending a ten days vacation in Orono, Ont., his old home. He's a hustler and needs the rest.

M. J. Hunter is a new member of the traveling staff of Warren Bros. & Co., Toronto. His territory will be in the city. He was formerly in the office of Davidson & Hay, Toronto.

H. R. Herron, who has been with H. P. Eckardt for some time as assistant to Mr. McKenzie, manager of the sample room, has taken a position as salesman with Kyle & Hooper, grocery brokers.

Adam Armstrong, of Armstrong Bros., Fergus, Ont., has arrived back from a trip to Manitoba and the west. Now Adam has the fever, perhaps because of the profits in a deal it is reputed he put through.

W. L. MacKenzie, of W. L. MacKenzie & Co., manufacturers' agents, returned to Winnipeg a few days ago from an extended business and pleasure trip in Ontario, Quebec and the Maritime Provinces.

At a special meeting of Stretton & Co., Worcester, Eng., it was decided to wind up the business because the liabilities were too large to permit its continuance. Stretton & Co. have been doing business in Canada in pickles, sauces, etc.

J. E. Adams has retired from the wholesale firm of Adams & Sparling, Lindsay, and has gone into the retail grocery business with his brother Del-

bert. The store is one of the best in Lindsay. Mr. Sparling will continue the wholesale business himself.

Caverly & Co., Woodville, Ont., have purchased the general stock of A. D. Carmichael at 72½c. on the dollar, and are at present running both stores and doing a large trade. It was an exceptionally clean stock and was a fine purchase. Mr. Carmichael has gone west.

P. H. Copeland, general merchant, Huttonville, Ont., has bought the stock of Fred Worts, grocer, of the same place. He has also rented Mr. Worts' premises. In the Spring he purposes building a fine new store on his own property and while the work is in progress he will occupy the Worts store.

Wm. Metcalf & Co., Berlin, Ont., are branching out progressively. They have purchased and occupied the premises lately occupied by White & Co., and have gone extensively into the meat and provision business, including butchering. The store has been handsomely refitted with thoroughly modern furniture and appliances.

F. A. Verey has been appointed to succeed his uncle, the late Chas. P. Campbell, as sales agent at Toronto for the Edwardsburg Starch Co. Now that the company has acquired a factory in Brantford the territory appertaining to the Toronto office is made up of the cities Toronto and Hamilton. Mr. Verey has been associated with his uncle for some years and is thoroughly conversant with the business. He is a young man of good address and abundant energy, so that success is assured him.

The decadence of the Ingersoll Dairy-men's Board of Trade and Cheese Market is accounted for by the changing conditions in the cheese trade. In former years the Ingersoll cheese market every Tuesday was a scene of great activity, and the prices controlled other markets to a great extent. Now buying and selling is conducted every day in the week, chiefly at the factories, and though more cheese is manufactured in the district than ever before, there are not so many outward indications of activity because transactions are not concentrated in the town on one day in the week.

Captain Worsnop, who succeeded in obtaining a contract from the Government of Mexico for a monthly service of steamships between Canada and Mexico, has arrived in British Columbia. According to this contract, which was signed by the Mexican Government conditionally that the Canadian authorities should ratify the agreement, Capt. Worsnop's company, the English Steamship Co., is to receive an annual subsidy of \$100,000 from the Government of each country. The Canadian Government is said to be committed to the scheme and papers will be signed upon the arrival in Ottawa of Capt. Worsnop.

The Brockville Poultry Association has proved its usefulness by the success attained by the poultry show at the fair in that town. It was stated by the judges that the quality exhibited equalled that of Toronto and was better than at nearly every other large show in the province. Next year increased accommodation will be needed again and many new classes will be added to the list. The following is the list of officers elected: Hon. president, Judge McDonald; president, W. M. Osborne; vice-president

E. McDougall; secretary-treasurer, W. P. Carswell; directors, J. E. Fidler, Rev. Mr. Strachu, S. Stephens, George Howison, Charles Noyce.

Some late estimates of the California raisin crop make it 65,000 tons, which is 15,000 tons more than it is calculated to be by conservative people, who, however, adhere to their original estimate of 50,000 tons.

The plants of the Fleishmann Company at Baltimore, Buffalo and Cliffsville have been closed, and in future the company will carry on its business from a central location. Formerly they operated one of the largest yeast making plants in the world at East Millstone, down in New Jersey. All machinery has been moved to Cincinnati, where in future the business will be managed.

It is announced in Liverpool, according to an Associated Press despatch, that 40 merchandise concerns of that city, representing the whole trade in tinned meat, have organized a special department of the Liverpool Chamber of Commerce. It is stated that there is no intention of entering upon a campaign of publicity, but a scheme will be considered for stemming the disorganization and loss which has fallen generally upon the trade.

According to a despatch from New Haven, Conn., the 1906 oyster set is a failure. An engineer examined the oyster beds in Long Island Sound and the set was declared to be almost a complete failure. Oyster growers will lose something like half a million dollars in consequence. Cold water during the spawning period in July and August is blamed for the failure.

"The salmon fisheries of Alaska have quietly grown to be the largest single fishery in the United States, if not the world," says the St. John Telegram. The extensive coast line of the territory seems everywhere abundant with halibut and a little off the coast there exist great cod banks. The salmon fishing is now wholly done for canning and the extent to which this part of the industry has grown is more familiar to the world than any other.

A meeting of creditors of Messrs. Sibbald & Stewart, grocery and crockery merchants of Gravenhurst, who assigned a couple of weeks ago, was held Tuesday afternoon in the office of the assignee, N. L. Martin, Toronto. A statement was presented showing the assets to be \$5,100, and the liabilities to be \$7,000. There are fifty-five creditors, the majority of whom are in Toronto. No offer was made for the stock and other property, and the assignee was instructed to proceed with the winding up.

G. L. Lucas, a pineapple grower, of Jamaica, has established the Norbrook Canning Co. on the island to can tropical fruits for the Canadian market. He has a pinery upon which 166,000 pines are growing and the lack of adequate shipping facilities has proved a handicap to marketing the fruit while fresh. Canada consumes a considerable quantity of preserved pineapple and it comes principally from Singapore and Hawaii. In the exhibit of West Indian products at the exhibition in Toronto this year there were some fine samples of preserved pineapples. Anderson & Powis, brokers, Toronto, have been retained to push the sale of West Indian products in Ontario.

LIGHTNING USE OF FIGURES

Some Examples in Mental Arithmetic that will Prove Instructive to Grocers—
Advantage of Using a Convenient Multiple.

The number 10 forms a convenient base from which all numbers having a value of over 9 and under 11 can be figured readily. First multiply by 10, and then by making the necessary fractional addition or subtraction arrive at the desired result, thus:

EXAMPLE NO. 1.

What would 156 yards of gingham cost at $9\frac{1}{2}$ cents per yard? Answer: \$14.82.

Process—At 10 cents per yard it would cost \$15.60, and at $9\frac{1}{2}$ cents 78 cents less, or \$14.82.

EXAMPLE NO. 2.

What would 244 dozen eggs cost at $10\frac{3}{4}$ cents per dozen? Answer: \$26.23.

Process—At 10 cents per dozen they would cost \$24.40, and by adding to that sum \$1.83, the cost at $\frac{3}{4}$ of a cent, you at once obtain the correct result.

A little practice along the above lines should enable the student to perform any example like the foregoing instantly and mentally.

EXAMPLES FOR PRACTICE.

1. Multiply 148 by $9\frac{1}{2}$. Answer: (1,480—111), 1,369.
2. Multiply 164 by $10\frac{1}{4}$. Answer: (1,640 plus 41), 1,681.
3. Multiply 268 by $9\frac{1}{2}$. Answer: (2,680—134), 2,546.
4. Multiply $442\frac{1}{2}$ by $10\frac{1}{2}$. Answer: (4,425 plus 221), 4,646.

Adding or Subtracting a Pitfall.

The main thing to be observed in working examples under the above rule is whether the fractional sum is to be added or deducted. With proper care exercised in this direction no mistakes ever should be made.

To multiply any two figures by 11: Add the figures to be multiplied together and write their sum between them.

EXAMPLE NO. 3.

What would 63 pounds of rice cost at 11 cents per pound? Answer: \$6.93.

Process—The sum of the two figures composing the multiplicand is 9, which figure, written between the other two, gives the correct answer.

Note—When the sum of the two figures amounts to more than 9, add the over-plus to the left hand figure, thus: 87 by 11 equals 957; having 1 to carry makes the left hand figure 9 instead of 8.

When three figures are to be multiplied: Consider the two left hand figures together, thus: 187 by 11 equals 2,057; 18 and 7 are 25, the 5 making the tens figure in the answer while the 2 added to the 18 makes it read 20.

When multiplying yards or pounds by $12\frac{1}{2}$ cents, the best way to treat them is to consider the quantity as so many dollars and take $\frac{1}{4}$ of them for your answer, thus:

EXAMPLE NO. 4.

What would 486 pounds cheese cost at $12\frac{1}{2}$ cents per pound? Answer: \$60.75.

Process—Either take $\frac{1}{4}$ of \$486.00, or better still, take $\frac{1}{4}$ of \$480.00, which is

evenly divisible, and then add 75 cents for the odd 6 pounds.

Often you can figure by $13\frac{1}{2}$ to advantage, by first getting the result at $12\frac{1}{2}$ and adding as many cents to your answer as there are yards or pounds in the multiplicand, thus:

EXAMPLE NO. 5.

What would 320 pounds butter cost at $13\frac{1}{2}$ cents per pound? Answer: \$43.20.

You can see readily that at $12\frac{1}{2}$ cents per pound the above quantity of butter would cost \$40. By simply adding the cost at 1 cent to your first product you at once obtain the desired result. This rule is worth practicing, and you can use it also in figuring by $11\frac{1}{2}$, in the latter case deducting instead of adding.

EXAMPLES FOR PRACTICE.

1. What would 56 yards dress goods cost at $13\frac{1}{2}$ cents per yard? Answer, \$7.56.
2. What would 168 dozen eggs cost at $11\frac{1}{2}$ cents per dozen? Answer, \$19.32.
3. What would 364 pounds soap cost at $13\frac{1}{2}$ cents per pound? Answer, \$49.14.
4. What would 248 cans peaches cost at $11\frac{1}{2}$ cents per can? Answer, \$28.52.

Fifteen Simplifies the Process.

Fifteen is one and one-half times ten, and can easily be figured by in that way.

EXAMPLE NO. 6.

What would 364 yards cloth cost at 15 cents per yard? Answer, \$54.60.

Process—Add to \$36.40 one-half of itself, or \$18.20, and you have the complete answer; or, better still, figure what 360 yards would come to by adding together \$36 and \$18, afterwards annexing 60 cents for the 4 odd yards.

The advantages of performing operations in the latter way are many. For instance, you soon learn by heart that 360 at 15 cents comes to \$54, and adding on the extra cents for the odd yards is easily accomplished. When you learn these things you can just glance at any example like the one we are discussing and say instantly \$54.60.

EXAMPLES FOR PRACTICE.

1. What cost 165 yards cloth at 15 cents per yard? Answer, \$24.75.
2. What cost 88 pounds butter at 15 cents per pound? Answer, \$13.20.
3. What cost $264\frac{3}{4}$ dozen eggs at 15 cents per dozen? Answer, \$39.71.

Do the last example in this way: 260 dozen would cost \$39, and 4 dozen 60 cents, and $\frac{3}{4}$ dozen 11 cents.

Another price commonly met with in business is $17\frac{1}{2}$ cents. You can many times get your result when multiplying by it by first multiplying by 10 and then by $7\frac{1}{2}$, adding the two products together, thus:

EXAMPLE NO. 7.

What cost 44 yards cloth at $17\frac{1}{2}$ cents per yard? Answer, \$7.70.

You should, by using the rule we gave in a former lesson for figuring by $7\frac{1}{2}$, be able to do the above at a glance, just

saying 4.40 and 3.30. This ought to be sufficient instruction in handling this number to those who have learned to multiply by $7\frac{1}{2}$.

Easy to Figure by 25.

The next number to be considered is 25, an easy one to figure by, the same rules applying to it that apply to $12\frac{1}{2}$. It also bears certain relations to two other numbers frequently met with in business, $22\frac{1}{2}$ being 10 per cent. less, and $27\frac{1}{2}$ being 10 per cent. greater than it. You will often find it handy to figure by the last two numbers, thus:

EXAMPLES FOR PRACTICE.

1. What cost 64 dozen eggs at $27\frac{1}{2}$ cents per dozen? Answer, \$17.60.
2. What cost 32 bushels oats at $27\frac{1}{2}$ cents per bushel? Answer, \$8.80.
3. What cost 56 yards cloth at $22\frac{1}{2}$ cents per yard? Answer, \$12.60.
4. What cost $144\frac{1}{2}$ bushels corn at $27\frac{1}{2}$ cents per bushel? Answer, \$39.74.

In the last example figure 140 bushels first, then add the $4\frac{1}{2}$ bushels, thus: \$35 plus \$3.50 plus \$1.24.

The next number is $37\frac{1}{2}$. This is best considered as one-half of 75, thus:

EXAMPLE NO. 8.

What cost 48 yards cloth at $37\frac{1}{2}$ cents per yard? Answer, \$18.00.

Process— $\frac{3}{4}$ of \$48.00 (what it would come to at 75 cents), is \$36.00, and half of that is \$18.00.

EXAMPLES FOR PRACTICE.

1. What cost 164 pounds butter at $37\frac{1}{2}$ cents per pound? Answer, \$61.50.
2. What cost 84 yards dress goods at $37\frac{1}{2}$ cents per yard? Answer, \$31.50.
3. What cost 92 bushels potatoes at $37\frac{1}{2}$ cents per bushel? Answer, \$34.50.
4. What cost $142\frac{1}{2}$ yards cloth at $37\frac{1}{2}$ cents per yard? Answer, \$53.44.

In the last example take $\frac{1}{2}$ of $\frac{3}{4}$ of \$140 and add 94 cents for the $2\frac{1}{2}$ yards.

TO PROVE ANY SUM IN DIVISION.

EXAMPLE NO. 11.

$$\begin{array}{r} 21)485(23 \\ \underline{483} \\ 20 \end{array}$$

Reduce the figures in the divisor and quotient to single figures. Multiply them together and, having again reduced them to a single figure, add the remainder. The final result should equal the sum of the dividend reduced, by addition, to a single figure.

DIED BY THE YARD.

"Hullo. Geordy, what's up, lad?" said an English pitman to his marra one day. "Is your wife deed or what?" "Na, na lad!" said Geordy, "it's worse than that." "Had away lad," said Jackie; "let's hev it. Vivvent ye look se bubbly; tell your morra what yor trouble is." "Oh," said Geordy, "the dog's dead. He swallowed the tape measure!" "By! that's narking," said Jackie. "How did he die? By inches, I suppose. eh?" "You're wrang," said Geordy, "for he went roond the back and died by the yard!"

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DEFENCE OF THE SMALL MAN

Writer in an English Paper Calls Attention to a Dangerous Tendency in Modern Commercialism—Small Trader the Bone and Sinew of the Country.

Against the policy on the part of manufacturers of trading to the large buyer and despising the individual merchant of less means, "R. S." writes in an English exchange as follows: "It will be an evil day for the trade of this country when the small man is crowded out of existence. I have no desire to run contrary to the spirit of the times; still I cannot but think that it is against all good public policy that the small man should be eliminated and his place taken by the corporation, which has neither a body to be kicked nor a soul to be saved. The independent trader, or, in other words, the small man, is the bone and sinew of the country, and the chief upholder of our trade. It is a thousand pities that his sturdy spirit of independence and self-reliance should be annihilated, and that we should become a nation of servants and mere wage-earners for the benefit of a very few multiple shop-owners. We would thus create a few plutocrats whom the rest of the nation would serve, and this would be disastrous to our oldest and best traditions.

Large Buyers Catered to.

"The tendency in every direction is against the independent trader. The alleged protection societies contemptuously report of him, 'This is a small man of very limited means, not good enough for credit.' The wholesale houses instruct their representatives not to waste their time calling upon the small man, but to concentrate their energies upon the large buyers. The outcome of all this will be that the small man must go under, and his place will be taken by the huge monopolists. Manufacturers and wholesale houses will also be in the hands of the multiple shop-owners, who are the hardest of taskmasters.

"Proof of this statement is to be found in the recent crisis in the leather trade. It will be remembered that leather commenced to advance in value some two years ago, and owing to a variety of causes which need not be enumerated, the raw material has continued scarce and dear up to the present moment. When the advance first set in the boot manufacturers did not increase their prices, as it was thought that the advance was only temporary, and that values would soon settle down to their normal level. The time came when the manufacturers could not produce at their old rates, even after they had taken everything possible out of material and labor. Then they asked their customers to pay a little more. The despised small man was willing enough

to do this, but when it came to the multiple shop-owner it was another matter. The heads of these establishments absolutely refused to pay an increase even when the cost of material had advanced 25 per cent. One of them, when asked for an advance, cynically replied that he couldn't pay it as it would compel him to alter his whole range of window tickets, and he did not care to go to that expense. The manufacturers lost money, and more than one old and reputable firm was compelled to suspend payment, whilst a number of small failures was considerably above the average. The action of the multiple shop-owners brought many other manufacturers to the verge of ruin.

Small Men Get Short End.

"What has happened to the boot manufacturers may also befall the wholesale and distributing houses in our trades, that is, if we permit the multiple shop to have it all its own way. The wholesale houses are inclined to support the big man through thick and thin, and to let the small man go to the wall. This is a fatal policy. All the best lots and best bargains are first submitted to the big buyer, who is also given the heaviest discount, and altogether placed upon the most favored terms. On the other hand, the small man is considered fair game. He is charged the highest prices, and given the shortest terms. There is no reason why this plan should be so universally adopted; on the contrary, all good trading is against it. The big buyer becomes insolent and dictatorial, and squeezes the merchant and manufacturer alike. The remedy lies in the hands of the latter, and it consists in ungrudging and generous support of the small man.

"The multiple shop has become an enormous power in trade, and its directors and managers are tempted to wield that power unmercifully. There are many large concerns which are so much run after and waited upon by the representatives of the wholesale houses that they think there must be 25s. in their sovereign, and they act accordingly. Who has not heard this or that traveler boast that he has just booked an opening order from this or that large house? Travelers are invariably booking orders of this description at remarkably low-cut prices, sometimes at prices which actually show a loss or at the best an inadequate margin of profit.

"The wholesalers accept the low-cut lines just to open, and the traveler assures them that they will get their own back on the next transaction. The next

transaction never comes off. The big buyer knows the game just as well as the traveler, and he has no intention of permitting the bagman to 'get in at him' next time. He takes good care of that. There is an unlimited supply of people trying to open with him, and to offer tempting lines with that praiseworthy object in view. Having bought so well he can afford to sell low, and thus drive another nail into the coffin of his small opponents, who find that their huge rival is able to mark certain lines in his window at a less price than they can buy wholesale.

"Some travelers are so short-sighted that they think it a cunning thing to get big prices from their small customers, and openly boast of their prowess in this respect. This is the old story of killing the goose with the golden eggs. It is far better for everyone concerned, individually and collectively, that there should be 30 small tradesmen in a town or district than a single large concern. The big houses are never tired of boasting that they can buy well, and there is no doubt that this boast is justified of facts. But the good bargains they procure must be at the cost of someone, and that someone is usually a manufacturer or wholesale house. It is foolish, then, to sneer at the small man, and to describe him as a tin-pot or tupence-a-penny individual whose business is not worth looking after. This is a great mistake, my masters, and unless the error is corrected at once we are all certain to suffer for it. When we have eliminated the small man and turned him into a timeserving employe carrying for favor with a man at the top, we shall have killed off the characteristic virtues of the race, not the least of which are independence and initiative."

The business men in a Minnesota town hold a "Market Day" on the first Saturday of each month. Prizes were offered in June for the best lot of Spring chickens (more than six), best veal calf and Spring calf, best lots of vegetables, biggest load of oats and biggest lot of eggs. Special bargains were features at the different stores represented. The local band furnished music during the day, and in the afternoon there was a ball game. Two novel features were an exhibit room where the farmers could display their produce and an auction, conducted by a skillful auctioneer, only one per cent. being charged for his services. Special attention was called to the high prices paid for wheat, compared with prices paid at other points.

J. M. Kirk, representing Robert Greig Co., Limited, Toronto, was a caller on the Montreal trade this week. He favored The Grocer with a call and reported business all right.

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NO. 8.

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Established 1886

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 "Kit" Coffee Ltd., Govan, Scotland.

CANADIAN PRODUCTS ABROAD.

Canadian products shipped through the port of Montreal compare favorably with those of last year. Figures compiled by the Montreal Board of Trade show that while export business in some lines shows a falling off, yet on the whole trade has been better so far this year than last. Between the opening of navigation and the first of September no less than 448,000 barrels of flour left Montreal for European and African ports. In 1905 only 198,000 barrels were exported during this period. Consequently there has been a large increase in foreign trade. Milling companies have given particular attention to the development of the South African trade, apparently, since the business done with firms in South African ports has been very large. At the same time our trade with the Old Country has been going ahead at a good rate. In wheat exports there is noticeable a gain of over 100 per cent., while there has been an increase in oat shipments also. Cheese exports have been excellent, despite the continued upward tendency of the market, which, one would think, would have a depressing effect upon export trade. It is probable that the figures shown

would have been even larger than they are, had market conditions been more favorable. The high prices on butter have had the effect of curtailing the demand from Europe, and there is noticeable a falling off in shipments this season as compared with last year. It is worthy of mention that over one million bushels of flax was exported through Montreal up to September this year, while none was sent out in 1905.

The table hereunder shows just how figures for the two years compare:

	1906.	1905.
Wheat	7,639,000 bush.	3,474,000 bush.
Corn	2,282,000 bush.	4,185,000 bush.
Peas	153,000 bush.	10,000 bush.
Oats	1,857,000 bush.	1,361,000 bush.
Barley	522,000 bush.	702,000 bush.
Rye	25,000 bush.	None.
Buckwheat	42,000 bush.	42,000 bush.
Flax	1,518,000 bush.	None.
Flour	448,000 bbls.	198,000 bbls.
Butter	231,000 pkgs.	343,000 pkgs.
Cheese	1,272,000 pkgs.	1,083,000 pkgs.
Lard	169,000 pkgs.	233,000 pkgs.
Meat	118,000 pkgs.	163,000 pkgs.
Hay	264,397 bales	236,133 bales
Cattle	71,989 head.	58,062 head.

FARMERS OPPOSE DUTY ON TIN.

Another section of the community has risen to enter its protest against the imposition of a duty on tin plate as urged by the professional company promoters who during the past year have been unloading on Canadian investors stocks in the proposed works at Morrisburg.

The near approach of the opening of the session of the Dominion Parliament, at which it is expected important tariff legislation will be introduced by the Government, has encouraged a large body of farmers in Prince Edward County to protest against the proposed duty as an additional tax upon their industry. They point out that not only are they users of the products of the tin-ware factories, whose goods would have to be advanced in price if a duty was imposed, but as part owners and sellers of goods to canneries, who use millions of cans every year, they would feel the pinch severely if a duty was imposed.

The tin plate company promoters in their request for a duty of 33 1-3 per cent. claimed that this duty would only advance the cost of a tin can one-fifth of a cent, but even at this minimum view of the situation the increased price would mean about \$6,000 per year extra to only one cannery in Prince Edward County. If each of the fruit canning factories in Ontario and salmon canneries in British Columbia are forced to contribute to the Morrisburg promoters on a similar basis the extent of the imposition can hardly be gauged.

Farmers in other parts of the country should take up the agitation against the proposed duty and hardware merchants

and grocers could to advantage to the trade co-operate with the farmers in urging the local members of Parliament to stand firm against the blandishments of the lobbyists who may press for the duty at the next session of Parliament.

A SPECIES OF BLACKMAIL.

A few days ago the manager of a large manufacturing concern in a certain Canadian city was visited by a man who introduced himself as a merchant who occasionally bought goods from his firm. He stated that in his town the particular denomination to which he belonged was building a new church and he was soliciting subscriptions from the business men from whom he bought goods.

The manager in question was, on principle, opposed to contributions under such conditions. He considers them a species of blackmail. When he told the visiting merchant this, in as polite a way as possible, the latter took a note book and wrote some words therein, remarking as he did so, "I suppose you know what I am writing?" On answering that he did not, the merchant remarked: "Well, I am just marking down here the name of your firm so that when we are buying goods in your line again it will be a reminder for us to go somewhere else."

While there are a great many merchants, in fact the great majority of them, who will not lend themselves to any such species of blackmail, it is evident that there is still one here and there who is not above the practice.

Whether practiced by consumer or retailers, or by the latter on manufacturers or wholesalers, this species of blackmail should be discouraged on every occasion. And if retailers desire to be relieved of the evil they in their turn should not practice it upon those from whom they buy goods. It is a subject that the retail merchants' association and boards of trade throughout the country should deal with, for the evil is still with us in a virulent form.

POTATOES IN GERMANY.

In Germany in 1905 there were 8,195,444 acres planted in potatoes, from which were produced 48,323,353 metric tons, or 1,775,579,073 bushels of 60 lbs. each, which was an average of 217 bushels to the acre. With the exception of the year 1901, which was specially favorable for the cultivation of the potato, this crop exceeds all previous years. The average price of potatoes

during the 42.58 marks grams (2,204 bushel, while the German \$490,059,948.

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during the campaign year 1904-05 was 42.58 marks (\$10.13) per 1,000 kilograms (2,204.6 pounds) or 27.6 cents per bushel, which would make the value of the German potato crop of that year \$490,059,948.

In 1904 the potato crop of the United States was placed at 332,830,300 bushels, of a farm value of \$150,673,392, or 45.2 cents per bushel. According to Dr. W. Behrens, one of Germany's experts in 1901, out of the 65,000,000 acres of arable land 8,100,000 acres, or 12 1-2 per cent., were planted in potatoes. The doctor claims that Germany plants more potatoes, in proportion to its area and number of inhabitants, than any other civilized country.

The most important ways in which the potato is utilized in Germany are: For human food; for fodder for animals; in the industrial arts for the distillation of alcohol, and for the manufacture of starch, starch products, such as starch sugar, starch syrup, dextrin etc. The best grades are used for eating, the next best for fodder, and the lowest grades for the distillation of alcohol.

There are no statistics available which would indicate the consumption of the potato for human food purposes, but it may be safely estimated at 50 per cent. of the total production.

A SHINING JUDGE.

The delays of the law have become notorious, and many a business man in venge has pocketed a loss rather than engage has pocketed a loss rather than tangle himself in the net of the lawyers. The lawyers at the bar are not wholly to blame; for some of the responsibility for this tardiness of litigation must be shouldered by the lawyers on the bench.

"Judgment deferred," how often have those leaden words weighed down the hopes of litigants looking for a speedy solution of their differences. It has become a habit of the judiciary. They must sleep over a case and some of them hibernate. Probably seventy-five per cent. of decisions are in regard to questions of fact and not in regard to law at all. These decisions could more easily and more accurately be arrived at when the facts and arguments are fresh and clean than when they have withered to a few skeleton notes.

This habit of procrastination, and that's all it is, a habit, and one of the hardest to overcome—is brought into relief by the practice of an Ontario High Court judge, not many years elevated.

His appointment was regarded somewhat dubiously when made, but litigants and honest lawyers, at any rate lawyers who are given to getting their clients' business cleaned up, have lived to bless his name, just because he has forsaken the traditions of his elders and refusing to be bound by the habits of generations of judges, has endeavored so far as possible to give his decisions on the spot. To facilitate this procedure he has looked up the law bearing on cases to come before him so that when sized of the facts he was in a position to give a decision before leaving the court.

Praise this course as one may, it is nothing more than business. Any wide-awake man of business or affairs would spurn to do otherwise. Dilatoriness is the death of business. It's a cardinal sin of commerce. If the judiciary could rid themselves of it they would stand infinitely higher in the regard of the business interests of the country.

LONGFELLOW'S MARKET NOTES.

An English publisher recently bought a quantity of letters of the poet Longfellow. Among them were the following, on the back of which is inscribed "Written for 'The Secret.'" They are headed "Commercial Intelligence; Review of the Market," and the following are some of the extracts:

Cotton, drooping; particularly in shirt collars in warm weather.

Flour, quiet; except when mixed with yeast; then it rises and is anything but quiet.

Groceries, with a downward tendency; all good groceries have this tendency, particularly sugar and preserves.

Hides, a shade easier; mine is since the cold weather is over.

Mackerel, without change; but they have a good many greenbacks among them.

Oats, dull; the horses are of quite a different opinion. So are all young gentlemen who "feel their oats."

Shingles, steady; when they are well nailed down; otherwise the wind is apt to blow them off.

Pork, heavy; it should never be eaten for supper as it is apt to produce nightmare.

Corn, active; all corns are particularly active as the season advances.

Whisky, unchanged; except when made into whisky punch.

Alcohol, quiet and steady; it may be so, but it makes those who drink it noisy and unsteady.

Wool, quiet; except when people get into each other's wool.

WINDOW DRESSING COMPETITION

The Canadian Grocer has instituted a monthly window dressing competition. Every up-to-date grocer should take a hand. The prizes are \$5, \$3 and \$2, but advantage far in excess of this acknowledgement of superiority will be gained by every grocer who improves his window dressing. All that is necessary is to send a photograph of the window entered in the competition and a written description of it to the editor of The Canadian Grocer, 10 Front street east, Toronto. This is a fine opportunity for grocers to stimulate the interest of their clerks in window dressing and develop latent talent in that direction.

EDITORIAL NOTES.

The British Ambassador at Tokio, Japan, has received and forwarded to the Canadian Government a letter of thanks from the heads of the Japanese villages in the famine districts thanking the Canadians for their generosity in sending to Japan flour for the relief of the sufferers.

The Indian Government's trade journal draws attention to the steady growth in the imports of soap into the Empire. There are indications that the natives, who wash very frequently, are learning the merits of soap, and the trade is one of great possibilities.

British trade returns for July show a remarkable expansion of business. The total imports are £48,609,704, an increase of £3,800,000 over the figures for July, 1905, which exceeded that for the previous July by an almost similar amount. Total exports were £39,502,287, being no less than £9,400,000 in excess of the exports during July, 1905. Taking the figures for the seven months of 1906 to date, imports are £31,300,000 above 1905, and £35,160,000 above 1904. The exports for seven months of 1906 show an increase of £29,890,000 above same period in 1905.

How far the United States is interested in the Cuban rebellion is indicated by three facts of commerce and finance: The trade between the two countries last year exceeded \$120,000,000; the Cuban debt, \$35,000,000, is held mostly in the United States; more than \$100,000,000 of American capital is now invested in the island. Canadian, British, German, Spanish, and Cuban investors as well as American will look to Uncle Sam to take a hand if the Cuban politicians don't pretty soon bury the hatchet.

TRADE ON THE PACIFIC COAST

Canadian Public Men Should Know the West—New Zealand Steamship Service
—Flour Mill for Vancouver—Markets and Market News.

Vancouver, B.C., Sept. 27, '06.

The visit of the Canadian Manufacturers' Association is over, and as it was three years ago, to the members from the east—the far east, as the clever and eloquent president-elect termed it at the Earl Grey banquet last night—the visit has been one of unalloyed pleasure, and some profit indirectly will also be theirs. The progress of the past three years in the Pacific province has quite kept pace with the marvellous growth and development of the three sisters of the plains. That a certain amount of beneficial missionary work will be done by the eastern manufacturers among their less fortunate stay-at-home brethren is assured. Premier McBride in his brilliant address at the Earl Grey banquet spoke of the difficulties the administration of the province had always labored under, and in emphatic terms stated that he felt the greatest obstacle had always been lack of knowledge of British Columbia by the public men of the east. He instanced a recent visitor, an M.P., who on his return east had expressed his intention of moving in the next session of the House of Commons that the whole Parliament on adjournment make a tour of the west in a body, and see and learn for themselves. British Columbia's premier emphasized his views on this point by declaring that no man, especially if a public man, was thoroughly a Canadian until he had seen and made himself familiar with the whole of Canada from ocean to ocean, a sentiment in which he was cheered to the echo by the visiting Manufacturers' Association members from all parts of Canada. It may be specially mentioned that the banquet, though called by courtesy the Earl Grey banquet, was in reality tendered jointly to the visiting members of the Canadian Manufacturers' Association, to the Forestry Association then in session in Vancouver, as well as to His Excellency.

The New Zealand-British Columbia direct steamer service has been, in the language of the showman, "an instantaneous success." The big steamer Pondo, which arrived some time ago with a full cargo from New Zealand and other South Sea points, sailed this week with over 6,000 tons of cargo. True a large proportion was lumber, of which the vessel carried over a million feet. But several hundred tons of British Columbia products were also included. In the items were over two hundred tons of potatoes, a large consignment of onions and 2,000 cases of tinned salmon. The agents state that the vessel has already booked for her next trip inbound to this port her full capacity of cargo. A shipment of raw sugar will be brought from the Fiji Islands to the B. C. Sugar Refinery. Outbound, the promise of cargo is equally encouraging.

An important part of the steamer's cargo outgoing this trip was 300 tons of exhibits going to the New Zealand Exposition at Christchurch, which begins in November.

Flour made in Vancouver will soon be an article of common use both locally and in export markets. It is announced that the first mill to be built in this city will soon be under construction. The Hall Elevator Co., which has the distinction of having erected the first elevator, will put up the first mill. Contracts will be let shortly for the building, which is to contain plant for capacity of 500 barrels per day. The first shipment of wheat to the Orient will be made by the Hall Elevator Co. next month per SS. Athenian to China. It will consist of ten thousand bushels, and is but a small portion of the order, which cannot be filled completely until grain begins to come in more freely in Alberta.

This week the creameries of the Fraser Valley, which practically comprise the butter-producing factories of the mainland of British Columbia, put up the price for the rest of the season 5c. per pound. It now sells to the trade at 30c., which means that the consumer is now paying 35c. for fresh local creamery. The price of fresh dairy local made is up in sympathy, bringing as high as 27½c. wholesale. Eastern creamery butter is ranging up from 26c. to 28c., and the supply is not large. Fresh local eggs are still scarce, and likely to be. They now command up to 40c. wholesale. Eastern packed eggs are quoted from 24c. to 27c.

Shortage of butter during the coming winter is feared by the trade, unless supplies come in from the east in larger quantities than they have been doing. The last shipments of butter and eggs for Dawson and northern points went out on the SS. Princess Beatrice, which sailed on Saturday with a cargo which included 4,000 cases of eggs and several hundred cases of butter.

Local apples were the feature of the fruit market the past week. At New Westminster weekly market over 500 boxes were on sale from up-river points. In the city warehouses large stocks are now held, and Okanagan apples are also being offered. The quality of this year's apple crop, from present offerings, is away up in the list of averages. Gravensteins are the present favorite, as this variety is a splendid table fruit. It commands \$1 per box and up. Other local coast varieties, as King, Wealthy, Greening, bring from 65c. to 90c. per box. The Okanagan apples are bringing up to \$1.50 per box, wholesale.

Okanagan peaches are still offering, though in limited quantities. The quality is perfect, and while the price is rather high, being up to \$1.75 and \$2.25 wholesale, there are but few crates yet to sell. One firm, the Oscar Brown Co., has cornered the market. Local pears are scarce, as also plums and prunes, while crab apples are plentiful as compared with former years. Prices run 2c. to 2½c. per lb. for pears, 2c. for crab apples, and prunes \$1 to \$1.25 per crate. California grapes are plentiful, but

prices are fairly high. They quote at \$2 and \$2.25 per crate. Oranges are offering more freely, and prices are a little lower, being now \$4.50 to \$5 per crate. Lemons still quote at \$8. A few pineapples brought in by the Australian steamer, \$4 per dozen.

Quite a movement still keeps up in potatoes owing to export trade. The shipment to New Zealand referred to above, supplementing that to Australia a week ago, of several hundred tons has cleaned up the local market for the time. The only danger is that some of the stock shipped was rather immature, a trifle too green, thus endangering its keeping quality, in which case the venture will not turn out as profitable as anticipated. The shipment of such commodities as potatoes is not yet in the specialized condition which such a trade demands.

Market prices for potatoes vary from \$10 to \$15 per ton at the present moment. Indications are that the crop will be heavy. Other vegetables are slack this week. Prices in leading lines are: Tomatoes, \$1.50 per crate; cabbage, 1½c. per lb.; onions, 2c. and 2½c. per lb.; carrots, etc., 85c. per hundred lbs.; cucumbers, 20c. per dozen; lettuce, \$1.25 per crate.

SWIFT TO SWALLOW ARMOUR.

Rumor of Union of Packing Interests—Mr. Armour Tired.

It is rumored that Swift & Co. are about to absorb Armour & Co., Swift & Co. having made a proposition and J. Ogden Armour being tired of the outcry against the packers and anxious for social distinction.

The corporation of Armour & Co. was formed in 1900 to take over the entire business of the firm of Armour & Co., which was established by Philip D. Armour in 1860. The company's issued capital is \$20,000,000, but nothing is ever given out as to the earnings or the dividends paid.

Swift & Co.'s shares have recently been advancing so radically that Chicago has been industriously speculating on the cause thereof. Early in the current year the capital stock was increased from \$35,000,000 to \$50,000,000. Stockholders were given the right to subscribe at par for the \$15,000,000 new stock at the rate of three shares of new stock for every seven held by them. The Swift shares are to-day selling at 110 and 111. Seven per cent. dividends have been paid regularly since 1898.

EARLY CLOSING.

The Retail Grocers' Association of Ottawa have passed a resolution in favor of the stores closing at 6 o'clock ordinarily and at 9 o'clock on Saturdays and days before holidays.

H. P. Eckardt & Co. are sending out some very choice new crop Eleme figs.

E. A. Du Vernet, K.C., has been instructed by the Attorney-General's Department to conduct the prosecution for the Crown in the charge of conspiracy against the Wholesale Grocers' Guild. The Assizes at Hamilton begin on October 8.

The Canada

Baking Powder
Gillett, E. W., C.
McLaren's, W. I.

Biscuits, Confe
Cowan Co., Tor
Jacobs, W. & R.
Kingery Mfg. Co.

McLauchlan, S.
Mooney Biscuit
Mott, John P.
National Licor

White Candy Co.
Brooms and B
Woods, Walter.

Canned Goods
Balfour, Smye
Belleville Cann
Bloomfield Pac
Canadian Cann
Lakeside Cann
Manitoba Cann

Man.
Napanee Cann
Old Homestead
Turner, James

Cans, Tin.
Acme Can Co.,
Cash Registers
National Cash

Cash Sales Bo
Carter-Crume C
Cheese Cabinet
Walker Bin and

Cigars, Tobacc
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Cote, Joseph, C
Empire Tobacco
McDougall, D.,
Payne, J. Bruce
Tuckett, Geo. E.

Clothes Lines
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Baker, Walter
Cowan Co., Tor
Dunn, Wm. H.

Epps, James, &
Lowney, Walte
Mott, John P.,
Peter's Chocol
Thorne, Hy., &

Computing Sci
Toledo Comput
Concentrated
Gillett E. W., C.

Condensed Mi
Borden's—Wm.
Truro Condens

Counter Check
Allison Coupon
Carter-Crume C
Crain, Bolla L.

Cordials.
Batger's, Rose
Gowans, Kent

Crochery, Glas
Gowans, Kent

Dairy Produce
Clark, Wm., M
Dawson Comm
Fearman, F. W.
Graham Bros.,
MacLaren Imp
Montreal Pack
Park, Blackwe
Power, B. H., J
Rutherford, M
Ryan, Wm., &

Acme Can Wor
Adam, Geo. &
Adamson, J. T
Alexander Mill
Allison Coupon
American Tob
Antitis Pepper
Ashley & Light
Atlantic Fish C

Balfour, Smye
Battle Creek E
Blue Ribbon T
Boyd, Thos., &
Bradstreet's,
Braid, Wm., &
Brown, Joseph
Business Syste
Campbell's, R.
Canada Paper
Canada Sugar

Canadian Can
Canadian Pres

Canadian Salt
Capstan Mant
Carman, Jose
Carrier, P. W.
Carter-Crume
Clark, W.
Codville-Georg
Colbeck, Henr
Coles Manufac
Colson, O. E.,
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Cox, J. & G....
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- Baking Powder.**
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.
- Biscuits, Confectionery, Gum, Etc.**
Gowan Co., Toronto.
Jacobs, W. & R., Dublin, Ireland.
Kingsley Mfg. Co., Cincinnati.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
White Candy Co., St. John, N.B.
- Brooms and Brushes.**
Woods, Walter, & Co., Hamilton.
- Canned Goods.**
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Cannery, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.
- Cans, Tin.**
Acme Can Co., Montreal.
- Cash Registers.**
National Cash Register Co., Dayton, O.
- Cash Sales Books.**
Carter-Crume Co., Toronto.
- Cheese Cabinets.**
Walker Bin and Store Fixture Co., Berlin France.
- Cigars, Tobaccos, Etc.**
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougal, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.
- Clothes Lines.**
Hamilton Cotton Co., Hamilton.
- Cocoas and Chocolates.**
Baker, Walter & Co., Dorchester, Mass.
Gowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Thorne, Hy., & Co., Leeds, Eng.
- Computing Scales.**
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.
- Concentrated Lye.**
Gillett, E. W., Co., Toronto.
- Condensed Milk and Cream.**
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.
- Counter Check Books, Etc.**
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.
Crain, Rolla L., Co., Ottawa.
- Cordials.**
Batger's, Rose & Laflamme, Montreal.
- Crockery, Glassware and Pottery.**
Gowans, Kent & Co., Toronto.
- Dairy Produce and Provisions.**
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
Graham Bros., Kinmount, Ont.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

- Financial Institutions & Insurance.**
Bradstreet Co.
- Fish.**
Atlantic Fish Co., Lunenburg, N.S.
Connors Bros., Black's Harbor, N.B.
Halifax Cold Storage Co., Halifax, N.S.
Halifax Fish Co., Halifax.
James, E. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Northrup & Co., Halifax, N.S.
Windsor, J. W., Montreal.
- Flavoring Extracts.**
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.
- Fly Pads.**
Wilson, Archdale, Hamilton, Ont.
- Foreign Importers.**
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. G., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vicentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.
- Fruits—Dried, Green, and Nuts.**
Brown Bros., & Co., Toronto.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Ratray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.
- Gelatine.**
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.
- Grain, Flours and Cereals.**
Alexander Milling Co., Ltd., Brandon.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kiraouac, Nap. G., & Co., Quebec.
Leitch Bros. Oak Lake, Man.
Mackay, J. Co., Ltd., Bowmanville, Ont.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co., Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.
- Grocers—Wholesale.**
Balfour, Smye & Co., Hamilton.
Barbour, G. E., Company, St. John, N.B.
Battle Creek Health Food Co., Battle Creek, Mich.
Bell, Thos., Sons & Co., Montreal.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.

- Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.
- Grocers' Grinding and Packing Machinery.**
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago
- Infants' Foods.**
Keen, Robinson & Co., London, Eng.
- Interior and Exterior Store Fittings.**
Walker Bin & Store Fixture Co., Berlin
- Jams, Jellies, Etc.**
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
- Manufacturers' Agents, Brokers and Commission Merchants.**
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Hazard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.
- Matches.**
Improved Match Co., Montreal.
- Mince Meat.**
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wether, J. H., St. Catharines.
- Office Supplies.**
Business Systems, Toronto.
Copeland-Chatterton Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.
- Oils.**
Queen City Oil Co., Toronto.
- Oil Tanks.**
Bowser, S. F., & Co., Toronto.
- Pass Books, Etc.**
Allison Coupon Co., Indianapolis, Ind.
- Pickles, Sauces, Relishes, Etc.**
Capstan Mfg. Co., Toronto.

- Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Hilbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal
Purnell, Webb & Co., Bristol, Eng.
Sutton, G. F., Sons & Co., Toronto.
Taylor & Pringle, Owen Sound, Ont.
- Polishes—Metal.**
English Embrocation Co., Montreal.
Oskey, John, & Sons, London, Eng.
- Polishes—Stove.**
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lamb & Co Toronto.
Morse Bros., Canton, Mass.
- Refrigerators.**
Eureka Refrigerator Co., Toronto.
- Salt.**
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.
- Soap.**
Albert Soaps, Montreal.
St. Croix Soap Co., St. Stephen, N.B.
- Soda—Baking.**
Church & Dwight, Montreal.
- Starch.**
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit.
- Sugars, Syrups and Molasses.**
Canada Sugar Refining Co., Montreal.
Crosby, The Molasses Co., St. John, N.B.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
Maple Tree Producers Association, Waterloo, Que.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
- Teas, Coffees, and Spices.**
Balfour, Smye & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgeson Co., Winnipeg.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
"Kit" Coffee Ltd., Govan, Scot.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto, and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.
- Vinegar and Cider.**
White, Cottell & Co., London, S.E.
- Washing Compound.**
Fairbank, N. E., Co., Montreal.
Gillett, E. W. Co., Toronto.
- Woodenware.**
Woods, Walter, & Co., Hamilton.
- Wrapping Paper, Paper Bags, Twine, Etc.**
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- Yeast.**
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Markets and Market Notes

QUEBEC MARKETS.

ABBREVIATIONS—

Fish—Revised.
Currants—Lower.

Montreal, October 3, 1906.

Trade is reported as being in a very healthy condition at present. While there has been nothing done in a large way, yet business has been of fair proportions and jobbers are satisfied with the trend of events. There has been no change in sugar since last report, the market being steady. Teas are interesting inasmuch that everybody is calling for Japans, which are not obtainable. Prices are firmly maintained. Black teas are offering at attractive prices, but the trouble comes from the fact that everyone is asking for Japans, which cannot be supplied. In canned goods the recently issued prices on tomatoes and corn form the theme of conversation among jobbers and retailers. The former do not yet quite understand why prices were made so high on tomatoes at the opening. The wholesale trade is experiencing considerable trouble with their customers, who are cutting down their orders because of the high prices demanded. Coffee, except for the fact that Mocha is a little higher in the primary market, is unchanged. Spices are quiet locally, as is also molasses. There has been a reaction in currants in Greece, and prices are lower than at the time of our last report, when the tendency of the market was upward. Reports from Denia state that Valencia raisins continue to advance, while California raisins are quoted $\frac{1}{4}$ c. higher this week. Prunes are also higher. Labor troubles on the Pacific coast are still bothering the packers. Honey is very scarce, as are also peels. Beans are high in price, spot stocks being low. New crop beans are not expected to arrive in quantity until the end of this month.

Collections continue good from all sections of the country.

CANNED GOODS—There is still considerable discussion among the trade about the new prices which have been given out for tomatoes and corn. The jobbers are at a loss to understand why the canners should have made a price on tomatoes so high for the opening, and whenever two or three "get together" the new lists are sure to crop up for discussion. On some sides the opinion is expressed that the canning factories are adopting the method of the Brazilian Government as regards coffee—limiting the output in order to keep up the price. This, of course, is only the talk in some sections of the trade. But meanwhile the prices have been made and

business must go on. Jobbers are receiving letters daily asking for the new prices and instructing him to hold order (which was taken at open prices) until he heard from him. In many cases orders are being halved, and in most other cases are reduced to a greater or lesser extent. Grocers in some districts are asking for old goods, in the hopes of obtaining some slight concession in price, but as there are no stocks of last year's output to speak of, the new prices must be met. In other lines there is the usual demand for Fall trade.

	Group No. 1.	Group No. 2.
Cherries—		
2s, red, pitted.....	2 25	2 22½
2s, red, not pitted.....	1 75	1 72½
2s, black, pitted.....	2 25	2 22½
2s, black, not pitted.....	1 75	1 72½
2s, white, pitted.....	2 40	2 37½
2s, white, not pitted.....	1 90	1 87½
Currants—		
Red, heavy syrup.....	1 80	1 77½
Red, preserved.....	1 90	1 87½
Black, heavy syrup.....	1 90	1 87½
Black, preserved.....	1 90	1 87½
Gooseberries—		
Heavy syrup.....	1 90	1 87½
Gallons, standard.....	6 50	6 50
Lawtonberries—		
Heavy syrup.....	6 50	6 50
Gallons, standard.....	5 50	5 50
Apples—		
3s.....	1 02½	1 00
Preserved.....	1 27½	1 25
Gallons.....	2 67½	2 65
Preserved.....	3 52½	3 52
Peaches—		
Yellow, flats, 1½.....	1 70	1 67½
" " 2.....	1 60	1 57½
" " 3.....	2 60	2 57½
" " whole 2.....	2 85	2 82½
" " whole 3.....	2 37½	2 35
White.....	1 75	1 72½
" " 2.....	2 50	2 47½
" " 3.....	2 70	2 67½
Pie.....	1 27½	1 25
Pie, not peeled, gal.....	3 57½	3 55
Pie, peeled.....	4 52½	4 50
Pears—		
Flemish beauty 2.....	1 65	1 62½
" " 2.....	1 90	1 87½
" " 3.....	2 12½	2 10
Bartlett.....	1 80	1 77½
" " 2.....	2 17½	2 15
" " 3.....	2 32½	2 30
Pie.....	1 27½	1 25
Pie, not peeled, 3.....	3 87½	3 85
Pie, not peeled, gal.....	3 27½	3 25
gal.....	2 50	2 50
Pineapples—		
2s, sliced.....	2 25	2 25
2s " grated.....	2 35	2 35
3s " whole.....	2 50	2 50
Plums—		
2s, Damson, light syrup.....	1 17½	1 15
3s " ".....	1 67½	1 65
2s " heavy syrup.....	1 22½	1 20
2½s " ".....	1 62½	1 60
3s " ".....	1 92½	1 90
Gals. " standard.....	3 22½	3 20
2s " Lombard, light syrup.....	1 22½	1 20
3s " ".....	1 72½	1 70
2s " heavy syrup.....	1 37½	1 35
2½s " ".....	1 67½	1 65
3s " ".....	1 92½	1 90
Gals. " standard.....	3 42½	3 40
2s " Green Gage, light syrup.....	1 27½	1 25
2½s " heavy syrup.....	1 47½	1 45
3s " ".....	1 07½	1 05
Gals. " standard.....	3 72½	3 70
2s " Egg, heavy syrup.....	1 70	1 67½
2½s " ".....	1 97½	1 95
3s " ".....	2 27½	2 25
Raspberries—		
Red, light syrup.....	1 50	1 50
Red, heavy syrup.....	1 75	1 72½
Red, gallons, standard.....	5 50	5 50
" solid pack.....	8 50	8 50
Black, heavy syrup.....	1 75	1 72½
Black, preserved.....	1 90	1 87½
Black, gallons, standard.....	5 25	5 25
" solid packed.....	8 25	8 25
Strawberries—		
2s, heavy syrup.....	2 00	1 97½
2s, preserved.....	2 15	2 12½
Gallons, standard.....	6 25	6 25
VEGETABLES		
Asparagus—		
2s, tips.....	52½	2 50
Beets, sugar.....	0 85	0 95

Beans—		
2s, wax.....	\$0 85	\$0 82½
2s, refugee.....	0 85	0 82½
Corn—		
2-lb. tins, per doz.....	0 92½	0 90
Gallon, per doz.....	5 00	5 00
Peas—		
2s, standard (No. 4).....	0 85	0 82½
2s, early June (No. 3).....	0 95	0 92½
2s, sweet wrinkled (No. 2).....	1 00	0 97½
2s, extra fine sifted (No. 1).....	1 25	1 22½
Pumpkins—		
3-lb. tins.....	0 80	0 80
Rhubarb—		
2s, preserved.....	1 17½	1 15
3s, preserved.....	1 92	1 90
Gallons, standard.....	2 65	2 62
Spinach—		
2s, table.....	1 42½	1 40
3s, table.....	1 82½	1 80
Gallons, table.....	5 02	5 00
Squash—		
3-lb. tins.....	1 00	1 00
Tomatoes—		
3-lb. tins, per doz.....	1 17½	1 15
Gallon tins, per doz.....	3 52½	3 52½
FISH		
Lobster, tails.....	3 50	3 50
" 1-lb. flats.....	3 85	3 85
" 1-lb. flats.....	2 00	2 00
Mackerel.....	1 00	1 00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.....	1 80	1 80
1-lb. Tails, per doz.....	1 80	1 80
1-lb. Flat.....	1 20	1 20
Arrow brand, sock eyes, per doz.....	1 75	1 75
1-lb. salmon, various brands, per doz.....	1 15	1 15
Cohoos.....	1 40	1 40
" Thistle" haddies, 4 doz. 1-lb. flats, per doz.....	1 20	1 20
Canadian kippered herring, 4 doz. ovals, per doz.....	1 00	1 00
fresh herring in tomato sauce, 4 doz.....	1 00	1 00
ovals, per doz.....	1 00	1 00
Canadian plain herring, per doz.....	1 00	1 00
Scotch kippered herring, per doz.....	1 35	1 40
herring in tomato sauce, per doz.....	1 30	1 35

SUGAR—The market this week is just about normal. Prices are steady at the recent advance. Fairly heavy buying is being done by the trade, but the market is looked upon as likely to remain steady for some little time. This is according to present indications, but it must be remembered that something may occur to disturb the situation. The Cuban troubles are not affecting the market materially at present, although when the revolution started, it will be remembered there was considerable excitement. Things are now taken to be settled down, to a certain extent, and further developments which will affect the market here are not expected.

Granulated, bbls.....	\$4 40
" ½-bbls.....	4 15
" bags.....	4 35
Paris lump, barrels.....	5 05
" " half-barrels.....	5 05
" " boxes, 100 lbs.....	4 95
Extra ground, bbls.....	4 80
" " 50-lb. boxes.....	4 90
" " 25-lb. boxes.....	5 00
Powdered, bbls.....	4 60
" 50-lb. boxes.....	4 80
Phoenix.....	4 40
Bright coffee.....	4 20
" yellow.....	4 25
No. 3 yellow.....	4 10
No. 2.....	4 10
No. 1 " bbls.....	4 00
No. 1 " bags.....	3 9

TEA—Since last week there has been practically no change in the tea situation. The market for Japans is in a very healthy condition. Prices are well maintained, and inclined to advance rather than remain at a standstill. Japans which formerly were purchasable at 16c. now command 17c. and sometimes 17½c. The whole trouble in the tea situation, as far as Japans are concerned, is the great scarcity. The amount of tea sent to the interior of the Island of Japan was much larger this year than on former occasions, and this, with the fact that the crop was much shorter than last year's small

yield, creates market. Buyward, but tea explain the sit and take any able to guar there is some this is being There is son blacks, which for which price is no change for China green dian greens are

Japans—Fine.....
Medium.....
Good comm.....
Common.....
Ceylon—Broken Pek.....
Pekoes.....
Pekoe Souch.....
Indian—Pekoe Souch.....
Ceylon greens—Youn.....
Hys.....
Gunj.....
China greens—Ping.....

SYRUPS A tions are uncl is passing, bu ing hands.

Barbadoes, in punch in barrels in half-ba.....
New Orleans.....
Antigua.....
Porto Rico.....
Corn syrups, bbls.....
" 1-bbls.....
" 3½-lb. pai.....
" 25-lb. pai.....
Cases, 2-lb. tins, 2 d.....
" 5-lb. " 1 d.....
" 10-lb. " 1 d.....
" 20-lb. " 1 d.....

COFFEE— new in the co report. Moch otherwise the are selling fro lines bring as

Jamaica.....
Java.....
Mocha.....
Rio, No. 7.....
Santos.....
Maracaibo.....

SPICES — easier on the is no mater market locall

Peppers, black.....
" white.....
Ginger, whole.....
Ginger, Cochin.....
Cloves, whole.....
Cream of tartar.....
Allspice.....
Nutmegs.....

FOREIGN which have ward, have there has be sequently tl lower. Jobb in barrels. that Valenc vanced. Thi here of 9c. f ornia raisin from present still further expected th any time no Bussorah. I will be giv first lot of fruit to arri but owing prices this latest quota nia state tl provement i troubles are supplies co Prunes have

yield, creates the present almost bare market. Buyers continue to come forward, but tea merchants are obliged to explain the situation as best they can, and take any order given without being able to guarantee their filling. Locally there is some tea in second hands, and this is being pretty well cleaned up. There is some interest displayed in blacks, which are in good supply, and for which prices are very good. There is no change noticeable in the market for China greens, while Ceylon and Indian greens are featureless.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 13	0 15
Common	0 25	0 38
Ceylon—Broken Pekoe	0 17	0 20
Pekoe	0 15	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13	0 14
China greens—Pingsney gunpowder, low grade	0 11	0 15
pea leaf	0 13	0 22
pinhead	0 28	0 32

SYRUPS AND MOLASSES — Conditions are unchanged. Some little trade is passing, but no large lots are changing hands.

Barbadoes, in puncheons	0 30
in barrels	0 32
in half-barrels	0 33
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, 1-bbls.	0 02
1-bbls.	0 03
30-lb. pails	1 40
25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
5-lb. " 1 doz. "	2 40
10-lb. " 1 doz. "	2 25
20-lb. " 1 doz. "	2 25

COFFEE—There is practically nothing new in the coffee situation since our last report. Mochas are slightly higher, but otherwise there is nothing new. Javas are selling from 18c. to 26c., while fancy lines bring as much as 30c.

Jamaica	0 10	0 11
Java	0 18	0 30
Mocha	0 19	0 22
Rio, No. 7	0 09	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13

SPICES — Some lines are a little easier on the primary market, but there is no material change in prices. The market locally is rather dull.

Peppers, black	0 16	0 22
white	0 25	0 30
Ginger, whole	0 16	0 24
Ginger, Cochin	0 17	0 17
Cream of tartar	0 17	0 32
Allspice	0 25	0 30
Nutmegs	0 12	0 15
	0 30	0 55

FOREIGN DRIED FRUITS—Currants which have been steadily climbing upward, have experienced a reaction and there has been a decline in Greece. Consequently the price locally is slightly lower. Jobbers are asking 6½c. to 7c. in barrels. Reports from Denia state that Valencia raisins have again advanced. This stock now shows a cost here of 9c. for 4-crown layers. In California raisins have gone up ¼c. also, and from present indications there will be a still further advance. On dates, it is expected that prices will be made at any time now, as the steamer has left Bussorah. The probable date of arrival will be given out at the same time. The first lot of new figs, being the first new fruit to arrive, has reached this market, but owing to the advance in Smyrna prices this week are 1c. higher than latest quotations. Advices from California state that there has been no improvement in the situation there. Labor troubles are still causing anxiety, while supplies continue difficult to obtain. Prunes have been put up ¼c. Reports

from France regarding the new crop of walnuts are not favorable. The crop has been damaged, but to what extent is not yet known. Offerings of the new are small. Filberts are higher, 10½c. being asked, while other nuts are upward in tendency, as regards prices.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08
Selected, per lb.	0 08½
Layers	0 07
Dates—	
Dates, Hallowees, per lb.	0 05
Californian Evaporated Fruits—	
Apricots, per lb.	0 13
Peaches, "	0 12
Pears, "	0 13
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters" 1-boxes	2 50
" " 2-boxes	0 80
Royal Buckingham Clusters, 1-boxes	1 10
" " 2-boxes	3 50
"Excelsior Window Clusters," 1-boxes	4 50
" " 2-boxes	1 3
Californian Raisins—	
Loose muscatels, fancy seeded, in 1-lb. pkgs.	0 09½
" " choice seeded, in 1-lb. pkgs.	0 09
" " 2 crown	0 07½
" " 3 crown	0 07
" " 4 crown	0 09
Prunes—	
30-40s	0 09½
40-50s	0 08½
50-60s	0 08
60-70s	0 07½
70-80s	0 07
80-90s	0 06
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 07½
" " 80-100s	0 06
" " 100-120s	0 05

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Oct. 4, 1906.

BUTTER—Market firm.
CHEESE—No change in situation. Market being about steady.
EGGS—Prices upward in tendency. Receipts rather light.
PROVISIONS—Demand but fair. Prices unchanged. Pressed hogs quoted \$9.50 to \$9.75 per 100 lbs.

Currants—	
Filiatras, uncleaned, barrels	0 62
Fine Filiatras, per lb., in cases	0 07
" cleaned	0 07½
" in 1-lb. cartons	0 07½
Finest Vostizzas	0 08
Amalias	0 07
Sultana Raisins—	
Sultana raisins, per lb.	0 08
" 1-lb. carton	0 10
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07½
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs	0 28
12-oz. boxes	0 06½

PEELS—Candied peels are very strong and scarce, and prices are firmly held. The supply of citron peel available is hardly one-fifth of what was obtainable last year.

Citron peel, per lb.	0 18
Lemon peel, per lb.	0 10
Orange peel, per lb.	0 10

EVAPORATED APPLES—No change is noticeable this week, dealers still asking 7½c. to 8c.

BEANS—Prices continue unchanged. Stocks on the local market are very limited, while there is no new crop coming forward. Farmers are busy in the fields and cannot take time during the fine weather to make deliveries, so that the trade have, perforce, to wait. Before new crop beans begin to arrive

lower prices are not expected to materialize.

Choice prime beans	1 55	1 60
Lower grades	1 50	1 55

MAPLE PRODUCTS—The market is a little stronger, if anything, this week. Beauce County is up ¼c.

Maple syrup, in wood, per lb.	0 05½	0 06½
in large tins	0 06	0 07
Pure Townships sugar, per lb.	0 07½	0 08
Pure Beauce County, per lb.	0 07	0 08

RICE AND TAPIOCA—In this market there is nothing to report this week. Trade is fair to good in tapioca, while rice sales are about the usual size.

B rice, in 10 bag lots	3 25
B rice, less than 10 bags	3 35
C rice, in 10 bag lots	3 15
C rice in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½

ONTARIO MARKETS.

ABBREVIATIONS—

Tomato situation.
Evaporated apples 7½c.
New Valentias going out.
Provision market firm.

Toronto, October 4, 1906.

Trade is good without much variation in prices. Sugar is firm; dried fruit, with the exception of currants, is firm or higher on the primary markets. Canned goods are the subject of discussion and some speculation. The question is, are they going higher? The canners are very bullish and interviews are appearing in the press in which \$1.50 tomatoes are talked of. Naturally the canners would like to see it. Among the jobbers the statement is current that the canners will fill only 75 per cent. of their orders. That does look like a shortage.

The fact is the size of the pack depends more on the weather than the abundance of the crop. If the frost keeps away and the canners keep on till say the end of October, the pack will undoubtedly be a large one. If they were stopped now, none but the canners would know what the pack was. The crop has been large, but extremely hot weather when it was at its height brought the tomatoes on very rapidly, so that the canners had many more than they could handle. This hot weather doubtless lessened the pack. To make things worse there was a shortage of cans, and labor and material have cost more this year. Even if the pack were as large as last year there would not be enough to go round because of the heavy increase in consumption in the west especially, but in the east too, to some extent. There is the export business also to be taken care of.

A correspondent in Hamilton writes this week:

"I was speaking to a tomato grower across the bay, on what they call the Plains Road, which is the hub of the tomato business. He says: 'The tomatoes are pretty well over now. There are not going to be a great many more

THE MARKETS—ONTARIO

The Canadian Grocer

except of poor quality. He also states positively that it must have been impossible for the canners to get anything like the quantity of tomatoes they wanted. That they were scouring the whole country for tomatoes every day. At times of course, he said, they had more tomatoes sent in than they could can, but that did not alter the situation as to a short tomato pack."

If one knew for sure what the market was going to do he could get rich. If this weather continues throughout October the situation may be considerably changed.

CANNED GOODS — Prices are unchanged. Aside from the price of tomatoes, dealt with above, there is nothing unusual.

SUGAR—The course of European beet recently, f.o.b. Hamburg, has been: Sept. 25, 9s. 8½d.; Sept. 26, 9s. 9d.; Sept. 27, 9s. 8½d.; Sept. 28, 9s. 8½d.; Sept. 29, 10s.; Oct. 2, 9s. 7½d.; Oct. 3, 9s. 10½d. The highest reached was 10s. 3d. The very marked advance was partly due to the Cuban situation and partly to the heavy buying of American refiners. For the present at least the Cuban matter has been settled by the resumption of authority by the United States representative, Gov. Taft. The prices of cane sugars have been retained fairly firm at 4 1-16 duty paid New York for 96 degrees centrifugals, and there were buyers yesterday at 4c., but no sellers. For the immediate future the statistical position of cane favors the attitude of sellers and it does not appear likely that we shall see any marked decline. Combined stocks in United States and Cuba are about 125,000 tons less than at the corresponding period last year and for weeks past the United States consumption has been about 20,000 tons per week in excess of receipts, which of course has meant a shrinkage in stocks at the four ports to that extent. It looks as if the upward movement of raw sugar were checked for the moment, as American refiners' recent heavy purchase of both beet and cane sugars will be coming to hand, which will tend to make them indifferent to offers, while on the other hand there appears no necessity of forcing sales with stocks of cane sugars so abnormally low and with new crops still some distance off.

Willet & Gray say the new Cuban crop must be late and the amount will be considerably reduced from last year's, and continue: "Just how much, whether great or small, remains to be seen as circumstances develop from week to week. Under these conditions, and with the latest reports from the beet sugar crops of Europe, which will be considerably less than last year, it is quite evident that raw sugar is on a comparatively low basis. This is as much as we can say at this time regarding the sugar situation, and it seems extremely advisable to keep in close touch with the changing conditions from day to day."

A recent cable from Europe indicates weather favorable for the growing crop of beet with saccharine substance poorer than last year. The immediate future of the market seems shrouded in uncertainty. There are no special indications either way and it is expected that prices of refined will be firmly maintained.

Paris lumps, in 50-lb. boxes	5 13
" " in 100-lb.	5 03
St. Lawrence granulated, barrels	4 48
Redpath's granulated	4 48
Acadia granulated	4 43
Berlin granulated	4 38
Phoenix	4 48
Bright coffee	4 28
Bright yellow	4 33
No. 3 yellow	4 33
No. 2 "	4 18
No. 1 "	4 08
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES — Prices are unchanged.

Syrups	
Dark	0 33 0 35
Bright	0 38 0 42
Corn syrup, bbl, per lb.	0 02½
" " ½-bbls "	0 03
" " kegs "	0 02½
" " 3 gal. pails, each	1 40
" " 2 gal. "	1 00
" " 2-lb. tins (in 2 doz. case) per case	1 95
" " 5-lb. " (in 1 " " " " " "	2 40
" " 10-lb. " (in ½ " " " " " "	2 35
" " 20-lb. " (in ¼ " " " " " "	2 25

Molasses	
New Orleans, medium	0 30 0 35
" " ½ bbls.	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35

Maple syrup	
Imperial qts.	0 87½
1-gal. cans	0 95
5-gal. cans, per gal.	1 00
Barrels, per gal.	0 75
5-gal. Imp. brand, per can.	4 50
1-gal. " " per case	5 10
½-gal. " " " " " "	5 60
Qts. " " " " " "	6 00

TEA—Prices are considerably stronger. A broker stated yesterday that teas had sold at auction in London for a penny more than they had recently been offered c.i.f. in Toronto. Ceylons continue to improve in quality and the tone of the market is stronger. Common tea has not in ten years been as low in London at this season of the year as it was last month. This was partly due to very heavy receipts of Indians.

COFFEE—Brazil's valorization scheme has been financed to the extent of \$20,000,000 and the Government of the southern republic will buy 2,000,000 bags and hold them a year. It is also asserted that the next crop will be small because the flowering of the trees has been greatly interfered with by a long drought. Besides, stocks in Europe and America are said to be greatly depleted and in the speculative market there is a very heavy short interest. All these things tend to higher prices.

DRIED FRUITS—New crop Valencias arrived in the city Wednesday and Warren Bros. lay claim to the credit for shipping them out first. There has been a further advance of 5s. in Spain. The week has seen also an advance of 4s. to 5s. in Sultanias on the primary market. That crop, too, is very short. Currants turned back a little this week, but the price locally is unaffected. New peels are now quoted.

Prunes, Santa Clara	
Per lb.	
90-100s, 50-lb boxes	0 05½
80-90s " " " "	0 05½
70-80s " " " "	0 05½
60-70s, 50-lb boxes	0 06½
50-60s " " " "	0 06½
40-50s 25-lb " "	0 08
30-40s " " " "	0 09

Note—25 lb. boxes ¼c. higher than 50 lb.

Candied and Drained Peels	
Lemon	0 10 0 11½
Orange	0 1½ 0 12
Citron	0 20 0 22

Figs	
Elemes, per lb.	0 68 0 15
Tapnets, " "	0 04 0 04½

Peaches	
Californian evaporated	
Pears	
Californian evaporated, per lb.	

Currants	
Fine Filistras	0 06½ 0 7½
Patras	0 07½ 0 08
Uncleaned, ¼c. less.	

Raisins	
Sultana	0 09 0 12
" Fancy	0 10 0 14
" Extra fancy	0 15 0 16

Valencias, selected	0 69½ 0 10
Seeded, 1-lb packets, fancy	0 09½ 0 10½
" " 16 oz. packets, choice	0 08½ 0 09
" " 12 oz. " " "	0 07½ 0 08

Dates	
Hallowes	Fards choicest
Saisrs	choice
Domestic evaporated apples	

NUTS—Quotations are unchanged.

Almonds, Tarragona, per lb.	0 14 0 15
" Formigetta	0 13½ 0 14
" shelled Valencias	0 3½ 0 32
Walnuts, Grenoble	0 14½ 0 15
" Bordeaux	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb.	0 69½ 0 10½
Pecans, per lb.	0 14 0 17
New Brazils, per lb.	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia	0 10

SPICES—The market is steady with unchanged prices.

Peppers, blk	Per lb.
" white	0 16 0 20
Ginger	0 25 0 30
Cassia	0 18 0 35
Nutmeg	0 45 0 75
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28
" whole	0 17 0 20
Mace	0 08 0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 22

RICE AND TAPIOCA—Tapioca maintains its strong position in the world's markets. Purchases made some time ago for June, July and August shipment are now coming to hand and will relieve the stringency to some extent, but there appears no tendency to shade prices as the consumption of the article has not diminished to any serious extent, and in New York, where there have been fair arrivals from Singapore, the article appears to go into consumption about as fast as it arrives, and those who are best informed in that market look for a continuance of the present level of prices.

Rice, stand. B.	Per lb.
Rangoon	0 03½ 0 03½
Patna	0 05 0 05½
Japan	0 06 0 07½
Sago	0 06 0 07
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 07
" double goat	0 07½

HIDES AND WOOL—The only variation is a reduction of a cent for washed wool.

Hides, inspected, steers, No. 1	0 12½
" " " " " " " " " " " "	0 11
" " " " " " " " " " " "	0 12
" " " " " " " " " " " "	0 11
Country hides, fat, per lb., cured	0 11
Calf skins, No. 1, city	0 13
" " " " " " " " " " " "	0 12
Lamb skins and pelts	0 75
Horse hides, No. 1	3 15 3 50
Rendered tallow, per lb.	0 05 0 05½
Pulled wool, super, per lb.	0 25
" " extra	0 27
Wool, unwashed fleece	0 16
" washed fleece	0 26

SEEDS—The situation is unchanged from last week. The market remains very quiet owing to the fact that there is no export demand. Prices here are about 50c. higher than in United States and Germany and they must come down that much if an export trade is to be done. That will depend on the quantity of the crop, which is as yet unknown. Quotations per bushel for Alsike clover are: Fancy, \$6.50; No. 1, \$6; No. 2, \$5.75; No. 3, \$4.35 to \$4.65. Very little red clover is moving yet and the market is hardly established. The same is true of timothy. Prices will be quoted next week.

John Sloan, head of the firm of John Sloan & Co., Toronto, is confined to his home through illness.

The retail during the p being caused tors to the that fully fit to the city t butcher, the milkman reap people remain two and all)

There is no side points, a ing received travelers are in the city m are visiting changed. Th steady and looked for.

BEEF AN coming in me good stock is quoted at 90 22c. per pound \$1 to \$1.25. to be excessiv is quoted at

BUTTER— very high, an for first-class there is no p the present h the factories— so that it wil of profit is v very scarce, butter are ve are quoted at 23c. to 25c. jobber is very as the fact creamery pri and an early receipts of eg present, Nov. 22c. and Prii The quality (

Several Ha to leave for : Cawsey, wi Dr. Howard geon, will le alderman, wh fax Grocers' large grocery the north end to be prosper try his luck man is going and will ther

J. L. Arch of his groc Clarke, and this month f his son he int estate busines

Frank Dwy staff of John are also goin engage in ran of Michael Dv

NOVA SCOTIANS GOING WEST

Halifax Grocers Have the Fever—Dominion Exhibition at the Gateway to the Atlantic—Markets are Steady and Prices Firm.

Halifax, N.S., October 2.

The retail grocery business in this city during the past week was quite brisk, being caused by the large influx of visitors to the exhibition. It is estimated that fully fifteen thousand people came to the city to take in the fair, and the butcher, the baker, the grocer and the milkman reaped the benefit, as all these people remained in the city for a day or two and all had to be fed.

There is nothing at all doing at outside points, and very few orders are being received at present. Many of the travelers are now off the road, and are in the city meeting their customers who are visiting the fair. Prices are unchanged. The market throughout is steady and no immediate changes are looked for.

BEEF AND POULTRY—Poultry is coming in more freely, but the price for good stock is very high. Chickens are quoted at 90c. and \$1, and turkeys at 22c. per pound. Ducks are worth from \$1 to \$1.25. These prices are considered to be excessively high. Beef per quarter is quoted at 8c. to 8½c. and pork 9c.

BUTTER—The price of butter here is very high, and there is a good demand for first-class stock. Dealers say that there is no profit in handling butter at the present high prices. Prints sold at the factories for 25c. are quoted at 26c., so that it will be seen that their margin of profit is very small. Small tubs are very scarce, in fact the receipts of all butter are very light. Creamery prints are quoted at 26c., and dairy tubs from 23c. to 25c. The margin of profit to the jobber is very small even at these prices as the factories are asking 25c. for creamery prints. Cheese is firm at 13c. and an early advance is looked for. The receipts of eggs are very limited just at present, Nova Scotia being quoted at 22c. and Prince Edward Island at 20c. The quality of the latter is improving.

Several Halifax grocers are preparing to leave for the west. Alderman W. H. Cawsey, with his family and brother, Dr. Howard Cawsey, a veterinary surgeon, will leave Halifax shortly. The alderman, who is president of the Halifax Grocers' Guild, conducts quite a large grocery and provision business at the north end of the city, and appeared to be prosperous, but he has decided to try his luck in a new field. The alderman is going out west to locate first, and will then return for his family.

J. L. Archibald has already disposed of his grocery business to Frederick Clarke, and with his family will leave this month for Saskatoon, where with his son he intends to engage in the real estate business.

Frank Dwyer and his brother, of the staff of John Tobin, wholesale grocers, are also going west, and will probably engage in ranching. They are brothers of Michael Dwyer, owner of the business

of John Tobin & Co., which firm is one of the largest and most prosperous in the province.

PROVISION SITUATION.

The provision situation is an interesting one just now. Some of the packers say there is an actual scarcity of hog products for both domestic and export trade. This is the time of year when stocks are usually lowest. The packers expect a decline in prices and get ready for it. The abnormal shortage of hogs for months has left stocks even smaller than usual and it is asserted, too, that the domestic demand is holding up remarkably well. This is probably due to the high prices of other food products. The needs of the lumber trade and the approaching close of navigation also create a demand which, probably owing to the contracted supplies of hogs, the packers are not very well prepared to meet.

Hogs that go to the factories next week destined for export will appear on the English market about the 1st of December, the opening of the holiday trade when people turn from staples to what might be termed holiday goods. This is always an anxious time for the packer. Prices in Great Britain have been on an even keel for some weeks but it is a losing level for the Canadian packer. If a decided decline comes with the holiday season the export business will be very emphatically unprofitable. Usually the situation is met by turning more hogs to the domestic trade and putting the product in pickle for future use.

NEW LINE OF CODFISH.

Harry T. Graham has been in Toronto this week introducing a new line of boneless and shredded codfish put up by the Halifax Fish Co., a new company in the Atlantic capital. They appear to have grasped success at the start, for their product was awarded the gold medal at the recent Dominion Exhibition, when their plant had been in operation only three weeks.

They put up in one, two and three-lb. wooden boxes with sliding covers, and present it upon its quality and the hygienic advantages of such a package. The increase in the consumption of deep sea fish has been a marked feature of the Ontario trade in the last few years.

Anderson, Powis & Co. will be the Toronto selling agents for the company.

BIG GROCERY WAREHOUSE.

Kelly, Douglas & Co., wholesale grocers, Vancouver, B.C., have just put into their new stores a carload of Cow Brand soda. The sale for this well advertised and selling brand of baking soda is bounding upward and onward not only in Eastern Canada but as far as the Pacific ports. Kelly, Douglas & Co.

have lately completed their new warehouse and those who know say that it is the largest wholesale grocery building in Canada. The dimensions are 125 feet frontage by 120 feet depth with nine floors and basement—certainly an indication that things "do be movin'" out west.

TO INVESTIGATE SUGAR TRUST.

Methods Adopted to Keep Big Refining Plant Idle.

In Philadelphia there is a great sugar refinery, said to be one of the finest of its kind in existence, and it has never turned a wheel. It was erected by the Pennsylvania Sugar Refinery Co. some years ago. Geo. H. Earle, receiver of the Real Estate Trust Co., of Philadelphia, has made charges against the sugar trust in regard to the methods by which it has kept this big refinery closed. The trust secured 51 per cent. of the stock. President Roosevelt has placed the evidence in the hands of U. S. Attorney-General Moody and instructed him to investigate.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Oct. 4, 1906.)

Foreign dried fruits continue to advance and all items in the list are held firmly at prices quoted. New prices in canned apples, pears and plums are quoted below. General business continues very active.

CANNED GOODS—New prices have been announced for canned apples, pears and peaches and the revised quotations are given below. We quote:

	FRUITS.	
	Group No. 1	Group No. 2 & 3
Apples—		
gallons, per doz.	3 24	3 20
3-lb.	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " " "	4 03	4 08
Gooseberries—		
new " " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " " "	4 69	4 64
Peaches—		
2's " " "	4 08	4 03
3's " " "	6 14	6 09
Plums—		
Damson, 1's " "	2 63	2 58
Lombard, 1's " "	2 73	2 68
Greengage, 1's " "	2 83	2 78
Pumpkins—		
3's " " "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case	4 20	
2's, whole, " " "	3 75	
2 1/2's, whole, " " "	4 60	
2's, grated, " " "	4 40	
Raspberries—		
red (new) " " "	3 73	3 78
black (new) " " "	3 73	3 78
Strawberries " " "	4 80	4 75
gallon, per doz.		6 80
Goodwill's Goods.		
Strawberries, per case		3 10
Red raspberries, per case		2 60
Red cherries, " "		2 60
Red currants " "		2 60
Black currants " "		2 60
Lawtonberries " "		2 60
VEGETABLES.		
Beans—		
golden wax, " "	1 93	1 88
refugee, " "	1 98	1 93
Corn—		
2's " " "	2 13	2 08
Peas—		
(No. 4) 2's " "	1 93	1 98
(No. 3) 2's " "	2 13	2 18
(No. 2) 2's sweet wrinkle	2 23	2 28
(No. 1) 2's extra fine sifted	2 73	2 78

Canadian Grocer

.....	0 09	0 10
.....	0 09	0 10
.....	0 08	0 09
.....	0 07	0 08

choice.....
choice.....

are unchanged.

.....	0 14	0 15
.....	0 13	0 14
.....	0 37	0 32
.....	0 14	0 15
.....	0 10	0 11
.....	0 27	0 28
.....	0 09	0 10
.....	0 14	0 17
.....	0 14	0 15

is steady with

Per lb.		
.....	0 16	0 20
.....	0 25	0 30
.....	0 18	0 35
.....	0 25	0 25
.....	0 45	0 75
.....	0 20	0 30
.....	0 25	0 35
.....	0 22	0 28
.....	0 17	0 20
.....	0 08	0 85
.....	0 15	0 20
.....	0 17	0 20
.....	0 20	0 22

A—Tapioca main-
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gust shipment are
d will relieve the
ent, but there ap-
ade prices as the
article has not
us extent, and in
e have been fair
e, the article ap-
mption about as
those who are
market look for a
nf level of prices.

Per lb.		
.....	0 08	0 08
.....	0 03	0 03
.....	0 05	0 05
.....	0 06	0 07
.....	0 06	0 07
.....	0 07	0 10
.....	0 07	0 10
.....	0 07	0 10

The only varia-
cent for washed

.....	0 12
.....	0 11
.....	0 12
.....	0 12
.....	0 11
.....	0 13
.....	0 12
.....	0 75
.....	3 15
.....	3 50
.....	0 06
.....	0 25
.....	0 27
.....	0 16
.....	0 26

is unchanged
market remains
fact that there
prices here are
United States
must come down
trade is to be
on the quantity
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r Alsike clover
1, \$6; No. 2,
.65. Very little
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e same is true
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THE MARKETS

Succotash—		
2s	2 63	2 58
Beets—		
whole,		2 08
sliced,		2 28
whole, 3-lb.		2 64
sliced,		2 84
Spinach—		
2s, per doz.	3 08	3 13
3s	4 04	4 09
gallon, per doz.	11 10	
Asparagus per doz.	2 89	
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 93	1 98
refugee	1 93	1 98
crystal wax	2 13	2 18

FISH

Salmon, Fraser River sockeye, per case.	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, " "	4 90
" cohoes, " "	5 50
(Prices are for delivery in October-November.)	
Lobsters (new), 1-lb. flats, per case	16 50
" " 1-lb. tails, per case	10 50
" " 1-lb. tails, per case	15 00
" " flats, per case	15 50

MEATS

Fork and beans 1s, per doz.	1 25
" " 2s, " "	1 90
" " 3s, " "	2 60
Clark's 1 lb. plain, per case	2 30
" " 2 " " " "	1 85
" " 3 " " " "	2 40
" " 1 " tomato sauce, per case	2 30
" " 2 " " " "	1 85
" " 3 " " " "	2 40
" " 1 " Chili " " "	2 25
" " 2 " " " " "	1 95
" " 3 " " " " "	2 35
Soups, per doz.	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey, per doz	3 30
" turkey, " "	3 30
" duck, " "	3 30
Corned beef " 2s, " "	2 80
" " 1s, " "	1 60
" Man. Can. Co. 2s per doz.	2 50
" " 1s, " "	1 35
Roast beef (Man. Can. Co.), 2s, per doz	2 50
" " 1s, " "	1 35
" (Clark's), 1s, per doz	1 55
" " 2s, " "	2 65
Potted meats, 1s, per doz.	0 55

Veal loaf 1/2 lb., per doz.	1 25
" 1 lb. " "	2 50
Ham loaf 1/2 lb.	1 25
" 1 lb. " "	2 50
Chicken loaf 1/2 lb.	1 85
" 1 lb. " "	3 50
Lunchonque 1s,	3 00
Sliced smoked beef 1-lb. tins, per doz.	1 80
" " 1-lb. glass, " "	3 10
" " 1-lb. tins, " "	3 35
Chipped " 1-lb. tins, " "	1 45
" " 1-lb. tins, " "	2 50
Sliced bacon, 1-lb. glass, " "	3 05
" 1-lb. tins, " "	3 10
Corned beef 1-lb. tins, per doz	1 50
" 2-lb. " "	2 65

SUGAR

Montreal granulated, in bbls.	5 00
" " yellow, in bbls.	4 95
" " in sacks.	4 60
Wallaceburg, in bbls.	4 90
" " in sacks.	4 85
Berlin, granulated in bbls.	4 90
" " in sacks.	4 85
Icing sugar in bbls.	5 60
" " in boxes.	5 80
" " in small quantities.	6 20
Powdered sugar, in bbls.	5 40
" " in boxes.	5 60
" " in small quantities.	5 85
Lump, hard, in bbls.	5 70
" " in 1-bbls.	5 70
" " in 100-lb cases.	5 70
Raw sugar.	4 50

SYRUPS AND MOLASSES—A new syrup put up by the Edwardsburg Starch Co. and known as Beaver Brand maple flavor syrup, is quoted below. It is put up in the same style and size of tins as the Crown brand. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 " "	2 70
" " 10-lb tins, per 1/2 " "	2 65
" " 20-lb tins, per 1/4 " "	2 61
" " 1 barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz case.	3 10
" " 5 " " 1 " "	3 60
" " 10 " " 1/2 " "	3 30
" " 20 " " 1/4 " "	3 21

The Canadian Grocer

Barbadoes molasses in 1/2-bbls, per gal.	0 40
New Orleans molasses in 1/2-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1/2-bbls, per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bsts., each.	2 25

COFFEE—Rios continue very firm in price. We quote.

Whole green Rio, per lb.	0 11 1/2
" roasted " per lb.	0 16 1/2
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
" Maracaibo	0 19
Choice Rio.	0 17
Pure " "	0 16 1/2
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb.	0 24

MINCE MEAT—There is a good demand for Christmas trade, and prices are as follows:

Mince meat, 7 lb. pkgs, per lb.	0 69 1/2
" " 28 " " " "	0 08 1/2
" " 12 oz pkgs., per doz.	1 05

FOREIGN DRIED FRUITS—Advances will be noted in Sultana raisins and in currants. All items in the list are held firmly at prices quoted in expectation of further advances. We quote:

Sultana raisins, bulk, per lb	0 10
" cleaned,	0 11 1/2
" 1 lb pkgs	0 14
Table raisins, Connoisseur clusters per case.	2 60
" extra dessert,	3 40
" Royal Buckingham,	4 00
" Imperial Russian	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 35
" Connoisseur clusters, boxes (5 1/2 lbs).	0 80
Valencia raisins, f. o. s	1 75
" selected.	1 85
" layers.	2 10

The Canadian

California r

California raisins, m	
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" " ch	
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California r

California raisins, m	
" " ch	
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Prunes, Oct

Prunes 100-120 per lb	
" 90-100 " "	
" 80-90 " "	
" 70-80 " "	
Prunes 60-70 " "	
" 50-60 " "	
" 40-50 " "	
" 100-120 per lb	
" 90-100 " "	
" 80-90 " "	
" 70-80 " "	
" 60-70 " "	
" 50-60 " "	
" 40-50 " "	

Currants, uncleaned,

dry cleaned,	
wet cleaned	
Flittas in	
Vostizza	
Hallowee dates, new	
Figs, cooking in tins	
" boxes	
Apricots, choice, in 2	
Apricots, standard	
Peaches, choice, per lb	
Apricots, choice (new	
per lb.)	
Apricots, standard (n	
1), per lb.	
Peaches	
Pears, choice (halves	
standard	
Plums, choice (dark p	
Nectarines, choice.	

CANDIED I

Lemon, per lb.	
Orange " "	
Citron " "	
Mixed, in 1-lb drums	

NUTS—Sh

again advanced	
Almonds, per lb.	
" (shelled), per	
Filberts	
Peanuts	
Jumbos	
Walnuts, new Greenob	
" Marbot	
" shelled,	
Pecans, per lb.	
Brazils, per lb.	

SPICES—

Pepper, black, in 10 l	
white, " 5	
Cayennepepper, in 2 a	
Cloves, in 5 lb. boxes,	
Cassia, " "	
Allspice, " "	
Ginger, in 10-lb. boxes	
Mixed spice, in 5-lb. b	
Mace, in 5-lb. boxes, p	
Black pepper, per lb.	
White pepper, per lb.	
Cinnamon (ordinary),	
Cinnamon (extra choi	
Nutmegs, per lb.	
Cloves according to q	
Ginger, per lb.	
Allspice, per lb.	
Mace, per lb.	
Mixed spices, for pickl	

HONEY—E

and the price i	
lb. in 5 and 10	
Clover honey 1-lb glass	
" 5-lb tins,	
" 10-lb tins,	
" 60-lb tins,	
Fancy comb honey, 2	
New honey, 5-lb. tins,	
" 10-lb. tins,	
" 60-lb. tins,	

BUCKWHEA

\$1.70 per half	
RICE, TAPI	
Japan rice, per lb., cw	
50-	



"LION" BRAND

PUTZ TRIPLE EXTRACT

Metal Polish LIQUID AND PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Put up in liquid and paste form. Has a ready sale

Exceptional terms to retail grocers. Send us a postal.

SOMETHING THAT WILL GIVE YOU LARGE PROFITS

English Embrocation Co. MONTREAL, QUE



A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO. C. O. BEAUCHEMIN & FILS, MONTREAL. WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers Indianapolis, Indiana.

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

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The Canadian Grocer

California raisins for November deliv-
ery.

California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 " "	0 09 1/2
" " " 4 " "	0 08 1/2
" " choice seeded in 1-lb. packages per package	0 07 1/2
" " fancy seeded in 1-lb. packages per package	0 07 1/2
" " choice seeded in 1-lb. packages per package	0 09 1/2
" " fancy seeded, 1-lb. packages, per package	0 09 1/2

California raisins, spot shipment.

California raisins, muscatels, 2 crown, per lb.	0 08 1/2
" " " 3 " "	0 09
" " " 4 " "	0 09 1/2
" " choice seeded in 1-lb. packages per package	0 07 1/2
" " fancy seeded in 1-lb. packages per package	0 08
" " choice seeded in 1-lb. packages per package	0 09 1/2
" " fancy seeded, 1-lb. packages per package	0 09 1/2

Prunes, October delivery.

Prunes 100-120 per lb.	0 06 1/2
" 90-100 "	0 07 1/2
" 80-90 "	0 08
" 70-80 "	0 08
Prunes 60-70 "	0 04
" 50-60 "	0 09 1/2
" 100-120 per lb.	0 09 1/2
" 90-100 "	0 05
" 80-90 "	0 05 1/2
" 70-80 "	0 06 1/2
" 60-70 "	0 06 1/2
" 50-60 "	0 07 1/2
" 40-50 "	0 07 1/2

Currants, uncleaned, loose pack, per lb.

" dry cleaned, Filatras, per lb.	0 07 1/2
" wet cleaned, per lb.	0 07 1/2
" Filatras in 1-lb. pkg. dry cleaned, per lb.	0 08 1/2
" Vostizzas, uncleaned.	0 06 1/2

Hallowee dates, new per lb.

Figs, cooking in tins and sacks	0 05 1/2
" " boxes	0 05 1/2

Apricots, choice, in 25-lb. boxes, per lb.

Apricots, standard in 25-lb. boxes, per lb.	0 18
Peaches, choice, per lb.	0 17 1/2

Apricots, choice (new delivery about August 1),
per lb.

Apricots, standard (new delivery about August 1), per lb.	0 22
--	------

Peaches, choice (halves), per lb.

" standard	0 16 1/2
Pears, choice (halves), per lb.	0 18
" standard	0 15
Plums, choice (dark pitted) per lb.	0 14 1/2
Nectarines, choice.	0 16

CANDIED PEELS—

Lemon, per lb.	0 10 1/2
Orange "	0 10 1/2
Citron "	0 18 1/2
Mixed, in 1-lb. drums per doz.	2 10

NUTS— Shelled almonds have been
again advanced. We quote:

Almonds, per lb.	0 15
" (shelled), per lb.	0 33
Filberts	0 10
Peanuts	0 10 1/2
Jumbos	0 12 1/2
Walnuts, new, Grenoble, per lb.	0 15 1/2
" " Marbets	0 13 1/2
" " shelled	0 33
Pecans, per lb.	0 15
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.	
Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " "	0 12
Allspice, " "	5 11 1/2
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70
WHOLE SPICES.	
Black pepper, per lb.	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb.	0 25
Cloves according to quality.	0 14 1/2
Ginger, per lb.	0 10
Allspice, per lb.	0 08 1/2
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

HONEY— Honey is scarce this Fall
and the price is now 15 1-2c. to 16c. per
lb. in 5 and 10 pound tins.

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin.	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 8 in case, per case.	6 40
" 60-lb. tins, per lb.	0 10

BUCKWHEAT—Quoted as before at
\$1.70 per half sack.

RICE, TAPIOCA AND SAGO.—

Japan rice, per lb., cwt. lots.	0 05 1/2
" 50-lb. lots.	0 05 1/2

THE MARKETS

Rangoon rice, per lb.	0 04	0 04 1/2
Patna "	0 04 1/2	0 04 1/2
Tapioca, per cwt.	7 50	7 75
Sago, per lb.	0 04 1/2	0 04 1/2

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs.)	1 65
" sack	3 30

BEANS— White beans, hand picked,
are quoted at \$2.05 per bushel, the 3-lb.
picked at \$1.80 and the 5-lb. picked at
\$1.75.

CONDENSED OR "WANT"
ADVERTISEMENTS

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

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

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

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

REPRESENTATIVES WANTED

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

AGENCIES WANTED

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

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

POSITION WANTED.

GROCERIES, PROVISIONS—Foreign and Co-
lonial—Patent medicines, wines and spirits.
Englishman, having had seventeen years' first-
class experience, wants position as traveler, man-
ager, or head counterman. Age 32. Good ad-
dress. Good references. Distance no object.
Thomas Lee, Queen's Hotel, Vegreville, Alberta.
[41]

SITUATIONS VACANT.

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

FOR
SAUER - KRAUT

AND

Pickles in Brine

Write TAYLOR & PRINGLE CO., Ltd.,
Owen Sound, Ont.

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food
Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussi Publicity, Zurich
(Switzerland.)

GOLD
STANDARD

BAKING
POWDER

IS

"GUARANTEED
THE BEST"

IF YOU SELL IT YOU
ARE GIVING YOUR CUS-
TOMERS THE HIGHEST
VALUE POSSIBLE, AND
YOU ARE ENJOYING A
GOOD, SURE, SAFE PRO-
FIT. THE QUALITY IS
ALWAYS THE SAME.
"GUARANTEED THE
BEST."

THE QUESTION IS

?

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

The Codville-Georgeson Co.

Limited

WINNIPEG and BRANDON

MANITOBA

Expert Bookkeeping

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

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

Persons addressing advertisers will
kindly mention having seen their adver-
tisement in The Canadian Grocer.

FULL DELIVERY GUARANTEED

We know that there is a shortage in the production of several of the following lines, but we are prepared to book orders and deliver **IN FULL** any quantity we sell.

We can quote and deliver any of the following brands :

Tomatoes Auto, Aylmer, Boulby, Boulter, Delhi, Fleur de Lys, Kent, Little Chief, Log Cabin, Lakeport, Quebec, Simcoe, Thistle, Victoria.

Corn Auto, Aylmer, Boulter, Delhi, Little Chief, Log Cabin, Lakeport, Simcoe, Thistle.

Corn on Cob Simcoe and Log Cabin.

Peas Aylmer, Boulter, Delhi, Lakeport, Log Cabin, Simcoe and Thistle.

All Grades, Extra Sifted, Early June, Marrowfat.

Beans Baked Beans, Log Cabin, Little Chief and Clark's. 1-lb. and 3-lb. cans.

Refugee Beans, Wax Beans, Kidney Beans.

SUCCOTASH, ASPARAGUS, SPINACH, PUMPKINS.

FRUITS OF ALL KINDS

Apples 3-lb. and Gallon Cans of Boulter, Log Cabin and Simcoe brands.

Blueberries Eagle and Daisy brands.

CHERRIES, DAMSON PLUMS, GREENGAGES,
GOOSEBERRIES, LOMBARD PLUMS, PEACHES,
PEARS, PINEAPPLES,
RASPBERRIES, STRAWBERRIES, Etc.

NOTHING BUT THE BEST-KNOWN AND POPULAR BRANDS

Next week we shall publish a list of some other goods which have been bought in proper time. Meanwhile, enquire about our prices on Dried Fruits of every description. We have bought before the prices advanced, and we can quote surprisingly low figures in every line.

We can give extra values in Teas, Coffees, etc. Our Victoria Brand Japan Tea is still a leader.

TRY A
SAMPLE
PARCEL

LAPORTE, MARTIN & CIE, LTEE.
WHOLESALE GROCERS, MONTREAL

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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

The present cheese situation is a paradox. There is a general report of a large shrinkage in milk, yet the receipts of cheese have been actually increasing lately. The demand from Great Britain is very light, but shipments are very heavy and prices, which were said to be declining a few days ago, are actually a fraction higher.

Late cable advices report a considerable increase in stocks in Great Britain, especially in London, yet, as will be seen from figures given below, the shipments have been unusually large for last week, the only solution to be found for this seems to be that September cheese were largely sold "short" and these contracts must now be filled.

Undoubtedly these contracts were made at lower prices than current cost. The shippers will therefore lose money and the importers in Great Britain, getting reasonably cheap goods, are selling them below present c.i.f. quotations, which makes a very awkward market for the legitimate order trade to work on.

Recent country markets have fully demonstrated the fact that it is impossible to break prices. There is a demand for the goods, somebody has to buy, and under the keen competition prices are kept up to a high level.

Before going any further in this argument we will give the latest statistical figures as follows, viz:

Receipts in Montreal last week were 96,361 boxes of cheese and 20,609 packages of butter, against 84,380 boxes of cheese and 21,037 packages of butter for the same week of last year, or a total since May 1 of 1,802,503 boxes of cheese and 521,296 packages of butter, as compared with 1,744,986 boxes of cheese and 635,134 packages of butter for the corresponding period of last year.

Our exports were last week 119,678 boxes of cheese and 23,626 packages of butter, against 93,122 boxes of cheese and 29,016 packages of butter for the same week of last year, or a total since May 1 of 1,681,402 boxes of cheese and 326,930 packages of butter, as compared with 1,525,116 boxes of cheese and 489,481 packages of butter for the corresponding period of last year.

Receipts of cheese show an increase over last year of 57,517 boxes and the shipments show an increase of 156,286 boxes, leaving the stocks in Montreal 98,769 boxes less than at the same time last year; in butter we find a decrease in receipts of 113,838 packages and a decrease in shipments of 162,551 packages, which would naturally mean an increase in our stocks in Montreal of 48,713 packages.

We have pointed out before that our Board of Trade figures for receipts are, or have been, notoriously incorrect. Strong efforts by the members of the Montreal Produce Merchants' Association have been made to get these figures more accurate and it is believed that

this year's receipts are more correct than in previous years.

If this be really so, we may safely say that our stocks of cheese in Montreal are fully 125,000 boxes less than last year. Against this we have the higher prices and larger visible stocks in British markets, which makes it extremely doubtful whether it will pay to carry cheese at present prices into next Winter, when carrying charges are taken into due consideration.

During the Winter months the markets in Great Britain are largely influenced by Australian and New Zealand supplies, but, after all, the situation seems safe, as the English make has also been diminished by hot and dry weather conditions this year, and there is reported to be a large demand for milk, which will undoubtedly further affect the production of cheese.

In spite of the apparent increase in the stocks of butter in Montreal of 48,713 packages, there seems to be very little cold-stored creamery on our market. Whether this be due to an increased local consumption or not, is difficult to say, but it seems probable that more western dairy butter was brought in this year, and it is possible that the accumulation of butter is more in this class than in creamery. At any rate, prices for finest creamery butter show an advancing tendency.

OUR LONDON LETTER.

September 22, 1906.

During the past few days there has been a very fair amount of activity on the London cheese market, the demand being in no way hindered by the high prices ruling. In fact, there is a feeling prevalent that prices must go yet higher and consequently there is some eagerness to purchase in advance. This being the case, sellers are naturally assuming a firm attitude, and are showing no signs of selling easy; c.i.f. prices are so high, however, that transactions do not leave a very large margin of profit for them, and with the great chances of Canadian sellers insisting upon yet higher prices one must expect to see some stiff bargaining later on. Cable quotations to-day stand at from 63s. 6d. to 66s. c.i.f., at which prices fair business has passed. Spot prices stand at 62s. and 63s. for finest white and colored, with 60s. and 61s. for secondary grades. September make realizes about 2s. more, while for the October make sellers are demanding as much as 68s. If retailers are going to make any money at all on cheese, they will have to put a penny or so more upon the pound. There is no reason why this should not be done, for consumers could easily stand an increase of this sort. With the continued fear of tinned meats, they have not hesitated to respond to the

high prices prevailing, and retailers have experienced quite an awakening in their cheese department at most unexpected moments. The coloring of Canadian cheese, however, is not uniformly satisfactory, and this matter should be more carefully attended to. Many men in the trade here would like to have a little deeper insight into the methods of coloring employed by the cheese factories in Canada.

The market for butter is firm all round, and sellers have the upper hand all the time. The Copenhagen official quotation has been advanced a further 2 kroner, making a total of 108 kroner at present. The demand for Canadian butter has been very good, and prices are ranging high. This in spite of the fact that quality could be better by a good deal in many cases. That trouble, which has now continued for several seasons, of splinters in the boxes is still noticeable. Often, when Canadian butter is being examined, numerous particles of wood are found embedded in the butter, and good money has often been lost to sellers through this.

Very small quantities of Canadian bacon are on sale, but such as there are move well at prices ranging from 65 to 60 shillings.

BACON HOG IN QUEBEC.

What is Being Done to Increase it—Auctions—How it Pays.

The hog rearing industry has made rapid strides in the Province of Quebec during the past year. Not only are brood sows being kept in constantly increasing numbers, but these are being largely confined to the class of stock suitable for the production of export bacon. The series of fairs which is nearing completion has given strong evidence of this tendency, inasmuch as the exhibits of Yorkshires and Tamworths far exceed all other breeds, and where Chester Whites were shown they were almost invariably of the lengthy, smooth-shouldered, deep-sided kind.

The campaign in the interest of the bacon hog that has been carried on through farmers' institutes and other meetings conducted by the Department of Agriculture at Ottawa during the year, together with the distribution of improved swine of the bacon breeds at auction sales last Spring, have all tended to stir up the farmers to the possibilities of the industry. The high price of hogs that has prevailed during the season has further encouraged an increased production, while the bonus paid by the packers for animals of superior bacon type has created a lively demand for the foundation stock of the long, smooth-shouldered, thrifty class. In

BUTTER, CHEESE, EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

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

G. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY



**WILSON'S
Fly Pads**

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

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

B ROOMS
R BRUSHES
A BASKETS

WOODEN **W**ILLOW
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Paper Bags | Twines
Wrapping Paper |
Grocer's Sundries

WALTER WOODS & CO.
Hamilton and Winnipeg

order to assist farmers of the province in getting brood sows and boars of desirable quality at reasonable cost, a generous distribution of Yorkshires and Tamworths has been arranged to take place within the province at an early date. To this end, auction sales will be held at Ormstown, Farnham, Waterloo and St. Jerome, on Monday, Tuesday, Wednesday and Friday, respectively, of the week commencing October 15. This undertaking is being carried out by the Department of Agriculture at Ottawa, assisted by the Department of Agriculture at Quebec and pork packing companies of Montreal.

It might be pointed out that the bacon hog is the more profitable, not alone because it is more valuable on the market, but also because it is more cheaply raised. It has been demonstrated over and over again that the sows of the lengthy fleshy class are the most prolific and best milking mothers and that their offspring are economically reared. Large litters are the rule, and with fair treatment a majority of the offspring are raised. Apart from all this, the system of rearing bacon hogs, that of pasturing, soiling and liberal exercise, affords a maximum of thrift and therefore of economical gains.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—A fair jobbing trade is being done at unchanged prices. Hams and bacon are moving out fairly well, while the demand for lard, both pure and compound, has been good.

Lard, pure tierces	0 11 1/2	0 12
" " " 56-lb. tubs	0 11 1/2	0 11
" " " 20-lb. pails, wood (10 1/2)	0 11 1/2	0 12
" " " cases, 10-lb. tins, 50 lbs. incase	0 12	0 12
" " " 5-lb. " "	0 12 1/2	0 12 1/2
" " " 3-lb. " "	0 12 1/2	0 12 1/2
Lard, Boar's Head brand, tierces, per lb.	0 09	0 09 1/2
" " " 3-bbl., per lb.	0 09 1/2	0 09 1/2
" " " tubs	0 09 1/2	0 09 1/2
Cases, 20 3-lb. tins, per lb.	0 10	0 10
" " " 12 5-lb. tins	0 09 1/2	0 09 1/2
" " " 6 10-lb. tins	0 09 1/2	0 09 1/2
20-lb. wood pails, each	1 90	1 90
20-lb. tin pails, each	1 80	1 80
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	\$22 50	\$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.	0 15 1/2	0 15 1/2
Hams	0 14 1/2	0 16
Extra plate beef, per bbl.	12 50	13 00

BUTTER—In butter the market is again firmer, with higher prices paid at country points. Export demand has not been very brisk, but stocks are not heavy, and buyers among the home trade are making purchases more freely. This is the strong feature of the situation, and may be the cause of higher prices this month, since it will be necessary for the local trade to stock for the Winter. For the balance of the season, prices are more likely to be higher than lower.

Choicest creamery, salt	0 13 1/2	0 24
Medium creamery	0 13 1/2	0 23 1/2
Western dairy	0 19 1/2	0 20

CHEESE—Cheese is quiet after the heavy buying of two weeks ago. Demand from the Old Country is slow, buy-

ers not caring to make any offers at the present high prices. The general opinion is that prices for September make will show little alteration, but as the season progresses and the quality deteriorates, prices should become a little easier. Stocks are not excessive, and all obtainable is sure to be wanted before the new make arrives next Spring. Shipments last week were very heavy, which may, to a certain extent account for the lack of inquiries from the other side this week.

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

EGGS—Eggs are higher this week, and receipts are lighter, which may account for the better figures. Selects bring as much as 22c., while No. 1's are sold from 18c. to 19c., more changing hands at the latter price than at the former. Straight gathered stock is offered at 18 1-2c. The present weather is favorable to holding the eggs in the country, and it is thought that perhaps this is what is being done. It is not thought that the coming week will see a very large increase in arrivals, but the opinion of the trade is that supplies will be better within the next couple of weeks.

HONEY—Honey continues very scarce and prices are inclined to advance. White clover, tins, is quoted 11c. this week.

White clover comb honey	0 15
White clover, extracted tins	0 11
Buckwheat	0 08 1/2

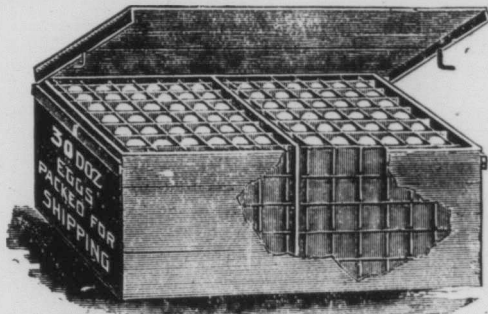
It's not a question of Taste, only—

But quality, skill, and absolute cleanliness that makes

Clark's Meats

The best to buy or sell.

EGG CASE FILLERS



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

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers

30-38 DOWD STREET

MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE
Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

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

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, Galloway & Parnell
WINNIPEG and CALGARY VANCOUVER

THE TRURO— Milk Standard

*Purest material—prepared with
scrupulous care and cleanliness*

Our Milk—pure.
Our Factories—clean as a model kitchen.
Our Methods of Manufacture—scientifically exact.
Our Supervision—thorough.
Our Products—guaranteed.

**REINDEER CONDENSED MILK
JERSEY STERILIZED CREAM**
Standards for Richness and Purity

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

Oval Wood Dishes

**Clean, Strong
and Inexpensive**

FOR

**BUTTER, LARD, MINCEMEAT,
PICKLES, and a dozen
other Grocery Lines.**

Make a clean, neat package. Never leak; never go to pieces.

Your customers will congratulate you on them.

18,000 now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

GRAHAM BROS., Kinmount, Ont.

Agent for Maritime Provinces
W. S. CLAWSON & CO.
11-12 South Wharf St., ST. JOHN, N.B.

TORONTO.

PROVISIONS—Quotations are almost unchanged this week. Demand is reported to continue good and there is as yet no increase in the supply of hogs to warrant a decline.

Long clear bacon, per lb.	0 12½	0 1½
Smoked breakfast bacon, per lb.	0 12	0 16
Roll bacon, per lb.	0 12½	0 16
Small hams per lb.	0 15½	0 16
Medium hams, per lb.	0 15½	0 16
Large hams per lb.	0 14	0 15
Shoulder hams, per lb.	0 11½	0 12
Backs, plain, per lb.	0 17	0 15
" pea meal	22 00	22 50
Heavy mess pork, per bbl.	23 50	24 00
Short cut, per bbl.	0 11½	0 11½
Lard, tierces, per lb.	0 11½	0 11½
" tubs	0 11	0 12
" pails	0 11	0 12
" compounds, per lb.	11 00	12 00
Plate beef, per 200-lb. bbl.	8 00	5 00
Beef, hind quarters	6 50	7 00
" front quarters	5 00	5 50
" choice carcasses	0 07½	0 08½
" common	0 10½	0 11½
Mutton	9 00	9 25
Lamb	0 07	0 10
Hogs, street lots		
Veal		

BUTTER—The market remains pretty much unchanged. The level is still about 25c.; 26c. is got for the very finest, but 24c. will not bring a very desirable quality. Quality, generally, is said to be improving, but receipts are light. Farmers have not been storing it, nor have the merchants; much milk is going into cheese and help is scarce.

Creamery prints	0 25	0 26
solids, fresh	0 23	0 23½
Dairy prints, choice	0 21	0 23
tubs, choice	0 21	0 21
Bakers butter	0 17	0 18

EGGS—A firmer tone prevails and 19c. is asked for choice stock. Shrinkage is still pretty heavy. Receipts are slightly lighter and the demand is improving.

Eggs (new laid)	0 18	0 19
bakers	0 15	0 16

CHEESE—Quotations here are unchanged.

Cheese, large	0 13½	0 14
" twins	0 13½	0 14

FOWL—Receipts are fair and the demand continues to improve. Live weight quotations are:

Old fowl	0 07	
Ducks	0 08	0 09
Young chickens	0 09	

HONEY—The market is firm at present prices but an advance is not looked for.

Honey, strained, 60 lb. tins	0 10½	0 11
" 10 lb. tins	0 11	0 11
" 5 lb. tins	0 12	0 12
" in the comb, per doz.	2 00	2 50
Buckwheat honey, per lb.	0 08	0 08
" in comb, per doz.	1 50	1 50

WINNIPEG MARKETS.

BUTTER—Creamery is quoted again as last week.

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

CHEESE—

Finest Ontario, large	0 14½
" Manitoba, large	0 13½
" " twins	0 13½
" " small	0 14

LARD—

Tierce basis, per lb.	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb.	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " " in 60-lb. cases, per lb.	0 00½
5-lb. " " " " " " " "	0 00½
3-lb. " " " " " " " "	0 01
20-lb. net white wood pails, per lb.	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 18
Bacon	0 22½
Backs	0 18½

Hams, light, 10 to 12 average	0 17½
" medium, 14 to 16 average	0 17
" heavy, skinned 2 to 30 for slicing	0 15½
" " " " " "	0 17
Picnic hams light, choice, 6 to 8	0 13½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	18½
" " " " " "	17
Clear backs, b bacon light	18
" " " " " "	17½
Spiced rolls, long if in stock	0 18
short	0 13
Dried beef ham, sets	0 12
Smoked hams boned and rolled, 2s. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 14
" " " boneless backs	0 13½
Shoulders	

BARREL PORK.

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

PICKLED GOODS (COOKED).

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

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

ST. JOHN, N.B.

PROVISIONS—There is a fair business in barrel pork; clear rather easier; mess unchanged; domestic sold. Beef firmer. American quoted rather below Canadian. In pure lard prices remain firm at full figures. Refined compound is freely sold. Prices rather higher. Fresh beef rather dull. Domestic offered is poor. Lamb is lower in the market than in the country. Mutton dull. Veal not in demand. Pork more freely offered.

Mess pork, per bbl.	\$23 00	\$23 50
Clear pork	19 50	22 00
Plate beef	13 00	14 00
Domestic beef, per lb.	0 05	0 06½
Western beef	0 07½	0 08½
Mutton	0 05	0 06½
Veal	0 07	0 08
Lamb	0 08	0 09
Pork	0 08½	0 09
Hams	0 14	0 16
Rolls	0 12	0 14
Lard, pure, tubs	0 12½	0 12½
" " pails	0 12½	0 13
Refined lard, tubs	0 09½	0 10
" " pails	0 10	0 10½

BUTTER—Prices continue to advance. Stocks are very light. There is a good demand.

Creamery butter	0 25	0 26
Best dairy butter	0 22	0 25
Good dairy tubs	0 21	0 22

EGGS—Prices while held at quite full figures are unchanged. Sales hardly as active.

Eggs, strictly fresh	0 25	0 30
fresh	0 18	0 20

CHEESE—Stocks are small. Twins are demanded for local business. Prices firm and rather higher.

Cheese, per lb.	0 14	0 14½
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N. B. MARKETS.

St. John, N.B., Oct. 1, 1906.

St. John merchants enter the last quarter of the present year with feelings of confidence; business in general has been good and the outlook is for a large Fall trade. Markets are firm; in many cases prices rule quite high, in some lines, particularly raisins and currants, the advance during the past few weeks having been very marked. Great interest is taken in Winter port matters. With the new, big Canadian Pacific steamers coming this season a larger business than ever is expected.

Rice is firmly held. Patna, of which

the quantity used is small, but growing slowly, is rather higher.

In spice, which is an interesting line at this season, there are few changes. Pepper is fairly low; ginger and cloves are high; nutmegs are still cheap. Pimento and cassia firm; cream of tartar continues rather below the average price.

OIL—This is the busy season; not only is the consumptive demand growing, but shipments to outside points are being hurried forward, before the close of navigation. Paint oils are quiet. There is a steady sale for lubricating oils. Cod oil continues to come in quite freely, there is no change in price.

SALT—In Liverpool coarse salt here is a fair steady sale at even prices. Fair stocks are held. Fine salt in rather less demand.

GREEN FRUITS—Dealers are very busy. Apples have but a fair sale. Prices quite low. In early apples, New Brunswick stock freely offered (soft fruit). Oranges rather easier, but still high. Lemons very firmly held, but, with new fruit arriving shortly, lower prices expected. Ontario grapes are now being largely received. Prices rather lower. There are very few plums. Cape Cod cranberries, which are again on the market, are at about usual prices for this season. Bananas unchanged.

CANNED GOODS—With new corn and tomatoes quoted higher than usual, and pears well above last year market may be called very firm. Peaches and pears unchanged. Strawberries and apples firm at full figures. Salmon are firm. Meats have shown a small advance; sales not large.

OYSTERS—Oysters are scarce and higher. In domestic fish, market is largely unchanged. Finnan haddies and kippered herring in good supply. Sardines but a fair pack.

DRIED FRUIT—This is the line of interest. In California prunes our people bought quite freely. Market firm and prices higher. Large and small prunes both at a premium. Prices not yet up to the opening figures, but getting there. In California raisins our trade bought fair quantities, particularly seeded. There has been a continued and lately a sharp advance. Market tending higher. A few new Valencias due; prices will be high; very few, for later have been bought. No Malaga loose bought this year. In layers, a good business was done. Prices now higher. Shelled almonds will be high. Currants have shown a marked advance, spot and new goods. Peels are higher, particularly citron. Figs and dates, firm. New evaporated apples shortly expected; prices for latter are a little lower; values unchanged. In onions, while Valencias are offered, Canadian chiefly sold; while reports favor higher prices, sales are still made at low figures.

SUGAR—Market is very firm. The advance is very slow. Dealers continue to carry full stocks. Sales are good.

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

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

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

*And they ought to be when you consider
the care we take, we select the seed, super-
vise the planting, the cultivating and pack-
ing, the vegetables come to us straight from
the fields.*

*When in our factory they are
given the careful attention of years
of experience, technical skill and the
most modern methods and equip-
ment, achieve results that are mak-
ing our brands known from ocean to
ocean.*

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

Write for Prices.

THE OZO CO., LIMITED



Canadian Grocer

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CEREALS AND CONFECTIONERY

Grain Prices Higher—Business Not Very Active—Flour Steady—Change in the Point of View Owing to the Lower Yield of Spring Wheat.

A grain dealer was quoted in The Canadian Grocer recently as saying that the low point of the wheat market for this season had been passed. This seems to be becoming more apparent.

"The past week has not been prolific of any important changes in prices or any especial activity either in the speculative or the spot market, but a radical change in opinion has been forced upon the trade by the very disappointing yield of Spring wheat, especially on the American side of the line, leaving the prospect of very little of this grade of wheat for export, over domestic clients, except of the macaroni grade, while Manitoba offerings have almost ceased because of the reduced estimate of that crop and by the refusal of farmers to sell more at the late low prices," says the New York Journal of Commerce. "On the other hand, Europe has sent free buying orders for both these wheats and hard Winter and has been unable, day after day, to fill more than a fraction of them, and yet exporters have played with masterly inactivity their game of holding off, though they have ceased to look for the big movement of Spring and the lower prices they were waiting for. The foreign markets have observed the same apparent indifference, and have only been slightly affected by changed conditions here, as our speculations have mostly been short and prevented our option markets from going up materially in spite of these unquestionable facts and conditions."

Flour quotations are unchanged and oat and wheat products hold the prices given last week.

MONTREAL.

GRAIN—Oats is higher this week by 1c. Peas are also higher, 77 1-2c. Being asked. Corn has fluctuated more or less but the figure asked remains without change. New crop wheat is beginning to arrive and local grain merchants are centring much of their attention upon it.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats	0 41
No. 3 white oats	0 41
No. 4 white oats	0 39
No. 3 yellow corn	0 77½
No. 2 peas, basis 78 per cent. points	0 75

FLOUR—There has been an advance in flour since last report, 10c. being the extent of it. The market is firm. Trade is very good on all sides.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	4 50	
Glenora	4 00	
Manitoba spring wheat patents	4 40	
strong bakers	3 90	
Buckwheat flour	2 00	2 1½
Five Roses	4 50	

ROLLED OATS—There has been no change in the market situation since the advance which took place and was mentioned in the last minute markets last week. Prices are about steady.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated	2 40	2 50
Rolled oats, 90-lb. bags	2 40	
80-lb. bags	2 70	
bbls.	4 90	
Choice boiling peas	1 00	1 10

FEED—The demand for feed of every description continues unabated, and it is still just as difficult to obtain supplies of bran and shorts. Prices are firm.

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

HAY—Prices are higher this week, and the situation in the market is more interesting. Farmers are not willing to let go their hay at the prices now ruling, and consequently business is quiet. Export trade is very light.

In the Old Country there is very little that is new. Latest advices from Liverpool quoted around 75s. c.i.f.

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

TORONTO MARKETS.

GRAIN—Wheat has not varied much this week past. There has been a slight decline in Ontario wheat and a slight advance in western. Barley remains about the same and oats are somewhat higher.

(F.o.b. Georgian Bay points)		
No. 1 hard	0 81	
Manitoba wheat, Northern No. 1	0 80	
No. 2	0 78	
No. 3, nominal	0 73½	
Red, new " per bushel, 78 per cent. points	0 71	
White, new " " " "	0 71½	
Mixed, new " " " "	0 70½	
Spring, nominal	0 65	
Goose, " " " "	0 65	
Barley, No. 1	0 50	
No. 2	0 48	
No. 3x	0 47½	
No. 3	0 45½	
Oats, white	0 35	0 35½
mixed	0 34	0 34½

FLOUR—Locally the market is unchanged with demand fair to good. Some export business is doing but not a great deal.

Pure winter wheat per bbl in sacks	4 00	4 25
85 per cent. patents	3 70	3 80
Straight roller	3 65	3 70
Blended	3 80	3 90

CEREALS—Quotations are unchanged. Prices are firm.

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

ELIMINATING UNFAIR COMPETITION.

An address by Grant W. Porter before the Illinois Retail Hardware Association

I don't believe that there is a man in this whole assembly with a perfect character, or that there is any one here but who at some time or another has transgressed or selfishly usurped the rights of others to a greater or less degree. However, it is not necessary to attain perfection to conceive it. Therefore I am speaking as one aggressor to another upon this subject of unfair competition, which, if modified or eliminated, will be beneficial to us all.

No doubt there are a great variety of opinions as to just what unfair and disastrous competition is. Some of us

would define as "unfair" that which others would call shrewd business tactics; and certain business methods would be alternately commended and condemned by the number of this association. But it seems to me that the meat of the whole question, stripped of its technical coloring, is motive. Motive seems to be capable of modifying or intensifying changing the effect, good or bad, of any act born out of it.

Good done with a purpose is much more beneficial and effective than a favor accidentally rendered, and an act committed through an evil purpose or motive is proportionately worse in its effect than the same act unintentionally done.

My conception of fair competition is that when business is obtained in a legitimate profit through the environment, social standing or business ability of the dealer or his representative. Therefore, I would define as unfair and disastrous to all parties concerned, any aggressive competition which does not get business at a profit, and also, profit or no profit, where business is obtained by defaming the character of your neighboring dealer. We are all in business for the same purpose or motive. And that purpose is just and beneficial not only to ourselves but incidentally to the community in which we live. Because institutions are necessary to the existence and welfare of any community; and a business institution which does not show a profit is transitory and unsafe, and an unsafe institution is a menace and an infection to the community in which it exists.

Profit Necessary.

Our trade expects to pay and we are entitled to receive a legitimate profit, and unless we can show at the end of each year a satisfactory increase in our assets, we become discouraged and sad, apprehensive of conditions even worse than at present, and unfit to cope with the ordinary obstructions which baffle us at every turn and determine to a large degree our final failure or success.

Now, if we believe we are entitled to a profit, we have a right and are bound to grant and demand that our neighbor have and maintain the same privilege. If he is entitled to a profit on his merchandise, we are morally bound not to deprive him of it by selling his customers their goods at cost, and he is morally obliged to reciprocate, to the mutual benefit of both.

Business obtained by giving the profit to your customer, because of trade jealousy, puts the dealer in much the same light as the dog with a bone in his mouth looking into the stream. He drops the bone and grabs for its shadow, and when too late realizes what his jealousy has cost him.

Which is the more businesslike proposition—to work hard and give your profits away, because you want to down your competitor; or, sell your goods at a profit and let your competitor have a share of the business? To me it is an acknowledgement of defeat and inferior business ability for a dealer to give his goods away to get business. Don't sell goods with a club; use your brains. Cultivate that experience and ability which enable a man to satisfy his customer and sell his goods at a profit at the same time.

When unfair competition exists there is only one remedy for abolishing it. You

Flour

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Flour from the "Wheat City"

Brandon is called the "Wheat City" because it is in the centre of the wheat growing district in Manitoba. Stands to reason that the best flour should be made here.

"Premier Hungarian"
"White Rose"
and
"Royal Patent" } Brands

are made from best Manitoba Wheat and packed in 24½ and 49 lb. sacks specially for the grocery trade.

WHY NOT A TRIAL ORDER?

THE ALEXANDER MILLING CO.
BRANDON, MAN.

THE NEW PACKAGES CANADA FLAKES "ENGLISH"

TEN (10c.) CENTS

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

\$2.85 PER CASE

"HOUSEHOLD"

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

The greatest seller. The best value.

Try a case and prove its qualities.

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

PETERBOROUGH CEREAL CO., Limited
PETERBOROUGH

WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers' and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED



Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 8060.

Phone in your Orders at our expense

Successful Advertising

How to Accomplish It—

by J. ANGUS MACDONALD

New York Herald :

The book will be found of the greatest utility to business men.

Profitable Advertising,

Boston :

It is an authoritative work and one that will prove of incalculable benefit to the advertiser.

Printer's Ink, New York :

Mr. MacDonald searches out the inner advertising principles of each business and sets them forth clearly and briefly. His matter all through the book is distinguished for compactness and clarity, and is written in a sprightly, forceful way.

Ad. Sense, Chicago :

It is without exception the most complete encyclopedia of advertising information I ever came across.

London (Eng.) Times :

It expounds the whole philosophy of push and publicity.

Dundee (Scotland) Courier :

The book is, in short, the most sensible and practical treatise on the subject which has yet been published.

Progressive Advertising, London :

Mr. MacDonald's book should be in the hands of every advertiser, whether he is spending £50 or £500.

MACLEAN PUBLISHING CO., Ltd.
MONTREAL TORONTO WINNIPEG

GRANOSE FLAKES

are a delightfully crisp and appetizing breakfast food. They retail in large cartons at 15 cents.

Our advertising has introduced them into thousands of homes in Canada. Once tried the consumer will not do without them?

If you have not got them in stock write to

The Battle Creek Health Food Company,
Limited
Canadian Factory and Office, LONDON, ONT.

WANTED

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

H. J. STEVENS,
126 Board of Trade, Montreal
Mill Feed always wanted.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

YES, ORDER THEM!

CLASSIC and DIADEM

Winter patents. Milled for pastry and biscuit purposes only.

THE McLEOD MILLING CO., LIMITED
Stratford, Ontario

**PURE Pot and Pearl SURE
Barley and Feed**

Pleased to Quote Prices

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

SPLIT PEAS. POT BARLEY.

WRITE FOR PRICES

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

must organize the business methods and moral tendencies of dealers' increase.

Each must realize that the yoke which he has helped to place around his own neck is fastened to a load not worth the hauling. Each must be made to see that all he can do is to back up and pull his head out from behind—he never can get his body through—then leave his load in the mire, and forget about it. Pick up your original motive as a business man, the one which you so entirely forgot in your desire to inflict an injury on your fellow dealers, and carry it to the end. The rank words of hate must be uprooted and the spot sterilized by common sense and fair-mindedness.

Local Associations.

The principal benefit to be derived from our local association is the sterilized effect it has upon this rank growth.

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

BETTER FLOUR

means a better trade for the grocer.

Anchor Brand

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

Mixed cars if you want them.

LEITCH BROS.
OAK LAKE, MANITOBA

But, gentlemen, if you keep fertilizing at the same time, you can never kill it off. Don't think that because you joined the association that you are converted. Don't think that because you can grasp in friendship the hand of a dealer miles from you—a dealer whom you never knew as a competitor—that you are out of the rut. No, sir! Not until you can walk into your competitor's store across the street with a "Good morning, John," and mean it.

Mere membership in our association means nothing unless we are men enough to bury our differences. Each must make up his mind to do something and to lay upon the sacrificial altar some of his selfishness. Usually it costs a man something, in dollars and cents, or nervous energy, to do the right thing but here is a proposition that usually pays a man in coin to be fair, and it costs him money to be unfair.

Every year millions of dollars in profits are strewn broadcast by business men because they desire to be unfair to their competitors. Are we so desirous for the enmity of our fellow-dealers that we are willing to pay for it? Are we to continue to sell goods through malice or are we going to sell for a legitimate profit?

Free Trade With a Vengeance.

The other day a customer came to my store and said to me: "Mr. Porter, I have a furnace to be repaired, out of your district, so I am going to do the work myself; But I want you to give me an order downtown, so that I can buy the repairs that I need at your price." I said, "Do you think that would be fair? What do you suppose I would think of a dealer on the north side who would grant what you ask, to fix a furnace in my locality? Do you suppose, if I knew it, I would have the same regard for his welfare as before? I am sorry that you ask it, and I must absolutely refuse."

That would be free trade with a vengeance. If a man steals a purse from the pocket of another and gives it to a friend, does that mitigate the theft? If we deprive our competitor of his profit simply to make a sale, we are moral robbers. I have just one new thought and can embody it in three lines — the great commercial trinity:

Justice to our customer.
Justice to our competitor.
Justice to our firm.

BRANCH IN MONTREAL.

Wm. Rennie & Co., the seed men, Toronto, have opened a branch at 190 McGill street, Montreal. John G. Purvis is manager of the Montreal office, which will control the business of Quebec and the Maritime Provinces. A full line of field, garden and farm seeds will be kept in stock.

H. Bartliff, Clinton, Ont., has removed his fruit and confectionery stock to the new Johnston block, on the opposite side of Albert street.

The Harbor Commissioners' grain elevator at the foot of St. Sulpice street, Montreal, is being painted on the outside. When the work is finished the improvement will add to the neatness of the harbor front in that district.

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What is Your Book-Keeper's Time Worth ?



Is your ledger arranged on any special system ?

Ten minutes wasted six times a day looking for an account means a daily loss of one hour. On a ten hour day, this means a loss of a month a year.

And your book-keeper has more than six accounts a day to look up.

Can you afford it ?

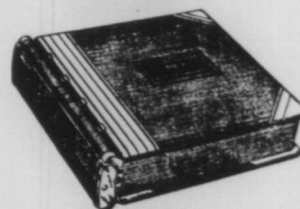
Business Systems ledgers are all built on the loose-leaf principle.

Business Systems make your ledger accounts run alphabetically; if an account runs over the space you gave it, you merely drop in another leaf.

Business Systems loose-leaf ledgers open perfectly flat and give a level writing surface.

Write us to-day for full particulars.

This will not obligate you in any way and will enable us to tell you exactly how Business Systems may be most economically applied to your accounting department.



BUSINESS SYSTEMS

LIMITED
85, SPADINA AVE.

TORONTO, CANADA

OVER TWO MILLION TINS OF WAGSTAFFE'S JAMS SUPPLIED TO HIS MAJESTY'S TROOPS IN SOUTH AFRICA



17 YEARS REPUTATION IN MANCHESTER, ENGLAND.

MINCE MEAT TIME

The market is flooded with unpalatable so-called mince meats. If you want a line that has the real old Christmas flavor to it, you must get

WAGSTAFFE'S FINE OLD ENGLISH MINCE MEAT

Made for the first time in Canada last season when it delighted all users. If you did not try it last season send for a trial shipment now. It surpasses anything heretofore on the Canadian market.

PUT UP IN
65-lb. tubs, 28-lb., 14-lb., 7-lb. wood pails, 2-lb., 5-lb., 7-lb. gold-lined tins, 16-oz. glass.

WAGSTAFFE, LIMITED

HAMILTON, ONT.

The fruit market is excited, you will do well to book orders at once.

Enquire of your wholesaler, if he can't supply you write us direct.

FRUITS, VEGETABLES AND FISH

Peach Season Drawing to a Close—Imported Fruit—Oysters Likely to be Higher This Season Owing to Failure of Crop in Chesapeake Bay.

The peach season is past the interesting stage, though good late varieties are still arriving. Grapes have attained their sweetness and in Ontario are coming on the market in large quantities, Niagaras, Concord and Rogers. There is reported to be a large crop, largely because growers have found the commercial advantage of spraying the vines. Prices are slightly easier than a year ago. Prices on peaches this season were a little higher than last year despite the big crop. This was probably due to the heavy demand for preserving on account of the shortage of small fruits.

The foreign fruit season is beginning. Florida oranges are added this week. Cranberries are coming pretty plentifully. These are expected to be higher as the growers have arranged their differences.

Oysters are now in fair demand. The Chesapeake Bay crop is reported a failure this year and it is expected prices will range higher this season on that account. In Chesapeake Bay natural increase is depended upon and this year it seems to have failed. An advice to White & Co. from Baltimore states that on account of the shortage 10,000 shuckers, women and boys who open the shells, will be out of employment in that city this Winter. In Long Island Sound, where the oyster beds are cultivated and harvested in rotation, the crop is satisfactory.

MONTREAL MARKETS.

GREEN FRUITS—Dealers report a slight falling off in business, but there is still good trade passing. Prices show considerable changes this week, being easier in some instances, but higher in other cases. The late fruit is now arriving in good quantities and the dealers are thus kept more or less busy. Apple shipments to the other side have commenced to be of some size and present trade augurs well for the future. Oranges are easier this week, as are also cranberries. Receipts of the latter are heavier. Lemons have been advanced.

Late Valencia oranges, per box	5 00
Dates, per lb.	0 04 1/2
Bananas, fine stalk	1 75
" jumbos	2 00
Cocoanuts, per bag of 100	3 60
Pineapples	5 00 5 50
Apples, bbl.	2 50 3 00
New apples, baskets	0 20 0 40
Crab apples, per basket	0 35 0 50
New lemons	7 60 7 50
Limes, per hundred	1 50
Peaches, per box	1 75 2 00
Plums, "	1 75 2 00
Pears, per box	3 25 3 75
Cantaloupes, per crate	5 00
Jamaica oranges, per bbl.	5 00
Western melons	1 25 1 30
Spanish Onions, crates	2 75
" 56 lb cases	0 85
Cranberries, Cape Cod, per bbl.	7 75
Jamaica grape fruit, box	6 00
Canadian plums, per basket	1 00 1 25
" pears	0 40 0 60
" peaches	0 50 0 75
" grapes, per basket	0 20 0 35
Almeira grapes, per bbl.	4 50 5 00

VEGETABLES—Vegetable trade is fairly good, local merchants buying more or less well. Purchases are mostly for actual need. Dealers are commencing to do a fair shipping business to local points on the river route. There are no startling changes on the list this week. Tomatoes are higher. Potatoes are commanding practically the same price as a week ago. Receipts are heavier than they have been for some little time.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz.	0 60	0 60
Savory, per doz.	0 50	0 50
Green peppers, per basket	0 50	0 75
Montreal cabbage, per doz.	0 50	0 75
" tomatoes, basket	0 50	0 75
" " per box	0 75	0 75
Turnips, bag	0 75	0 75
Water cress, per doz.	0 75	0 75
Lettuce, per doz.	0 40	0 50
Boston lettuce, per doz.	0 75	2 00
Spinach, per bbl.	0 10	0 15
Cucumbers, per doz.	0 25	0 40
Celery, per doz.	0 90	1 00
Potatoes, per bag	1 50	1 50
Jersey sweet potatoes basket	4 00	4 00
" barrel	3 00	3 00
Georgia sweet potatoes, bbl	0 25	0 25
B-ets 3 doz.	0 75	0 75
Carrots, per 3 doz.	0 50	0 60
" bag	0 50	0 60
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
Corn, per doz.	0 07	0 12 1/2

FISH—The feature of the market this week is the arrival of the new oysters, which are quoted in the list of prices hereunder. Standards opened at \$1.40, while selects are quoted at \$1.60. Malpeques opened up at \$7 to \$9. In fish, fresh cod and haddock are this week more plentiful, as is also lake trout. Supplies of whitefish are limited. Fresh fish prices are rather low this week. Yarmouth and St. John bloaters are now quoted. New kippered herring and fresh cured haddies are in good supply. Dealers report a noticeable increase in orders.

Fresh haddock, express, per lb	0 04
Fresh steak cod	0 06
" halibut	0 09
Lake trout	0 08
Brook trout	0 20
Sea trout	0 09
Flounders	0 08
Grass pike	0 07 1/2
Dore, per lb.	0 10
Mackerel, large	0 10
Small sturgeon	0 08
Fresh frozen fish—	
B.C. salmon, per lb.	0 14
Dore, per lb.	0 09
Smoked fish—	
New kippered herring, per box	1 10
Yarmouth bloaters, per box	1 25
St. John bloaters	1 60
New haddies, in 15-lb boxes, per lb	0 07 1/2
Smoked herring, in bundles, per box	0 12
Oysters and Lobsters—	
Standards bulk, per imp. gal	1 40
Selects, bulk, per gal.	1 60
Oyster pails, pints, per 100	1 00
" quarts	1 25
Prepared fish—	
Boneless cod " Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb.	0 05 1/2
" fish, 25-lb. boxes, per lb	0 04 1/2
Skinless cod, large, per case	5 50
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
Labrador herring, per bbl.	5 75
" per half bbl.	3 25
" per pail.	0 80
" salmon—	
" in bbls.	13 00
" in 1/2 bbls	7 75
Mackerel, per pail.	1 00
No. 1 green cod, in bbls, per 200	6 50
Small	5 00

TORONTO MARKETS.

GREEN FRUIT—Prices show a few seasonable variations for the week, but nothing startling. Valencia oranges are quoted within narrower limits; Jamaicas are firmer and Floridas have arrived,

CRANBERRIES

(CAPE CODS)

SWEET POTATOES

(JERSEYS)

JAMAICA ORANGES

(NEW STOCK)

VERDELLI LEMONS

(LAST CAR)

FLORIDA ORANGES

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

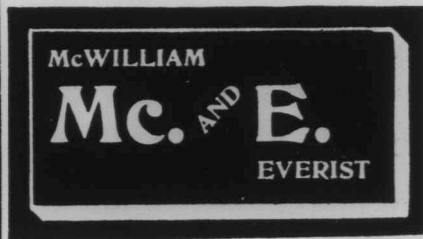
A few boxes of Florida Grape Fruit in this Car.

These are all new arrivals and Fresh Stock.

Valencia Onions

Canadian Onions

Write for our prices.



Canadian Fruits in Baskets
PEACHES PEARS GRAPES

DRIED APPLES

BRIGHT, DRY STOCK
WANTED

O. E. ROBINSON & CO.
INGERSOLL

ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

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

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

THE ...

Oakville Basket Co.
Oakville, Ont.

opening at \$3.7
limes are a sh
peaches are arri
much changed.
than a week ago
supply. The cro
ity is good.

Oranges, late Valencia
" Jamaicas, per 1
" Florida, 150s-216s
Lemons, Messina, 300's 3
Limes, per crate
Apples, Duchess and Asi
" Fall, per bbl
" Spies XXX, per
" XXX, per 1
" Baldwins, XXX
" XXX, 1
" other Winter va
" farmers', per bbl

Bananas, per bunch
Red bananas, per bunch
Plums, Canadian, per bu
" Idaho, 4 basket
Peaches, per basket
Pears, per basket
Cantaloupes, per case
" Rockyford's
Grapes, small baskets
" large baskets
Cranberries, per barrel
" crate

VEGETABLES
are plentiful and
bers are done.
cauliflower quot
ago. There is s

Potatoes, Delaware, per
Sweet potatoes, per barr
" por basket

Onions, Spanish, per lar
" silver skins, pic
" Canadian, per

Cabbage, new Canadian
Wax and green beans, pi
Beets, new, per bushel
Carrots, Canadian, per l
Lettuce, per doz. bunch
Radish, per doz.

Mushrooms, 1-lb. boxes
Beans, white, prime, bu
" hand-pick
" Lima, per lb.

Tomatoes, Canadian, per
Watercress, per doz. bu
Egg plant, per basket
Peppers, per basket
Turnips, per bushel
Mint, per doz.

Cauliflower, per doz.
Celery

Squash, per doz.
Vegetable marrow, per d
Green corn, per doz.

Leeks, per doz
Pumpkins, per doz
Citrons, per doz.
Spinach, per bushel
Farnsips, per bugh

FISH—Quotati
the trade though
of yet.

Fresh halibut
Haddock, fresh caught,
Fresh cod, per lb.
Fresh lobsters, boiled, pe
Shrimps per gal.
Whitefish, per lb.
Salmon trout, per lb.
Ciscoes, per basket
Perch, per lb.
Herring, large, per lb.
" medium, per lb.
Brook trout, per lb.
Pike, per lb.
Blue fish, per lb.
Fresh mackerel
Eastern salmon, per lb.
Finnan haddie, per lb.
Oysters, per gal.
Labrador herring, per ha

ALL BEA
The British cu
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FISH

Likely to be Bay.

able trade is its buying more are mostly for commencing to iness to local There are no list this week.atoes are com-same price as a e heavier than little time.

.....	0 20	0 25
.....	0 30	0 35
.....	0 40	0 45
.....	0 50	0 55
.....	0 50	0 75
.....	0 50	0 75
.....	0 75	0 75
.....	0 75	0 75
.....	0 75	0 75
.....	0 40	0 50
.....	0 75	0 75
.....	2 00	2 00
.....	0 10	0 15
.....	0 25	0 30
.....	0 90	1 00
.....	1 50	1 50
.....	4 00	4 00
.....	3 00	3 00
.....	0 25	0 25
.....	0 2	0 2
.....	0 75	0 75
.....	0 50	0 60
.....	0 50	0 60
.....	0 07	0 12

the market this the new oysters, e list of prices ened at \$1.40, at \$1.60. Mal- at \$9. In fish. are this week also lake trout. limited. Fresh ow this week. m bloaters are in good supply. ble increase in

.....	0 04	0 04
.....	0 06	0 06
.....	0 09	0 09
.....	0 08	0 08
.....	0 20	0 20
.....	0 09	0 09
.....	0 08	0 08
.....	0 07 1/2	0 07 1/2
.....	0 10	0 10
.....	0 10	0 10
.....	0 08	0 08

.....	0 14	0 14
.....	0 09	0 09
.....	1 10	1 10
.....	1 25	1 25
.....	1 00	1 00
.....	0 07 1/2	0 07 1/2
.....	0 12	0 12
.....	1 40	1 40
.....	1 60	1 60
.....	1 00	1 00
.....	1 25	1 25
.....	0 06	0 06
.....	0 05 1/2	0 05 1/2
.....	0 04 1/2	0 04 1/2
.....	5 50	5 50
.....	1 00	1 00

.....	5 75	5 75
.....	3 25	3 25
.....	0 80	0 80
.....	13 00	13 00
.....	7 00	7 00
.....	1 75	1 75
.....	6 50	6 50
.....	5 00	5 00

BASKETS.

es show a few r the week, but ncia oranges are limits; Jamai-das have arrived,

opening at \$3.75 a box. Lemons and limes are a shade easier. Some late peaches are arriving and prices are not much changed. Cranberries are lower than a week ago. Grapes are in ample supply. The crop is large and the quality is good.

Oranges, late Valencias, 96's, 112's, 288's.....	4 75	5 50
" Jamai-cas, per barrel.....	6 00	7 00
" " box.....	3 25	3 50
" Florida, 150s-216s.....	3 75	3 75
Lemons, Messina, 300's 360's, per box.....	6 15	8 00
Limes, per crate.....	1 25	1 25
Apples, Duchess and Astrachan, per basket.....	0 25	0 35
" Fall, per bbl.....	2 00	2 50
" Spies XXX, per bbl.....	.....	.....
" " XXX, per bbl.....	.....	.....
" Baldwins, XXX, per bbl.....	.....	.....
" " XXX, per bbl.....	.....	.....
" other Winter varieties, XXX, per bbl.....	.....	.....
" " XXX, per bbl.....	.....	.....
" farmers' per bbl.....	.....	.....
Bananas, per bunch.....	1 25	2 35
Red bananas per bunch.....	2 20	2 50
Plums, Canadian, per basket.....	1 00	1 00
" Idaho, 4 basket crates.....	0 40	1 10
Peaches, per basket.....	0 40	0 75
Pears, per basket.....	0 40	1 10
Cantaloupes, per case.....	1 60	1 60
" Rockyfords, per basket.....	0 60	0 65
Grapes, small baskets.....	0 20	0 30
" large baskets.....	0 40	0 50
Crabbs, per basket.....	0 30	0 40
Cranberries, per barrel.....	8 00	8 00
" crate.....	2 90	2 90

VEGETABLES — Delaware potatoes are plentiful and slightly lower. Cucumbers are done. Tomatoes are higher and cauliflower quoted lower than a week ago. There is still some corn coming.

Potatoes, Delaware, per bag.....	0 80	0 90
Sweet potatoes, per barrel.....	3 25	3 50
" " per basket.....	0 60	0 60
Onions, Spanish, per large case.....	2 75	2 75
" silver skins, pickling, per basket.....	0 75	1 00
" Canadian, per bag.....	0 75	1 15
Cabbage, new Canadian, per bbl.....	1 20	1 20
Wax and green beans, per basket.....	0 40	0 50
Beets, new, per bushel.....	0 30	0 40
Carrots, Canadian, per bushel.....	0 40	0 50
Lettuce, per doz. bunches.....	0 20	0 25
Radish, per doz.....	0 20	0 25
Mushrooms, 1-lb. boxes, per lb.....	0 75	0 75
Beans, white, prime, bush.....	1 75	1 75
" hand-picked, bush.....	1 20	1 20
" Lima, per lb.....	0 07	0 07
Tomatoes, Canadian, per basket.....	0 30	0 40
Watercress, per doz. bunches.....	0 25	0 25
Egg plant, per basket.....	0 25	0 25
Peppers, per basket.....	0 30	0 50
Parsley, per doz.....	0 20	0 25
Turnips, per bushel.....	0 15	0 20
Mint, per doz.....	0 15	0 20
Cauliflower, per doz.....	0 75	1 25
Celery.....	0 40	0 50
Squash, per doz.....	1 00	1 25
Vegetable marrow, per doz.....	0 35	0 50
Green corn, per doz.....	0 15	0 15
Leeks, per doz.....	0 25	0 25
Pumpkins, per doz.....	0 75	1 00
Citrona, per doz.....	1 25	1 25
Spinach, per bushel.....	0 40	0 40
Parsnips, per bush.....	0 50	0 50

FISH—Quotations are unchanged and the trade though fair is nothing to boast of yet.

Fresh halibut.....	0 10	0 13
Haddock, fresh caught, per lb.....	0 06	0 08 1/2
Fresh cod, per lb.....	0 07	0 08
Fresh lobsters, boiled, per lb.....	0 18	0 20
Shrimps per gal.....	1 00	1 25
Whitefish, per lb.....	0 10	0 10
Salmon trout, per lb.....	0 08	0 09
Siscoes, per basket.....	1 25	1 25
Perch, per lb.....	0 05	0 06
Herring, large, per lb.....	0 08	0 08
" medium, per lb.....	0 04	0 04
Brook trout, per lb.....	0 25	0 25
Pike, per lb.....	0 05	0 06
Blue fish, per lb.....	0 10	0 10
Fresh mackerel.....	0 20	0 25
Eastern salmon, per lb.....	0 20	0 20
Finnan haddie, per lb.....	0 08	0 08
Oysters, per gal.....	1 75	1 75
Labrador herring, per half bbl.....	3 25	3 25

ALL BEAT THE DUTCH.

The British customs took 1,875 samples of imported butter last year, the consignments coming from 14 countries, and the London Commercial Intelligence states it as remarkable that, except for one "doubtful" sample from the United States, Holland provided all the bad and doubtful shipments. All the adulterated consignments, 71 in number, were of Dutch origin, and the commissioners expressed a regret that the penalties imposed in the prosecutions which followed were on several occasions insignificant

APPLES APPLES

We have a few thousand barrels Winter apples to offer for delivery shortly. Packed by our own men and guaranteed up to Government Standard. Close prices in car load lots.

FLORIDA ORANGES

First car of season has arrived, fruit fine and juicy. Your Order Solicited.

WHITE & CO., LIMITED TORONTO

Branch at HAMILTON

ST. NIKLUS EXSEL (Teddy)

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

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

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

THE F. T. JAMES COMPANY, Limited

Wire, Phone, WHOLESALE FISH MERCHANTS, TORONTO 76 Colborne St 33 Church St. or Mail your Orders

JAMAICA ORANGES (Barrels or Boxes)

Your consignments of Poultry, dead or alive, and Farm Produce solicited.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

SEASONABLE GOODS

FANCY

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

Also—All kinds of DOMESTIC FRUITS

Our prices always right
HUGH WALKER & SON GUELPH ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

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

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

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Funter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarris & Co.
TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG.

in amount, even in cases in which the adulteration extended to large consignments of considerable value.

John Meldrum & Co., the egg merchants, Montreal, are making some alterations in their office.

SHIP TO US

We pay highest market prices 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 Importers

7 and 9 Market Street,
HAMILTON

Send us your orders for

CANNED LOBSTERS

GOLDEN CROWN AND GOLDEN KEY
Brands.

All Goods Fully Guaranteed.

Wholesale Only

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

Ordering "**E. D. S.**" Brand Jams is a matter of placing on your shelves jams that will never deceive you.

Ordering "**E. D. S.**" Brand Jams is a matter of considering the security of your patronage.

Ordering "**E. D. S.**" Brand Jams is a matter of considering a question of vital importance to you.

Did you secure a copy of
Bulletin 119 (June '06) ?

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

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



GREAT WEST DEVELOPING.

Returning Montreal Manufacturer
Speaks of Progress.

S. W. Ewing, of S. H. Ewing & Sons, and who is chairman of the Manufacturing grocers' section of the Canadian Manufacturers' Association, arrived home this week after accompanying the C.M.A. excursion as far as Winnipeg and attending the meetings held in that city. In an interview with The Grocer representative yesterday, Mr. Ewing expressed himself highly satisfied with the trip and the results of the meetings held. A lot of very important work was gone through with by the various committees and the grocers' section accomplished good work and laid out extensive plans for the future. Mr. Ewing speaks most highly of the manner in which the city of Winnipeg, through its mayor and other officials, as well as the merchants generally, entertained the delegates to the convention. His surprise at the growth of Winnipeg since his last visit, four years ago, was great, and can only be expressed in the word "marvelous." Sections of the city visited by him four years ago, and which seemed in those days practically outside of the outskirts, were now practically centrally located—to such an extent has the city spread out and developed. A feature that struck Mr. Ewing was the fact that the manufacturing industries were still in their infancy, but he anticipated that with the energy and progress of the citizens it would not be many years before, as was the case with Chicago and St. Louis, eastern houses and firms would open up manufacturing in the western metropolis. Fort William and Port Arthur, in both of which places Mr. Ewing spent a few days, impressed him very much and in his opinion and that of others who have

studied the situation closely, these ports are particularly well adapted for manufacturing purposes, being amply supplied with magnificent water power. A great advantage for manufacturers located in these points is the fact that raw material can be laid down much more cheaply than in Winnipeg and other western centres; and as it is the cost of the raw material that is a big factor in the proper and profitable turning out of goods, it will be to the interest of those contemplating manufacturing to consider these ports.

It was with much regret that Mr. Ewing's business requirements prevented him from accompanying the touring manufacturers over the entire field laid out by the executive, but his enthusiasm is none the less strong.

WITH THE TRADE IN LONDON.

Traveler Starts for Himself—Grocers' Association.

London, October 2.

The retail grocery trade in London has been good during the past week and all report improving business. The wholesale business has also been brisk.

A change is taking place in one wholesale grocery that will be of interest to the trade. Frank Layman, who has been traveling through Perth, Bruce and the northern counties for Masuret & Co., has resigned to go into business for himself. He has purchased the grocery business of D. M. McLeod, of Parkhill. His place on the staff at Masuret's is being taken by John McPetrie, formerly with Mooney's, of Stratford.

The Retail Grocers' Association will shortly resume their meetings. Recently they appointed Mr. Hays, son of the grocer on Adelaide street of this city, as secretary, and an active canvass will be made to keep the bad debts list up-to-date. The members of the association expect to more than save the amount that it will cost them to keep the secretary.

GOOD APPLE CROP.

Dominion Fruit Inspector Gifford, at Goderich, Ont., states that the apple crop of Western Ontario is a good one this year, as to quantity and the quality is much better than last year, particularly where spraying was done. 35 to 40 per cent. will grade No. 1, and probably 40 per cent. No. 2. The Georgian Bay country produced the finest fruit Mr. Gifford had seen, fully 40 per cent. grading No. 1 there. The apples have not colored up this year as quickly as usual, but the cold weather now will do much to remedy that.

The Acadia Sugar Refining Co. are doubling the capacity of the Moncton barrel factory. At present the capacity of the factory is about 1,000 barrels a day and about fifty hands are employed. The increasing demand for barrels by the Halifax refineries is the cause of enlarging the Moncton factory. In future the barrel wood required will be increased from 5,000 to 10,000 cords.

LA

Sold in

THE

Selling

DELICIOUS

Ask

KIP

FIN

Conn

ORDER EARLY—PACKING NOW

**“DUFF’S”
LABRADOR HERRING**

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

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

PUT UP ONLY BY

THE ATLANTIC FISH COMPANIES, Limited

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

Labrador Herring Station, Bay of Islands, Nfld.

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

DELICIOUS KIPPERED HERRING

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

Ask your Wholesale Grocer for the

**“BRUNSWICK
BRAND”**

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black’s Harbour, N. B.

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon



Secure Supplies

While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.

HALIFAX FISH CO.

Limited

Packers of

High Grade Boneless Codfish for Grocery Trade

Registered brands: *H.F.Co., Scotia and Chebucto.*

Head Office: HALIFAX, CANADA

Works—**DARTMOUTH, N.S.**

Fishing Plant—**Mutton Bay and Mecattina Island, Labrador.**

SELLING AGENTS:

Pyke Bros., Halifax, N.S.

Robert Stewart, Quebec, P.Q.

John A. Mcir, Montreal, P.Q.

F. Grierson, Ottawa, Ont.

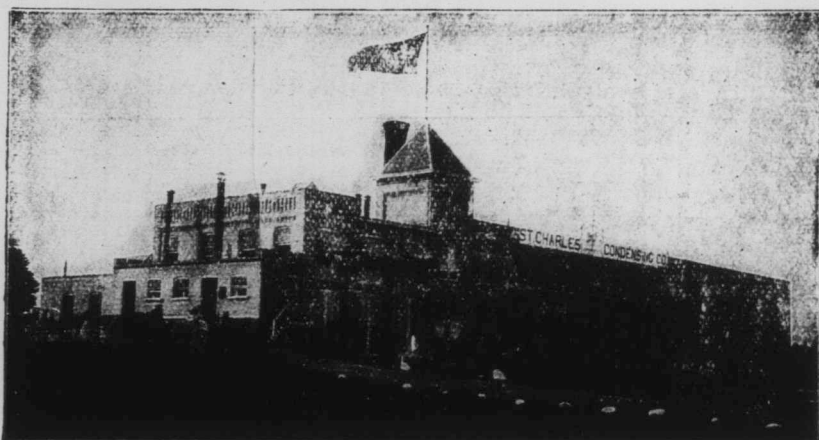
Anderson, Powis & Co., Toronto, Ont.

Alfred Powis, Hamilton, Ont.

Wm. G. Coles & Co., London, Ont.

Traveling Agent: **H. T. Graham, Montreal, P.Q.**

See our nearest agent for prices, etc., or write us direct.



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.

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of **Fresh Frozen Smoked Salt Fish Etc.**

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD-CURED SMOKED SALMON and KIPPERED MACKEREL **Cannot be Equalled**

Correspondence Solicited.

HALIFAX, Nova Scotia

Some Maritime

FOI

In The Cana 1905, the follow to a circular of N.S.

"The data in conclusion wel effect would ha compositor used

The above p to a series of Forsyth, Jr., an

The purpose Wednesday bar of the people.

Forsyth, Jr., Heart to Heart reasons for the going to appea

But some se found in the i of which are op

Is it the pla to talk like tl fective in keep before the pros is in need of tl which amounts

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Forsyth, Jr., heart to heart t ticular selling a tising generaliz

Some of the for instance Knoeks Down Shortest Price: the Business."

is not altogether gests somethin The other head place. For t Forsyth, Jr., e play results.

In the first p uniformity of size of display jority of instar

Then, instea up with variou gard to symm set two-colum fifth columns ings and num s um for any s be set in singl

In this way, could be got in ent, whereas it easier to find side would ass notes.

WADDE

The ad repr clipped from t Journal.

EFFECTIVE ADVERTISING

Some Maritime Advertising—A Fort William Sample—Advantages of an Ad Diary—Hints on Methods of Publicity.

FORSYTH, JR.

In The Canadian Grocer of June 23, 1905, the following reference was made to a circular of Forsyth, Jr., Dartmouth, N.S.

"The data in the ad is good and the conclusion well brought out, but the effect would have been better had the compositor used more taste."

The above paragraph partly applies to a series of newspaper ads run by Forsyth, Jr., and sent in for review.

The purpose of the ads was to bring Wednesday bargain sales to the notice of the people.

Forsyth, Jr., opened up with "A Heart to Heart Talk," in which he gave reasons for the series of ads that were going to appear.

But some sentences are also to be found in the initial ad the suitability of which are open to question.

Is it the place of the retail grocer to talk like this: "Advertising is effective in keeping the merchants' goods before the prospective customer until he is in need of the goods or thinks he is, which amounts to the same thing."

Should a customer be led to believe that sometimes he buys goods on illusion? Is that the kind of argument to preface bargain items with?

Forsyth, Jr., should have made his heart to heart talk more relative to particular selling and less relative to advertising generalizations.

Some of the headings are creditable—for instance "The Longest Pole Knocks Down the Most Apples; the Shortest Prices and Best Service gets the Business." While the comparison is not altogether complete, still it suggests something in the reader's mind. The other headings are more commonplace. For the size of space he uses Forsyth, Jr., could get far better display results.

In the first place there might be more uniformity of headings and a smaller size of display type employed in the majority of instances.

Then, instead of breaking the matter up with various sized rules without regard to symmetry, the items could be set two-columns wide, the first and fifth columns being used for side headings and numbers, and the fourth column for any special note which might be set in single column as a contrast.

In this way, just about as much news could be got in the ad as there is at present, whereas it would be 25 per cent. easier to find and the numbers at the side would assist the reader in making notes.

WADDELL'S GROCERY.

The ad reproduced on this page was clipped from the Fort William Times-Journal.

For a 45-line space the ad says a good deal. The point that stands out particularly strong is the appeal to the reader in reference to the make up of Saturday's order.

A few years ago a grocer would never think of getting down to the fine points of retailing as Waddell has done, but grocers must do so to-day.

AN AD DIARY.

There are times in the life of every advertising man when he would cheerfully and gladly pay over his next week's salary for the very dear privilege of laying his hands on a certain document, upon a certain advertisement or upon a special idea that came into his head and slipped away in a twinkling.

CANNED
GOODS

We have a splendid supply of Canned Goods, which should command your attention when making out your Saturday order.

They are all fine and fresh and thoroughly reliable in every respect.

Remember we give prompt attention to all phone orders.

Waddell's Grocery

Phone 402. Wiley Addition.

Schemes of a hundred varieties have been devised to help a man out of just such a predicament. Many a man saves a lot of valuable material which immediately amounts to just so much junk because it is improperly filed. However, I am not going to tell you about a new scheme for filing. Every man must work out his own filing scheme to suit his own ideas of order or disorder.

Good ideas pop in and pop out as quickly as they come. How to get hold of these ideas when you want them, how to get hold of suggestions for borders, arguments for a holiday, special schemes for special departments and above all how to advertise the right thing at the right time without wasting hours of time hunting for material, was the thing that bothered me. I let it worry me for a couple or three years, but finally I mastered it and it was such a good stunt

that I cannot help but think that it will benefit many others who are in the position that I was.

A few years ago an advertising solicitor handed me a copy of a large diary gotten out by one of the big papers. It was a last year's diary and to him or anyone else was about as useful as a last year's bird's nest. It had a pretty cover on it, however, and it struck me that some time it might be useful. I did my best to throw it away time after time, but it seemed to hang around as if it wanted to make itself useful. One day when I was hard pressed for copy, when the world seemed upside down, when the hard-hearted man who pays my weekly salary got mighty unpleasant and personal because I did not sometimes advertise the things that women most wanted to buy at that particular time (I laid it to the head of the particular department about which he complained and it worked all right), I got to thinking, and all of a sudden it came to me that it would be a good scheme to use that diary.

Now I have always had a horror of diaries. Up to that time, as far as I was concerned, they were invented only to keep for the first few days of the year and forget for the rest, but it helped me a great deal, not so much for the first year, but the second year it was immensely valuable and I would not sell my original copy for a great deal of money. With it I am doing better work than I could possibly hope to do without it. I use it every day. I do not try to get a new one each year, but I keep on using the old one year after year and I would not think of getting along without it.

The methodical, detail-loving advertising man will have no difficulty to keep the thing going and to make it valuable, but who ever saw a methodical, detail-loving advertising man. It is not a difficult thing to start, if you once get the idea into your head that you really want it. Get a nice big diary about as big as an ordinary book. Don't try to go too far back. Simply take each day as it comes along and put down the things that you believe will be helpful to you the next year when you are preparing an advertisement.

The advertising man who tries to carry around a lot of detail in his head is not going to do the best work. The human brain is only capable of carrying about so much. Its capacity is limited and no man can afford to carry in his mind something for next year's border or a suggestion for the first of July advertisement that is to come.

My experience is that good ideas come, not when you can use them, but at the wrong time. Now, through this book I capture them and they are mine for good and always. I place them where they will be useful and where I can find them, as in our sales book when there is the greatest demand for an article. Don't try to begin a year back; begin to-day. Record your errors of omission. Afterthoughts are not as forethoughts, but they are far more



Lowney's Cocoa is a triumph in pure food products. It is the best cocoa made anywhere or at any price.

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

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk
Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED
TORONTO**

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

There has never been any question about the selling qualities of

MOTT'S Chocolate

made from the finest selected Cacao, with best machinery, and hygienically correct.

"Diamond" and "Elite"
BRANDS ARE YOUR SAFEST SELLERS

FOR SALE BY ALL JOBBERS

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

SELLING AGENTS:
J. A. TAYLOR MONTREAL R. S. McINDOE TORONTO J. B. HUXLEY WINNIPEG

WEBB'S

CHOCOLATES

High-class goods for
High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

numerous, and will make a next year.—Br

BREVIT

Brevity, we mean that the or small, but should be terse ped of unneces just as much to Sound, ripe at some to-day." These apples They are guar ripe, and have better buy a few people want to get their lunch and get back t

The short, te of the street, th kind to be usee enough, howeve your goods, bu that the fewe give the fulles

I hate to hav truthfulness in fact that there that don't tell

Even reputa would scorn to tongue, neveit falsehoods in th it to be done writers.

If your stoe sized or small, ers in town ear do, it is not o a harmful unti have positively these goods in

Now everyl Bros. have twi twice as many people will pr claims.

Another erro is the advertis or "below cost. are not going that you can't stay in busines

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THE CANADIAN GROCER

numerous, and this year's afterthought will make a mighty good forethought next year.—Brains.

BREVITY AND TRUTH.

Brevity, we are told, is the spice of life. Brevity in advertising does not mean that the adv. itself should be short or small, but that the sentences in it should be terse and to the point, stripped of unnecessary verbiage. It means just as much to say: "The New Crop. Sound, ripe and of fine flavor. Buy some to-day." as it does to say it thus: "These apples are of the 1905 crop. They are guaranteed sound, are fully ripe, and have a fine flavor. Hadn't you better buy a few of them to-day?" Busy people want to read the ads as they get their lunch—bolt it, gulp it down, and get back to business.

The short, terse, to-the-point language of the street, the shop and the car is the kind to be used in advertising. Say enough, however, to accurately describe your goods, but so choose your words that the fewest possible number will give the fullest possible description.

I hate to have to say anything about truthfulness in advertising, but it is a fact that there are thousands of advs. that don't tell the truth.

Even reputable business men who would scorn to tell an untruth with the tongue, nevertheless tell a great many falsehoods in their advertising, or permit it to be done by their advertisement writers.

If your stock of goods is medium-sized or small, and plenty of other dealers in town carry larger stocks than you do, it is not only an idle assertion, but a harmful untruth when you say, "We have positively the largest stock of these goods in Blankville."

Now everybody knows that Smith Bros. have twice as large a store and twice as many goods as you have, and people will probably laugh at your claims.

Another error that is often committed is the advertising of goods "at cost" or "below cost." People know that you are not going to sell goods that way—that you can't sell 'em that way and stay in business. "At cost" is a very

vague, meaningless expression. It is nothing to the customer what the goods cost you, but what are they going to cost him? That's the question. Far better to give the actual figures at which you expect to sell the goods than to say "at cost" or "at a saving of 25 per cent."—Advertising World.

ENGLISH AGENCIES.

Green & Co., who some months ago began business in Toronto as manufacturers' agents, specializing on English goods, have recently taken quarters at 25 Front street, east, where they are preparing to enter upon an energetic campaign with a number of English specialties, for which they have secured the agency.

Among the firms they represent are Thorne & Co.'s health cocoa, Leeds; Branson's coffee extract, London, S. W.; Rayner & Co., lime juice, cordials, extracts, etc.; E. E. & W. Austie, Limited, tobacco, particularly shags and navy cuts, Devizes, Wilts.

FOOD FROM THE STRAITS.

Tapioca, Sago, Cloves, Nutmegs, Peppers
Pineapples.

The Straits Settlements are the principal source of the world's supply of tapioca and it is interesting to note that the exports during the first half of 1906 fell off several thousand tons. The exact figures are: 1905, 21,173 tons; 1906, 21,574 tons. England is by far the largest purchaser, though curiously enough the exports to England fell off and those to the United States increased; here are the figures: 1905, England 12,872 tons, United States 5,668; 1906, England 10,562 tons, United States 6,481 tons. The purchases of the rest of Europe also fell off, being 5,633 tons in 1905 and 4,504 tons in 1906.

The figures showing the exports of some other food stuffs are not uninteresting:

Cloves—1905, England 21 tons, United States 25 tons; 1906, England 65 tons, United States 126 tons.

Nutmegs—1905, England 58 tons, United States 209 tons; 1906, England 115 tons, United States 283 tons.

Sago—1905, England 13,302 tons,

"The Same Yesterday
and To-Day"



have never changed in quality.

When the standard is high at the beginning there is no need to change.

PERFECTION
CREAM
SODAS

were never "wrong." PERFEC
TION CREAM SODAS will al-
ways be right.

Put
a
Supply

on your shelves.

3-lb. Cards or Tins

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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



OUR RECORD

is "Best Essence Makers"
ORDER

Shirriff's Flavoring
Essences

and you get record goods.

Always sell Shirriff's.

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO

United States 908 tons; 1906, England 12,865 tons, United States 2,725 tons.

Pineapples, by cases—1905, England 169,161, United States 42,615; 1906, England 238,076, United States 41,181.

Pepper, by tons—1905, England, black 1,025, white 1,115; United States, black 3,942, white 542; 1906, England, black 1,074, white 854; United States, black 3,141, white 888.

A JAPANESE VISITOR.

Says Present Price of Japan Tea is Just About Right.

A visitor to Montreal this week was N. Nakamura, a member of one of the largest tea firing firms in Japan. Of

the situation in Japan teas this year Mr. Nakamura had to say: "In Japan the present prices asked for our teas are regarded as being just about right. Native growers and merchants consider it normal. Last year the price was exceptionally low, and there was no profit for any one engaged in the tea business. This year, however, conditions are different, and if the present prices are maintained, I think all will be well in the future. Although the crop this year was a short one, and export to Canada and the United States was consequently smaller than in previous years, yet this season the teas exported were even smaller in quantity. There are two reasons for this. One of them is that the demand from

the interior of Japan for medium grade teas, although high grade are used chiefly, is largely increased this year. Transportation facilities are just about complete on the island now, and it is easy to ship these teas to any point. The other reason for the limited export business is that more low grade teas than ever before were shipped to Manchuria and Russia. These two teas interest this market more than any other grades and of course with the demand from the interior of the country, prices went up, and conditions were more strained, particularly since the crop was short. The same applies to the lower grade teas, which were shipped to Russia and Manchuria." Mr. Nakamura said that the

market was left Japan, th

GOING APT

Not a great foreign firm in Canada, th were doing bu ion could be fingers. All t and every da firms opening the world.

One of the do this is Bu Toronto, who in the British London, Engl eral manager to the Old C and spent co ing the openi for his goods. of a London with a strong

The progre tems Limited in view of tl concern has year, they a organized as foreign trade

The English tems Limited welcome Can are visiting London office rooms and ste Canadian bus to make this the Old Coun addressed in Limited, 32 England.

ORANGES

White & first on with a ear grape fruit. section the f tured. Grape popular every being a most its medicinal

The English hall-mark of Quality—**Holbrook & Co.**

HOLBROOK'S GENUINE Worcestershire SAUCE

Has the Largest Sale in the World

HOLBROOK'S LIMITED, Canadian Branch, 28 Front St. East, TORONTO

MANAGER—H. GILBERT NOBBS.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

This space \$15.00 per year.

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

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

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

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

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

This space \$15.00 per year.

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

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

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

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

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

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

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

This space \$15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

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

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In Nova Scot

THE NUTS

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Candied Peels.
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market was without feature when he left Japan, the season being over.

GOING AFTER FOREIGN TRADE.

Not a great many years since, while foreign firms were establishing branches in Canada, the Canadian concerns who were doing business outside the Dominion could be numbered almost on one's fingers. All this is materially changing and every day one hears of Canadian firms opening branches in all parts of the world.

One of the latest Canadian firms to do this is Business Systems Limited, of Toronto, who have recently opened up in the British Isles at 32 Cheapside, London, England. H. J. King, the general manager of this concern, went over to the Old Country some months ago, and spent considerable time investigating the opening in the British market for his goods. The result is the opening of a London office completely equipped with a strong selling force.

The progress made by Business Systems Limited, is especially noteworthy in view of the fact that although this concern has only been in existence one year, they are already so thoroughly organized as to be able to extend after foreign trade.

The English manager of Business Systems Limited will always be glad to welcome Canadian business men who are visiting in the Old Country. The London office is equipped with writing rooms and stenographers for the use of Canadian business men who are invited to make this their headquarters while in the Old Country and to have their mail addressed in care of Business Systems Limited, 32 Cheapside, London, E.C., England.

ORANGES AND GRAPE FRUIT.

White & Co., Toronto, are first on the scene this year with a car of Florida oranges and grape fruit. Coming from a very early section the fruit is ripe and well matured. Grape fruit is becoming more popular every year, as in addition to it being a most delicious breakfast fruit its medicinal qualities are great.

THE CANADIAN GROCER

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

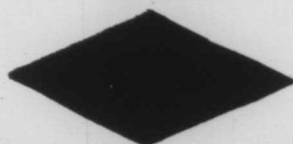


Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

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

DIAMOND Brand



MAPLE SYRUP

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

ALL JOBBERS

Sugars Limited, Montreal

"KIT" COFFEE ESSENCE

The latest and Best Coffee production in the Home Market.

A PERFECT TREAT in comparison with any bottled Extract previously before the public. A SURE SELLER IN PROPER HANDS.

The proprietors invite application for Sole Agency throughout CANADA. Only Agents or firms quite definitely in a position to place same on the strength of established connection need apply. The sale of a good quality WORCESTER SAUCE may be associated with any agreement entered into. Apply giving full particulars to

"KIT" COFFEE LTD.
GOVAN, GLASGOW

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



UPTON'S

Jams
Jellies and
Orange
Marmalade

ARE LEADERS
IN THEIR LINE

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

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

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. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
NUTRITIOUS

COCOA

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S

Cream Soda Biscuits

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



Sixty
Years of
Popularity

COX'S
GELATINE
should be used
in every Cana-
dian house-
hold, because

- (1). It is STRONG.
- (2). It is CLEAR.
- (3). It is PURE.

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

Mr. Merit is the Man I Work For

He is a cranky fellow, too.

Tells me I must use "good-all-the-way-through" Tobacco in making

"Pebble" and "Pharaoh" Cigars

I follow his instructions with pleasure.

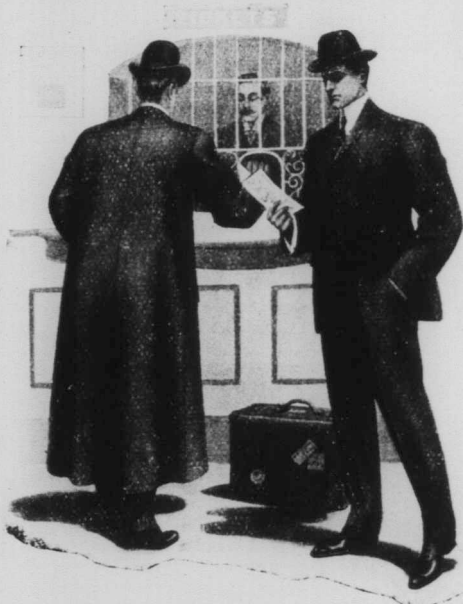
Then he says: "Your cigars must have the even draw, clear, sweet taste, and the looks that take in a grocery store."

I obey the command willingly. Merit then says: "You can now call your cigars after me!"

 **And smokers do so.**

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

CANADA



When You Are Getting Tickets For The Show

take note of the number of fellows with pipes.

Take note of the fragrance of the tobacco and you'll find most of it is

T. & B.

All smokers smoke **T. & B.**

All smokers buy **T. & B.**

The grocery man saves the smoker a journey.
That is the reason he calls for his package.

THE GEO. E. TUCKETT & SON CO., LIMITED

HAMILTON, CANADA

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Getting Read

Shippers re- most export li It is the begin rush, and line, the Fall expo are beginning

Low water so much now is still a fact stricting vesse of last week was 26 feet 5

There is not exportation as ing taken in t points in Euro er every day d ping compani ments for a re the new crop

Hay shipme proving. The has been such business impo fact that hay the farmers o effect of keep Old Country.

Cheese has good quantitie high prices demand from bound to be mand from F the article is staple and m

In butter th on the export able than in as compared done. Clima have had the of milk low, up the price

Apples are port way, even bookings have companies late week the size behind the cu but trade is t

Provisions a wise, although the United Ki

The only e is flour to Gla 10s. 6d.

The Kildon eral cargo, cli

Other boat day were: 1 for Liverpool porter for M eral cargoes.

MOTOR

Wm. Dobie Limited, has week's trip to Dobie made t some thrilling roads beyond

FREIGHTS AND CHARTERS

Getting Ready for the Fall Rush—Grain and Apple Business Picking Up—
Little Butter Going Abroad—Provisions Also Slow.

Shippers report increased business in most export lines during the past week. It is the beginning of the annual Fall rush, and lines which are strong during the Fall export season, such as apples, are beginning to move out very freely.

Low water does not affect the trade so much now as formerly, although it is still a factor in the situation, restricting vessels more or less. The end of last week the water in the harbor was 26 feet 5 inches in depth.

There is not much being done in grain exportation as yet, but interest is being taken in the article. Demand from points in Europe has been getting larger every day during the past week. Shipping companies are making arrangements for a record season in grain once the new crop begins to move outward.

Hay shipments, while light, are improving. The market on the other side has been such as to make good export business impossible and this, with the fact that hay has been strongly held by the farmers on this side, has had the effect of keeping down trade with the Old Country.

Cheese has been going out in very good quantities, although the continued high prices have their effect on the demand from the other side. There is bound to be a considerable steady demand from England, however, because the article is regarded in the light of a staple and must be supplied.

In butter the effect of the high prices on the export trade is much more noticeable than in cheese. Very little trade as compared with last year, is being done. Climatic conditions on this side have had the effect of keeping the flow of milk low, and consequently sending up the price of butter.

Apples are gaining strength in an export way, every week. Some good large bookings have been made by shipping companies lately. Up to the end of last week the size of shipments was rather behind the corresponding period in 1905 but trade is increasing.

Provisions are rather slow than otherwise, although there is some trade with the United Kingdom.

The only change in rates this week is flour to Glasgow, which is now quoted 10s. 6d.

The Kildona, for London, with a general cargo, cleared Sept. 28.

Other boats getting away the same day were: Lake Erie and Southwark for Liverpool, and the Manchester Importer for Manchester. All carried general cargoes.

MOTORING IN MUSKOKA.

Wm. Dobie, of E. W. Gillett Co., Limited, has just returned from a two week's trip to Rosseau, Muskoka. Mr. Dobie made the trip in his auto and had some thrilling experiences with the roads beyond Orillia. The scenery, how-

ever, was ample compensation for the other discomforts. Mr. Dobie was accompanied by his brother, A. D. Dobie, of New York, who is just recovering from a dangerous illness. The Muskoka air has restored him to good health.

EMPIRE SALT CO.

Will Enlarge Their Works and Manufacture Dairy and Table Salt.

The Empire Salt Co., of Sarnia, are now operating one of the most extensive and modern plants in this country. So far, however, they have confined their operations to manufacturing ordinary grades of salt. Having recently decided to also manufacture the various grades of dairy and table salt, work has been commenced on the erection of a substantial building for the purpose, immediately to the south of the present premises. The new building will be 48 x 64 feet, five storeys in height, and will be equipped with the most up-to-date machinery in order to produce table and dairy salt with a greater degree of excellence than has been heretofore attained.

As the addition to the company's works will have a daily capacity of about 200 barrels, employment will be given to a considerable number of men, boys and girls, which will be of material benefit to the town.

J. I. Carter, president of the company, states that this work will be completed about the first of January next and that during the coming Winter another salt well will be put down that ample brine may be obtainable for the increased output of salt.—Sarnia Canadian.

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all leading Wholesale Houses.

There is a difference.

CLAY PIPES

made by us are the best in the world.
Specify them in your order.

D. McDOUGALL & CO., Glasgow, Scot.

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and
Smokers' Sundries from

JOS. COTE

Importer of Pipes, Havana Cigars,
Wholesale Tobacconist

186-188 St. Paul St.

QUEBEC

Don't forget that this firm is the leader for
Leaf Tobacco in Canada.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

EDUCATION AND BUSINESS

Fair and Unfair Competition the Commercial Question of the Hour—Result of the Greed for Gold—Speculation the Modern "Philosopher's Stone."

By J. R. Garfield, U. S. Commissioner of Corporations.

Education is the foundation of civilized society. It has well been called "the cornerstone of our republic." Education, which was in the beginning confined to a favored class, is now open to all, and the man who neglects the educational opportunities of his age puts himself out of the running in life's race. The need of education is not confined to the so-called "learned professions," it is equally important in trade, in commerce, in business, in manual labor. The man who day after day works with his hands, runs a machine, keeps books, sells over a counter, works in the bank, or manages a great business corporation becomes a mere drudge, a mere slave to work alone, unless he has by education had his mind opened wide to the thoughts and work of other men.

We must not forget the misery that the greed for gold has brought upon men and nations. The stupendous growth of our country during the last 25 years, the enormous increase of great fortunes in the hands of a few, started the fever of speculation among our people. Men have been crazy to grow rich over night. They have tried, like the seekers for the philosopher's stone of old, to make something from nothing. The result of all this has been the development of what may be termed a "commercial conscience"—a conscience that has chosen a different standard for business than for any other work of life; a conscience that has thrown aside all ideals other than the single one of money; a conscience that has sneered at old-fashioned, common honesty in trade; a conscience that has called trickery ability; a conscience teaching that all things—that all men—have their price, can be bought.

It is under the corporate form that most of the industrial evil of to-day has been done. The individual has hidden behind the corporation. The old-fashioned individual responsibility has been shifted to the responsibility of the corporation, which knows no individual.

This law of personal responsibility is in great measure responsible for the growth of what I have referred to as "commercial conscience." Under the form of a corporation men have been willing to do, or cause to be done, that which they would not do as individuals. Behind the corporate form they have been able to conceal the evidence and record of acts for which, as individuals, they would have been, and should now be condemned. Through the corporation the control of great interests by the ownership of 51 per cent. of the stock has made men forget the minority stockholder and fail to realize that the directors of corporations are trustees for every stockholder, not merely for 51 per cent. of the stockholders.

Publicity in the affairs of corporations is resulting in accurate knowledge of conditions and has opened the way to great improvements. If men know that their business acts cannot be hidden from their associates they will see to it that nothing unfair, nothing dishonest be done. The leaders of business are not insensible to public opinion. A director of a bank would not use bank funds for personal gain if his act would be immediately known to the depositor. The railroad manager would not give rebates if he were unable to conceal them. The manufacturer would not use unfair methods to destroy a competitor's trade, nor deceive the public as to the quantity and quality of his product if his actions would be known to the public.

One of the newer questions in business is the difference between fair and unfair competition. None more need the guide of high ideals. We demand free competition, but competition inevitably means greater success to some than to others. The man without ideals, he who says business is business, adopts as his rule of conduct, "anything to win," uses every means not legally prohibited to destroy his competitors, and, little by little, as the pinch comes, tries by

trickery to evade the law, and finally, if he thinks himself big enough and strong enough, ignores the law. Such men deny that fair competition is possible. They represent the idea that "might makes right."

The game of football is a good example of the rough and tumble of business life. The man who plays for the ball, and in so doing outruns, knocks down, and perhaps injures an opponent, with the hope of thereby getting the ball, he plays an unfair game, and ought to be put off the field. So in business, a man should give the best that's in him to honestly and lawfully make his business succeed, but he should not make the injury or destruction of a competitor the object of his endeavor.

CANADIAN CASTILE SOAP CO.

The Grocer representative had an interview last week with G. E. Maybee, manager of the Canadian Castile Soap Co., of Berlin, Ont. The new venture managed by Mr. Maybee, who by the way is known far and wide as thoroughly posted on soaps and soap products and whose connection with the industry has long been prominent, stated that the production of genuine castile or olive oil soaps had always appealed to him and the establishment of a castile soap factory in Canada both feasible and necessary. The finest olive oils are imported direct from Italy, France and Spain and with the special machinery invented by Mr. Maybee and patented by him in England, United States and Canada, the result is that the finest pure castile soaps are being manufactured in Canada. Soaps for laundry purposes are a feature with the company and the reception by the trade has been so satisfactory that orders are getting ahead of output capacity. Besides laundry soaps the company is putting up the finest olive oil toilet soaps in most attractive packages and styles and a very large business in this is in sight. The importing of the refined olive oil in bulk and manufacturing the soaps in Canada admits of selling genuine olive oil castile soaps at prices that appeal to consumer and dealer alike. With the experience possessed by Mr. Maybee and the energy with which he is known to enter into all his business affairs success is bound to follow.

QUALITY and PRICE!

These are the two points to consider when buying your cigars.

MOGEN-MOGEN and ROYAL SPORT

FIVE CENTS

TEN CENTS

These are the cigars which will give the greatest satisfaction.

QUALITY—The very finest. PRICE—The very best consistent with the quality.

The SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

Business and

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J. W. Hodge, a fine new store attractively. M most enterprisi port merchants.

T. T. Cartw Gillett's goods, after a very su wright reports lett's goods. Th the popularity, tive and the g

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C. D. Chetwy vey & Co., ha business trip a order book sho ders from the has the tea bu down fine. Imp do direct, he c compete with t certainly looks were correct, f saw some large was accompanie lett's representa

T. & M. Win voice of Mont E day. This prog clusive agency bacco.

John Ryan, s Royal Stores, i after doing a re northern bays.

H. Bowering our prominent wives left for Silvia. From t Chicago and M gone about five

W. D. Reid, Newfoundland C tives of the lo Harbor Grace boys sneak high treated.

ANCIENT COLONY NOTES

Business and Personal Happenings in Newfoundland—Trade on the Island is Very Good—Opening for Canadian Pork Products

(St. John, Nfld., September 19, 1906.)

J. H. Roberts returned from his northern trip in the interests of Vim tea. Chesley Woods, the music dealer, who accompanied him on his trip around Green Bay, sold a large number of fine organs for which he is agent. Both gentlemen report a very profitable trip.

Jos. Sellars, representative of Union Blend tea, booked a few days ago the largest order for tea taken from one house for a long time. Mr. Sellars is very popular with the trade.

Chesley Manuels, of Exploits, was in the city a few days ago. Report has it that Mr. Manuels will soon join the noble army of benedicts. Mr. Manuels and his prospective bride are very popular. The Canadian Grocer wishes them every happiness.

J. W. Hodge, Fogo, has just finished a fine new store which is fitted up very attractively. Mr. Hodge is one of our most enterprising and progressive outport merchants.

T. T. Cartwright, representative of Gillett's goods, has returned to the city after a very successful trip. Mr. Cartwright reports increased orders for Gillett's goods. There is no question about the popularity of both the representative and the goods in Newfoundland.

D. P. & L. Osmond, Morton's Harbor, will enlarge their new store built a year or two ago. This progressive firm's business has increased so rapidly of late that they have had to build two large warehouses and a new wharf, and now find their store much too small for their requirements.

C. D. Chetwynd, tea expert for Harvey & Co., has just returned from a business trip around Green Bay. His order book showed some very fine orders from the outport trade. Charlie has the tea business of Newfoundland down fine. Importing the teas as they do direct, he claims they are able to compete with the big London houses. It certainly looks as though these claims were correct, for your correspondent saw some large orders. Mr. Chetwynd was accompanied around the bay by Gillett's representative, T. T. Cartwright.

T. & M. Winter received a large invoice of Mont Bernard tobacco the other day. This progressive firm has the exclusive agency for this brand of tobacco.

John Ryan, special ambassador of the Royal Stores, is now on the west coast after doing a remarkable business in the northern bays.

H. Bowering and W. Munroe, two of our prominent merchants, and their wives left for New York on the SS. Silvia. From there they will motor to Chicago and Montreal. They will be gone about five weeks.

W. D. Reid, general manager Reid Newfoundland Co., gave the representatives of the local papers an outing to Harbor Grace in his motor car. The boys speak highly of the way they were treated.

W. Noseworthy, Clark's Beach, has been spending a few days in the city. Will is one of the best judges of horse-flesh we have in the country.

The many friends among the traveling fraternity of Josiah Manuels, of Exploits, will be sorry to learn that he has not been feeling very well of late. Mr. Manuels is 76 years of age, but is a wonderfully preserved man for his years. The firm of Josiah Manuels is known the length and breadth of the land, and no firm in the country has the confidence of the importers to a greater extent than this house.

Wm. Ashbourn, of Twillingate, has opened a branch business at Herring Neck.

Ayre & Sons have opened a branch in Heart's Content.

Pitts' new premises on Water street will be a great addition to that thoroughfare when finished.

D. Curtin has returned from his vacation which he spent on Belle Island and the South Shore. Dan says he enjoyed the regatta at the latter place very much.

Dunn Bros. have moved to Hay Market Square.

Hon. J. D. Ryan imports large quantities of Irish hams and bacon. Mr. Ryan is one of our most enterprising merchants, who, by strict integrity, has worked up one of the largest trades of the colony. Mr. Ryan is a director in several local industries, and is also president of the Irish Benevolent Society, in which he takes great interest. Mr. Ryan has just returned from a holiday trip to Ireland, which he makes periodically.

R. Wright & Son have leased part of Thistle's premises, which has a fine wharf. They find that with their increased trade they need a wharf where they can handle their schooner trade.

T. & M. Winter received by SS. Polino a large shipment of Gillett's goods, including the largest shipment of Magic Baking Powder received at any one time. Our friend, T. T. Cartwright, is evidently booming things.

Pansy tea is a new brand handled by T. & M. Winter, which is meeting with a large sale. While this firm does not make a big splurge over their tea trade yet they do a large business. Quality, they claim, is their best advertisement.

The following officers were elected by the stockholders of the F. P. Wood Co., Limited: President, M. G. Winter; vice-president, F. P. Wood; secretary and treasurer, H. McConbrey. These with the following are directors: Hon. J. D. Ryan, A. H. Murray, W. Munroe, C. Marshall, P. T. Templeman and G. F. Taylor. The business of the company shows a large increase over the same time last year.

A new foundry is being started in the city and there is a report that a new butterine factory will be built.

The Thos. Smyth Co., Limited, are meeting with large sales of their Candle match. They also report a large increase of business.

J. Urquhart has taken the agency for Pure Gold goods for this market.

R. M. Moore is now on the road for Red Rose tea. Mr. Moore is on the west coast, and reports business very good.

W. J. Kennedy, who is favorably known to the outport trade, now represents the Thos. Smyth Co. He has just returned from a very profitable trip.

W. E. Bearn, the popular merchant of Hay Market Square, does a large outport business. He carries a fine assortment of goods.

NEED MORE SURPRISE SOAP.

Bigger Factory to Meet the Demand—Now Ready.

When a factory increases its capacity 40 to 50 per cent. it's a pretty good indication that the business is expanding, and when it happens to be a soap factory the odds are long that the quality of the product is commending itself to the consumers. That's the case with the Surprise soap factory at St. Stephens, N.B.

J. E. Ganong, president of the St. Croix Soap Manufacturing Co., manufacturers of Surprise soap, is now on a trip to Montreal and Toronto calling on their selling agents. When seen by a representative of The Canadian Grocer and asked about the additions to the factory he replied:

"Yes, we've been busy about three months making two additions to the factory. These will increase our output 40 to 50 per cent. To make room for the enlargement we tore down the older part of the factory erected in 1878. The work has considerably interfered with the output and the orders have got somewhat behind. We are now catching up as rapidly as possible. The enlargement was rendered necessary by the natural increase in the business. The increase has been very large this year."

This success Mr. Ganong attributes to the quality of Surprise soap and the company's liberal treatment of its customers. The company's advertising campaigns have been thorough and their material has been gotten out in good shape. Mr. Ganong was good enough to say they had obtained results from their advertising in The Canadian Grocer.

The institution was established by Ganong Bros., wholesale grocers and confectioners, who started as confectioners in the fore half of the last century. As the manufacturing departments of the business grew the jobbing was abandoned. The St. Croix Soap Manufacturing Co. was incorporated in 1884.

A lady factory inspector was at St. Stephens recently and asked Mr. Ganong: "How do you account for two such large and prosperous concerns as the St. Croix Soap Co. and the Ganong Bros., confectionery manufacturers, being in such an out of the way place?"

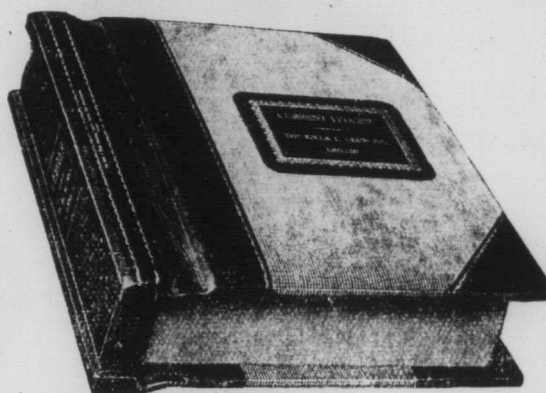
"Brains," replied Mr. Ganong. He was right. It takes brains to build up any business. But the location does not seem so strange when it is understood that St. Stephens affords excellent shipping facilities by both rail and water, especially for raw products.

The Loose-Leaf Systems

were first invented in the United States and improved on from time to time by different large concerns. The Crain Company purchased in 1900 the patent rights for Canada, of the leading Binder on the market, in 1901 we invented and patented another Binder and incorporated the leading features of the two in one, and improved on it until now the

Crain Continuous Ledger

is the recognized standard in Canada. Imitation is the sincerest flattery. The Crain end-screw Binder is the only Binder in Canada giving direct pressure. It is being imitated by others, but not duplicated.



Stock Ledger Outfits

This is the Binder we supply with our stock outfits. We do not substitute a cheap Binder to reduce the cost. We believe a stock outfit should be as substantial as any other. When you are ordering a stock outfit see that you have the best—the one that has stood the test.



THE Rolla L. Crain Co
LIMITED.
OTTAWA, CANADA

Toronto Office :
18 Toronto St.

Montreal Office :
74 Alliance Bldg.

Winnipeg Office :
11 Nanton Block, Main St.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinder

Pulverizing and Granulating



No. 65

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

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.
Granulating 2 lbs. per minute.
Pulverizing 1/2 lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

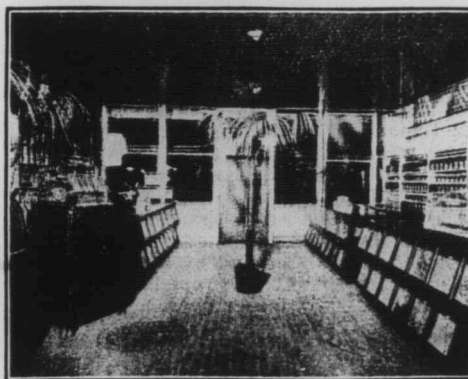
Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

Agents: Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

Agents: Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

A MODERN GROCERY FITTED WITH "WALKER BINS"



GEO. A. VICK & SONS, ORILLIA, ONT.

Walker Bin Fixtures Make an Old Store New

They so change its appearance and display the stock so cleanly and invitingly that everything tempts the appetite. Everything in sight, too, under glass, and protected from dust, insects and tasters. There is no way to so effectively display goods as with

"WALKER BINS"

Booklet for the asking. It's worth the little trouble it takes to write for it.

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

Representatives

Manitoba:—Stuart Watson, Winnipeg. Saskatchewan and Alberta:—The H. W. Laird Co., Limited, Regina, Sask.

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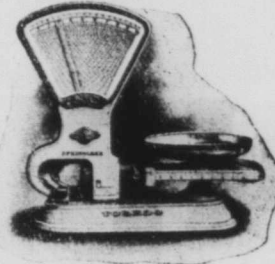
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**METAL
PR**

TOLEDO COMPUTING SCALES

Automatic but Springless.
 The "Toledo" is a money saver because it positively stops the giving of overweight.
 A time saver because it is Automatic.
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.
 It is honest both to the merchant and customer.
 The Toledo system costs you nothing because it is paid for with the money you are now losing.
 For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

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

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
 Manufacturers of
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
 Wellington Mills, London, England
 Agent:
JOHN FORMAN, - 644 Craig Street MONTREAL.

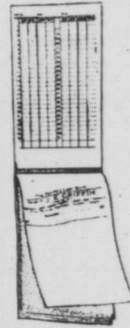
DO YOU THINK

you can get along without our

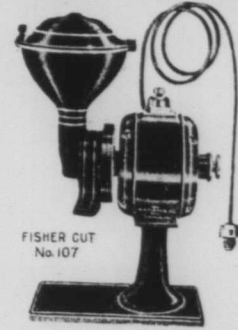
SPECIAL DUPLICATING Counter Check Book

Other grocers don't think they can.

The Carter-Crume Company, LIMITED
TORONTO and MONTREAL



ELECTRIC POWER COFFEE MILLS

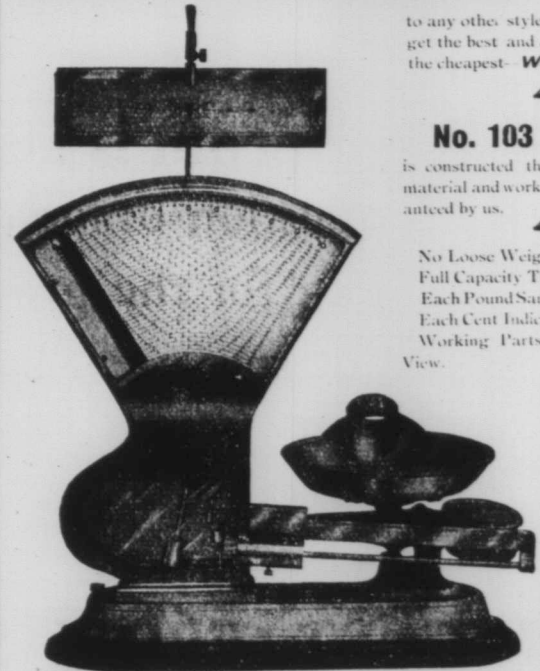


This small cut illustrates another of the designs we make.
 Fitted with 1/4-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.
 Granulates 2 pounds and pulverizes 1/2 pound per minute.
 Makes neat, attractive store fixture. Saves time and labor—increases profits.

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

DO YOU PREFER AN

Automatic Pendulum Computing Scale



to any other style? If so be sure to get the best and at the same time the cheapest—**We have it.**

No. 103 DAYTON

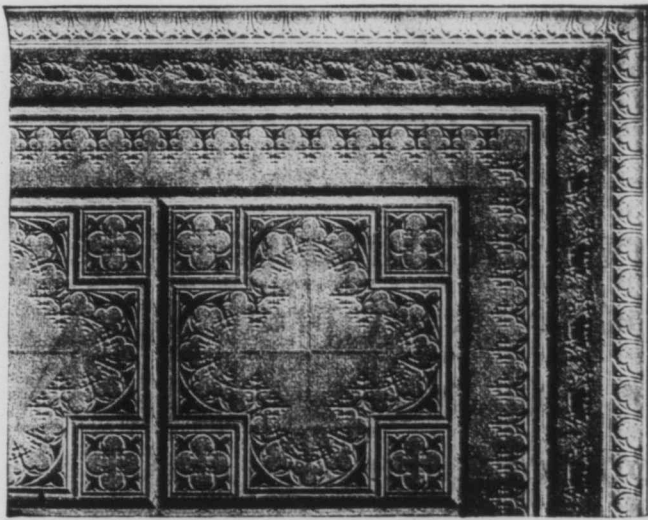
is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
 Full Capacity Thirty Pounds.
 Each Pound Same Width on Chart
 Each Cent Indicated by a Line.
 Working Parts Always in Plain View.

Plate Glass encloses Pendulum.
 A Most Beautiful Fixture.

\$57.00

Send a postal to **THE COMPUTING SCALE CO.**
 OF CANADA, LIMITED
 164 King Street West, TORONTO



What a Difference It Makes

When you look up at a ceiling and, instead of seeing smoky plaster, see beautifully designed

METAL CEILING

That's the aesthetic point! Then there is the sanitary point. **Metal Ceilings** are more healthful than plaster or wood. Then there is the financial point. **Metal Ceilings** need never be repaired. They last forever.

IF YOUR STORE NEEDS THIS CEILING YOU SHOULD GET IT.

METAL SHINGLE & SIDING CO., Limited
PRESTON, - - - ONTARIO



Surprise

A pure hard Soap--the soap that sells all the time because your customers want the best value, and Surprise is far and away better than the next best--this has been proved every day of the 20 years it has been on the market, especially on wash days.

Your profit is insured on Surprise, no question of loss, a sure steady profit waiting for the grocer who pushes the sale of surprise--be one of them.

The ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

QU

Quotations
The following are
responsible for the
Grocer, at our ne

Baking

Cook's Friend--
Size 1, in 2 and 4 doz. b
" 10, in 4 doz. boxes.
" 2, in 6 " "
" 12, in 6 " "
" 3, in 4 " "
Pound tins, 2 doz. in ca
12-oz. tins, " "
5-lb. " " "

W. H. GILL

Diamond--
1-lb. tins, 2 doz. in case
1-lb. tins, 3 " "
1-lb. tins, 4 " "

IMPERIAL BAK

Cases.	Size
4 doz.	10c
3 doz.	8c
1 doz.	12c
3 doz.	12c
1 doz.	24c
1 doz.	51c

OCEAN

Ocean Baking Powder,
" " "
" " "
Borax, 1/2 lb. pac
Cornstarch, 40 p
Freight paid 5 p.

MAGIC

Cases.	Size
6 doz.	4 "
4 "	4 "
4 "	4 "
4 "	4 "
4 "	4 "
4 "	4 "
4 "	4 "
1 "	1 "
1 "	1 "
1 "	1 "
1 "	1 "
1 "	1 "

ROYAL BAKI
Sizes.
Royal--Dime
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels--When packe
cent. discount will

CLEVELAND'S BA
Sizes.
Cleveland's--Dime.....
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels--When packe
cent. discount will

T. KINNEA
Crown Brand--
1 lb tins, 2 doz. in case
1 lb. " 2 " "
1 lb. " 4 " "

Bl
Keen's Oxford, per lb..
In 10-box lots or ca
Reckitt's Square Blue,
Reckitt's Square Blue,
Gillett's Mammoth, 1/2
Nixey's "Cervus," in
" " in
" " according to size.



Another Fatal Accident

occurred in Worcester, Mass., on August 28, 1906, when a young lady of only twenty-three years was the victim of an explosion of inflammable stove polish which she was using. After suffering for hours from frightful burns, death relieved her.

These accidents are by no means rare, as we can prove to you from the daily papers. Don't take any chances by selling customers dangerous explosives under the name of stove polish. Push **RISING SUN Stove Polish** in cakes and **SUN PASTE Stove Polish** in tins. Both are absolutely safe. Both give the greatest possible satisfaction. Both pay you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Whole Fruit Strawberry Jam

You can sell a great many bottles of **Good Strawberry Jam** during the coming winter. But it must be good and must sell at a reasonable price. **BATGER'S** is put up in a very attractive jar and is always "asked for again." Try a four-dozen case. It's bound to give everybody satisfaction.

BATGER'S

AGENTS
ROSE & LAFLAMME
MONTREAL

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE &
LAFLAMME

AGENTS,
MONTREAL.



"EAGLE" Brand
Condensed Milk

For Sale all over
Canada

You cannot be told too often that

BORDEN'S BRANDS

are the best

A good truth is worth repeating.



"PEERLESS" Brand
Evaporated Cream
(UNSWEETENED)

WILLIAM H. DUNN, Montreal and Toronto,
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

RECKITT'S BLUE and ZEBRA PASTE } Always give your
Customers Satisfaction.

Co
For sale
Limit
File, 1
\$1.25

In lots o
books
100 to 500
100 to 1,0

\$1.00 to
5.00 bc
10.00
15.00
20.00
25.00
50.00



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Bode

Bode's
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WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

ONCE USED ALWAYS USED

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted	4c.	4c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

Un-covered and numbered Coupons bered.

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	12 "

Cleaner.

BRUNSWICK'S EASYBRIGHT
WATERLESS CLEANER
CLEANS EVERYTHING.

Per doz.	4-oz. cans	\$ 0 50
	6-oz. "	1 35
	10-oz. "	1 85
	Quart "	3 75
	Gallon "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

Bode's Brands of Chewing Gum.
RETAIL PRICE LIST.

Per Box	
Bode's Menthal "Pepsin" Gum, 40 5-cent pkgs. to the box	\$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the carton	1 00

Infants' Food.

Robinson's patent barley 1-lb. tins... \$1 25
" " " 1-lb. tins... 2 25
" " " 1-lb. tins... 1 95
" " " 1-lb. tins... 2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co. Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case	per doz. \$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in case	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	per lb. 0 06 1/2

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07 1/2
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 07
30-lb. wood pails	per lb. 0 06 1/2

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 60
5, 7, 14 and 30-lb. pails	per lb. 0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 06 1/2
1-bbls.	0 75
Tubs	0 60
Cases, 3-lb. tins	0 09
" 5-lb. "	0 09
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73
Wood net, tin gross weight.	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " " 100 sticks	0 73
Dulce large oent sticks, 100 in box	

Lye (Concentrated)

GILLET'S PERFUMED. Per case.

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

Mince Meat.

Wethy's condensed per gross net... \$12 00
per case of doz. net... 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.N.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" " 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" " 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$0 35
1-lb. tins	" 0 35
1-lb. tins	" 0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	" 0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	" 25
1-lb. tins	" 25 1/2
4-lb. jars	per jar 0 75
1-lb. jars	" 0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 3 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40

In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz. 1 75

Saratoga Chips.

MRS. BAKER'S SARATOGA CHIPS.

35 large size pkgs., per case	\$3 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" " 4 bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz. \$2 15
Worcestershire, Holbrook's, large, per doz. 3 00
Less than case lots, 10c. and 15c. doz. extra

Soda.

COOW BRAND.

DWIGHT'S BAKING SODA

Case of 1-lb. containing 60 packages per box	\$3 00
Case of 1-lb. (containing 120 pkgs. per box)	\$3 00
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box	\$3 00

Case of 5c. pkgs. containing 96 pkgs. per box, \$3 00.

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	per case \$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	

Soap and Washing Powders

A. F. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" black	" 15 30
Oricle soap	" 12 00
Gloria soap	" 12 00
Straw hat polish	" 10 20

LIKE A STALWART TREE

at midsummer—its trim branches full of life, and its foliage revealing calm strength and beauty.

Wood's Package Teas

stand before the public the finest illustration of tea growth, culture, development and selection.

They are the "stand-byes" in thousands of households, where they have added a new charm to the names "May Queen," "Primrose," "Golden Rod," "Fleur-de-Lis."

The four varieties, Ceylon, Formosa, Japan, English Breakfast in each brand.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,



Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.

No. 1 White or blue, 4-lb. carton.	0 06
No. 1 " 3-lb. "	0 06
Canada laundry.	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 07
Silver gloss, 6-lb. tin canisters.	0 07
Edwards's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal.	0 07
Benson's satin, 1-lb. cartons.	0 07
No. 1 white, 6-lb. and kegs.	0 07
Canada White Gloss, 1-lb. pkgs.	0 07
Benson's enamel.	per box 1 25 to 3 50

Culinary Starch—

Benson & Co.'s Prepared Corn.	0 07
Canada Pure Corn	0 06

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
-------------------------------------	------

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

1 case, 5 doz.	\$5 00
5 " " "	4 85
Lot 5 cases, freight paid.	

COGNAC STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch.	
1-lb. cartons, boxes of 40 lb.	0 05
Finest Quality White Laundry—	
5-lb. Canisters, cases of 48 lb.	0 05
Barrels, 300 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case.	0 07
6-lb. enameled tin canisters, 8 in case.	0 07
Kegs, ex. crystals, 100 lb.	0 06

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	\$0 07
---------------------------------	--------

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50
-----------------------------------	------

Celluloid Starch—

Boxes of 45 cartons, per case.	3 50
--------------------------------	------

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkgs, cases 5 doz., per case.	4 75
-------------------------------	------

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 05

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05
" 100-lb. kegs.	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-5 family pkgs., 48 lb	0 07
" 1-lb. fancy, 30 lb.	0 07
" large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 06



OOKAN MILLS.
 Chinese starch,
 per case of 4
 doz., \$4, less 5
 per cent.

J. & J. COOLMAN'S, LIMITED.

Rice Starch—
 Packed in cases of 56 lbs. each (cases free)

No. 1, London— Per lb.

Blue, white or assorted.	64c.
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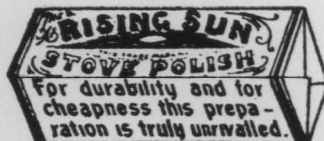
In Pictorial Cardboard Boxes—

4 lbs. net weight.	84c.
1 lb. gross weight.	84c.
1 lb. gross weight.	84c.
1 lb. gross weight.	10c.

**Buff Starch, for Curtains, Lace, etc., in
 Cardboard Boxes.**

1 lb. gross weight.	94c.
---------------------	------

Stove Polish.



**For durability and for
 cheapness this prepara-
 tion is truly unrivalled.**

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case	
Plain tins, with label—	
3 lb. tins, 2 doz. in case.	1 15
5 " " " " " "	2 4
10 " " " " " "	3 3
20 " " " " " "	3 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can.	4 40
1 " " " " " "	4 90
" " " " " "	5 45
" " " " " "	5 70



Teas.

SALADA CEYLON.

Wholesale. Retail

Brown Label, 1's.	\$0 20	\$0 25
Green Label, 1's and 1/2's.	0 21	0 26
Blue Label, 1's and 1/2's.	0 22	0 30
Red Label, 1's and 1/2's.	0 30	0 40
Gold Label, 1's.	0 36	0 50
	0 44	0 60



**LUDELLA CEYLON, 1's
 AND 1/2'S PKGS.**

Blue Label, 1's.	\$0 18	\$0 25
Blue Label, 1/2's.	0 19	0 25
Orange Label, 1's and 1/2's.	0 21	0 30
Brown Label, 1's and 1/2's.	0 28	0 40
Brown Label, 1's.	0 30	0 40
Green Label, 1's and 1/2's.	0 35	0 50
Red Label, 1's.	0 40	0 60



**MOTHER'S
 FAVORITE
 MELAGAMA
 TEA.**

put up in 30, 60 and 100 lb. boxes.

Wholesale		Retail
Black, green, mixed, 1 lb.	0 18	0 25
" " 1/2 lbs.	0 19	0 25
" " 1 lb. & 1/2.	0 20	0 30
" " 1 lbs. & 1/2.	0 28	0 40
" " 1 lbs. & 1/2.	0 35	0 50
" " 1 lbs. & 1/2.	0 40	0 60

3 p.c. off 30 days or 3 months.



**KOLONA
 PURE CEYLON TEA**

Black Label, 1-lb., retail at 25c. \$0 19

Blue Label, retail at 30c.	0 22
Green Label.	0 28
Red Label.	0 35
Orange Label.	0 42
Gold Label.	0 55



**RED ROSE
 TEA.**

**Head Office, St.
 John, N.B.
 Toronto Office, 3
 Wellington E.**

Wholesale. Retail.

Brown Label, 1's and 1/2's.	0 20	0 25
Crimson " 1's and 1/2's.	0 22	0 30
Green " 1's and 1/2's.	0 25	0 35
Blue " 1's, 1/2's, 1/4's	0 30	0 40
Bronze " 1's, 1/2's.	0 36	0 50
Gold " 1's, 1/2's.	0 44	0 60

All grades, either black, green or mixed.



**BLUE RIBBON
 TEA CO., TORONTO**

Wholesale. Retail.

Yellow Label, 1's and 1/2's.	0 20	0 25
Green Label, 1's and 1/2's.	0 22	0 30
Blue Label, 1's and 1/2's.	0 25	0 35
Red Label, 1's, 1/2's, 1/4's.	0 30	0 40
White Label, 1's, 1/2's and 1/4's.	0 35	0 50
Gold Label, 1's and 1/2's.	0 42	0 60
Purple Label, 1's and 1/2's.	0 55	0 80
Embossed, 1's and 1/2's.	0 70	1 00



**RAM LAL'S
 PURE INDIAN TEA**

Cases, each 60 1-lb.	\$0 35
" " 60 1-lb.	0 35
" " 120 1-lb.	0 35

"CROWN" BRAND

Wholesale. Retail	
Red Label, 1-lb. and 1/2's.	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2's.	0 28 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2's.	0 20 0 25
Japan, 1's	0 19 0 25

E. D. MAROEAU, Montreal.

Japan Teas—

"Ondor" I 40-lb. boxes.	\$...
" " II 40-lb. boxes.	"
" " III 80-lb. boxes.	"

EMD AAA Japan, 40 lb "at."

AA 40	"
Blue Jay, basket fired Japan, 70 lbs.,	"
"Ondor" IV 80-lb. "	"
" " V 80-lb. "	"
" " XXXX 80-lb. boxes.	"
" " XXXX 30-lb. "	"
" " XXX 80-lb. "	"
" " XXX 30-lb. "	"
" " XX 80-lb. "	"
" " XX 30-lb. "	"
" " LX 60-lb. per case, lead 0 27 1/2 packets (25 1's and 70 1/2's)	"

"Ondor" Ceylon black tea in lead packets

Green Label, 1/2, 1/4 and 1/8,	60-lb. cases	retail 0 27 1/2 at 0
Grey Label, 1/2, 1/4 and 1/8,	60-lb. cases	retail 0 30 at 0 23
Yellow Label, 1/2 and 1/8,	60-lb. cases	retail 0 35 at 0 26
Blue Label, 1/2, 1/4 and 1/8,	60-lb. cases	retail 0 40 at 0 30
Red Label, 1/2, 1/4 and 1/8,	60-lb. cases	retail 0 50 at 0 34
White Label, 1/2, 1/4 and 1/8,	60-lb. cases	retail at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17 1/2

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s.	\$0 46
" Amber, 6s. and 12s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" Fair Play, 6s. and 12s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 12s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	\$15 00
V.H.C., 1-20.	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.	35 00
El Sergeant Premium, 1-20 1-40	55 00
J.C.C.I., Havana P. Finos, 1-20.	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13-1-6.	0 45
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, 1-lb tins.	0 75
" 1-lb	0 70
" 1-lb	0 65

Vinegars.

E. D. MAROEAU, Montreal. Per gal

EMD, pure distilled, highest quality.	\$0 29
Ondor, pure distilled.	0 27
Old Crow.	0 23

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	\$1 10
Gillett's cream yeast, 3 doz. in case.	1 10

WARNING!



SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL



"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
 HAMILTON POTTERY
 HAMILTON, - ONTARIO

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By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

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- WHERE TO BUY TEAS.
- BULK V. PACKAGE TEAS.
- HOW TO ESTABLISH A TEA TRADE.
- TEA BLENDING, ETC., ETC.

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It has been tried in every particular for twenty years and NEVER FOUND WANTING

3 doz. in a case. Sold by Every Jobber

J. H. WETHEY,

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C. & B.

Crosse & Blackwell's Marmalade

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

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