

# CHEESE

We are offering finest quality of Cheese in boxes 60 to 65 lbs. each, at very close prices to the trade. Your orders by mail or wire will receive our best care.

**J. Y. GRIFFIN & CO.**  
WINNIPEG, MAN.

## California Fruit Washington Fruit Ontario Fruit

**SCARCE AND HIGH AT ALL POINTS**

Preserving season now open. Prices of when everything at bed rock.

We have two cars Ontario Fall Apples consisting of Alexanders, Duchess, St. Lawrence, now in. Lose no time in ordering—Ontario Apple Crop huge failure.

**R. A. ROGERS & COMPANY Ltd.**  
WINNIPEG

F. D. ROE, President

R. ABERNETHY, Vice-President

T. F. FATHERSON, Sec.-Treas.

**The Canadian Pacific  
Lumber Company Limited**

Manufacturers of and Wholesale  
Dealers in all Classes of  
British Columbia



MANAGER

**PORT MOODY, B.C.**

CAPACITY: LUMBER—60,000 feet per Day; LATH—50,000; SHINGLES—150,000.

We have the largest dry kiln capacity of any mill in B.C.; also the largest amount of sheds, and these are well stocked with Manitoba lumber. We have seven planers and are prepared to ship promptly. We understand the requirements of Manitoba dealers. Send to us for your next car. F. V. TOWN, and JAMES MAYROOD, Salesmen.

### Getting Out and About.

Retail shoe dealers should get out more.

Not merely in the sunshine or fresh air, but among the wholesale and retail shoe trade, near and distant.

Knowledge comes but wisdom lingers. New experiences are cropping out every day. New wrinkles, honest and otherwise, keep coming to the surface. Men are apt to take too much for granted.

Get out into the light of day. Retail shoe dealers are too much inclined to stay in their stores like spiders in webs.

They—the retailers—not the spiders—doubt if they can learn anything by visiting around and may possibly imagine that nobody wants to see them, and then there is the expense of a trip. This kind of reasoning is silly and costly and leads to many good men mending up and fading out of business.

There are limits to modesty and the wearied creature who never leaves his store except to take a trolley ride or go to church, will presently have no store from which to take a trolley ride or go to church.

I met a bright and enterprising shoe retailer last week. The store reflected the man who ran it. Without being expensively furnished or fitted, it had the latest ideas and there was a look of briskness and energy about it, that was a bracing as a salt water dip in the sunshine of a warm day.

"I get outside," said he to me, "and see what my competitors are doing. I run down to Chicago at least twice a year simply for the purpose of keeping up my acquaintance with shoe manufacturers and jobbers, looking at samples and getting posted on the very latest wrinkles of all kinds."

"Then again, I take short trips to surrounding towns and talk with leading shoe retailers there. We compare notes as to the best and cheapest methods of pushing for trade and holding it. We discuss profits and exchange the experiences we have had with different jobbers and manufacturers and thus become of mutual benefit."

"Of course this is not done in a day, but by visiting around according to opportunity I have made many pleasant friends and they have in turn called on me and thus it goes."

This is the kind of talk I like to hear. It would not pay shoe retailers, except in large cities, to run their clubs for mutual advantage, but these clubs could be organized informally, in a way, by shoe retailers calling on each other from time to time, conferring and doing in a small way what nearly all bodies of business men do in a large way.

The day of splendid isolation is past. Smart and successful shoe manufacturers don't sit at home and dream of new styles and shut themselves up from the world. They get out and about and keep thoroughly posted on what their competitors are doing, and the latest developments in the market and thus are enabled to get better work done in their own factory.

On the single question of advertising, shoe retailers who felt dubious about discussing business problems in their own town should run out at least two or three times a year to other towns or cities and thus get the benefit, that comes from knocking around with eyes to see and ears to hear—Hide and Leather.

It is understood that the great ship-building firm of Armstrong, Whitworth & Co. of Newcastle, Eng., are considering the feasibility of building a shipyard in Canada.

It is reported in Liverpool advice that the first shipment of new crop apples sold there at the equivalent of \$1.39 per barrel returned. The fruit is said to be unattractive. Shipments sold in Liverpool during last week at the equivalent of \$1.07 per barrel, returned, and in the Glasgow market at the equivalent of \$2.31 and \$3 per barrel.

It is reported that two meetings of traffic officials were held at Chicago on Wednesday, and as a result it was finally decided that all grain rates should be advanced October 21 to the following: Chicago to New York for domestic use 17 1/2c per 100 pounds, for export 16 cents. The present rate for Chicago and export is 15c. Export wheat from Kansas City to Gulf ports, 15c per 100 pounds; to the Mississippi river and 13c to Chicago.