

**PAGES
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THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII.

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NO. 38.



Leaves no room for Criticism

Keen's Oxford Blue

is so pure in its constituents that it does its work perfectly. That is all your customers want.

For sale by all jobbers.

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



Place It on Your Counter—

Put up in Tins		
2-lb. Tins—Cases	2 doz.	Also in Brls, ½ Brls. Kegs and Pails.
5 "	" " 1 "	
10 "	" " ½ "	
20 "	" " ¼ "	

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

A display of "CROWN BRAND" CORN SYRUP will be a seasonable leader from now on. Your customers will appreciate the reminder.

FOR SALE BY ALL JOBBERS.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL

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**“The World’s
Best”**

The cook who uses Cox’s Gelatine knows in advance exactly what to expect, namely, exactly what she (and all other cooks) want, *satisfactory results.*

There are no adulterations in Cox’s Gelatine—no by-products to lessen the purity at the expense of a little extra profit for the maker.

**COX’S
GELATINE**

*Gelatines come and go
with each recurring
season but “Cox’s”
comes and stays.*

**COX’S
GELATINE**

For greater convenience to meet most modern requirements it is put up in powdered form. **STRONGEST, PUREST, BEST.** The maximum of quality at the minimum of price to the grocer who buys and sells it. The Gelatine that established the standard.

ABSOLUTELY PURE.

A. P. Tippet & Co., Agents

*8 Place Royale
Montreal*

*84 Victoria Street
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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J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

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Importers, Exporters and General Commission Merchants.
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FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

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Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
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Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention.

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Open for a few more first-class lines

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Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
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On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

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The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
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W. G. Patrick & Co.
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Established 1885.

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Agents for Grocers' Specialties and Wholesale Grocery Brokers
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J. P. THOMAS
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TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
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Established 14 years. Correspondence solicited

(Continued on page 4.)

New Season's Fruits—

IN STORE

VALENCIA RAISINS

CALIFORNIA—

APRICOTS and PEACHES

—Send Us Your Orders—

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

FORGE AHEAD!

Are YOU forging ahead, or merely holding your own, or, worse still, going back?

THE WAY, in these days of fierce competition, is only OPEN to those who insist upon their TEAS being of undoubted QUALITY and VALUE. Our TEAS are the product of long experience, expert skill and knowledge, and the PRICES, too, are RIGHT.

YOU CANNOT GO WRONG with a full assortment of

Blue Ribbon Teas

to supply your customers with.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St. - Montreal

THE CANADIAN GROCER

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Wholesale Grocery Brokers
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139 Water St., - Vancouver, B.C.
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That's the amount we've collected
for clients during the past year—
our first year in business. In May,
1907, we handled 140 new claims. In
April, 1908, we handled 425 new
claims. No wonder our clients are
satisfied. They have the proof of our
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Let Us Cure Your Slow Collections.

The Beardwood Agency

313 New York Life Building
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The Condensed Ads. in The
Canadian Grocer bring results

Oakey's The original and only Genuine
Preparation for Cleaning Cut-
lery, 6d. and 1s. Cansisters
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

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

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Firms Abroad Open for Canadian Business.

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LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a ship-
ment of CANNED GOODS.
T. A.—Scottish, Liverpool.

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.

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You can make money as well as
oblige your customers if you handle
our

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

We can supply all your basket
wants and guarantee satisfaction
because we guarantee the goods.
Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.



QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

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Offices Throughout the Civilized World

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the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the
merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no
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SOLE & EXPORT, Gen. Man. Western Canada, Toronto.

Handle Canned Goods That Are Recognized Leaders.

A modern philosopher has discovered that "The more aims you have in life the less likely you are to hit anything." Concentration is one of the secrets of success. There is a wealth of wisdom in this for the merchant. Concentrate your efforts on selling well-known lines and you'll be ahead at the end of the year. Don't load your shelves with a dozen brands of uncertain Canned Goods and keep your customers forever experimenting.

Canadian Cannery's Peas Have Created A Big Trade for us

And they will do the same for you. We particularly recommend our Grade No. 2 SWEET WRINKLE PEAS. They are deliciously sweet and tender, and rapidly win new friends wherever introduced. They have a constant and ready sale all the year round. They are genuine business builders and can be sold at a good margin of profit.

Our Peas are packed in four grades as follows:—

- Grade No. 1—Extra Fine Sifted Peas
- Grade No. 2—Sweet Wrinkle Peas
- Grade No. 3—Early June Peas
- Grade No. 4—Standard Peas.

BRANDS:—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), "Auto" (Canadian Cannery), "Kent," "Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Lion" (Boulter), "Thistle" (Brighton), "Grand River" (Lalor), "White Rose" (Lakeport).

Canadian Cannery, Limited
Hamilton, Canada.

The Housewife's Favorite

Brand of canned goods is

OLD HOMESTEAD BRAND

That's because Old Homestead Brand is always reliable. Nothing ever gets into an Old Homestead can but fruits and vegetables that are thoroughly good all the way through. And our careful, sanitary, up-to-date methods of processing properly preserves every speck of delicious natural flavor.

Old Homestead Goods Are Honest Goods

We aim to produce canned goods that will assure your customers that they are getting good, honest value for their money.

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

MESSRS. EBY-BLAIN, Limited, Ontario Agents

EVER

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n

WM. E.

COAST SEALED

EVERY POUND COUNTS

Every Pound of Tea You Sell Either Helps Your Business or Does It Harm

When you sell a cheap tea you may please the bargain hunters at the time of buying but at the time of drinking they are condemning you most strongly, ignoring altogether the fact that they purchased at a low price. While that tea lasts everyone drinking it is dissatisfied. On the other hand, if you sell good tea at a fair price, you are constantly making and keeping customers, and the remark is constantly made—"Yes, everything you buy at _____ is good."

"SALADA"

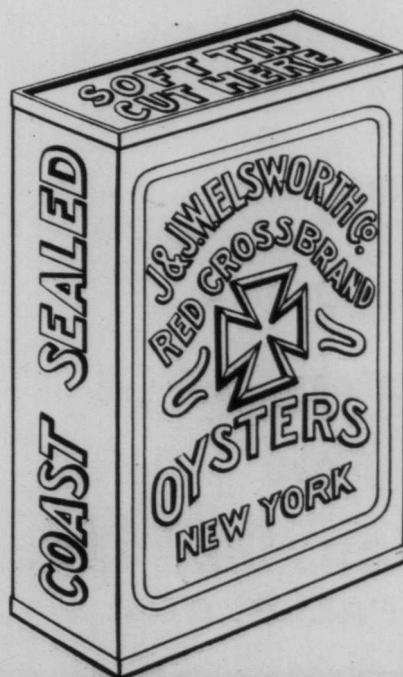
will make you hosts of lasting customers, for all are delighted with its flavor.

WM. E. ELSWORTH, Pres.

ESTABLISHED 1860

J. WATSON ELSWORTH, Sec. and Treas.

J. & J. W. ELSWORTH CO.



Our Red Cross Brand of Oysters, which we sell in quart and pint cans, are strictly Pure, Wholesome Sea Food.

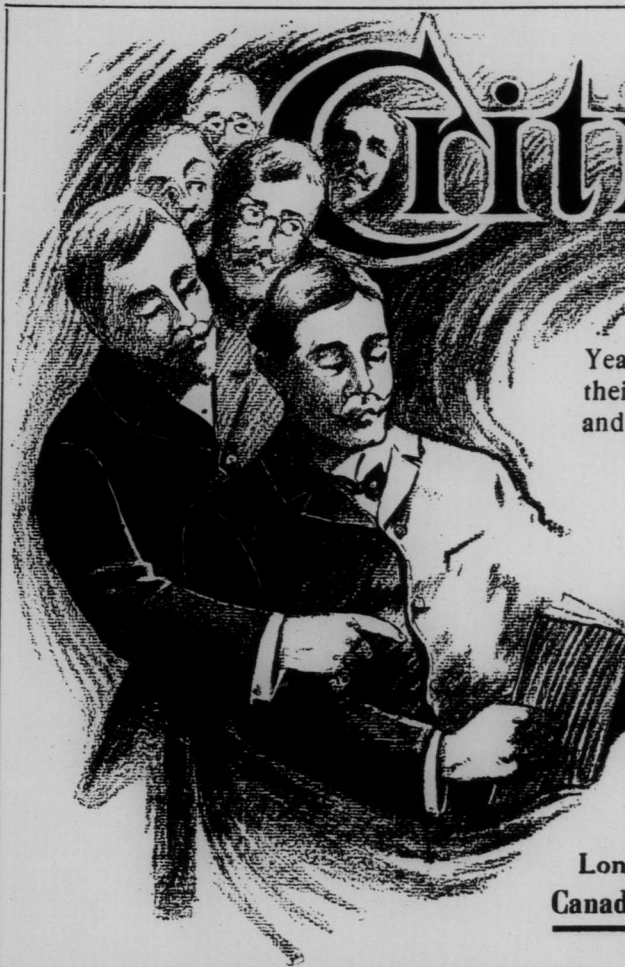
We use the most up-to-date sanitary appliances for handling these oysters.

We defy competition upon quality. These cans are full quarts and pints, their measure being guaranteed.

One year's sales thirty-nine million oysters.

Quotations and information in general as to sizes, prices, etc., will be furnished upon application to our Main Office.

**Boat No. 8, Foot Bloomfield Street
NEW YORK**



Criticism

is fatal to the grocer unless it is favorable. Years have established these high-class raisins securely—their quality above comparison. The dealer is sure of a steady and profitable business who stocks

F. W. ROWLEY & **S. BODI**
DENIA DENIA
Extra Fine Selected Finest Selected

Brands that mean **RAISINS**

Our 14-lb. and 28-lb. boxes of
Shelled Almonds
 are winners.

UNDERDOWN & CRICHTON
 London, England Valencia, Spain Denia, Spain
 Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.



Give the Tomato a Chance.

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato**, not the **Tomato** to the size of the **Opening**.

Pack **Whole Tomatoes**, not Crushed Fruit.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Ams Patents

“O.K.”

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatele,	from Malaga	Raisins,	from Valencia
Cane Sugar,		Mangoes,	
	from West Indies		from West Indies
Oranges,	from Seville	Ginger,	from Jamaica
Red Peppers,	from Zanzibar	Capeloums,	from Zanzibar
Nutmeg,	from Penang	Mace,	from Penang
Cloves,	from Penang	Cinnamon,	from Ceylon
Tomato Puree,	from Italy	Garlice,	from Italy
Shallots,		Soy,	from India
	from Channel Islands	Lemons,	from Messina
	Virgin Malt Vinegar		

A select proportion of the above constitutes the delicious "O.K." Sauce.

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Georg Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

Medals and Diplomas:

London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.

RETAILS 25 CENTS PER LARGE BOTTLE.

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BY

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LONDON, Eng.

Telephone. Main 6285

WRITE FOR Laid DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.



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

**ACME PELLETS
M. & R. WAFERS**

and a complete line of **LOZENGES, ETC.**
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N. Y.

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Canadian orders filled at our Montreal factory, Ernest Street and Deslardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

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Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

**AT
\$7 A CASE, AND UP**

you will find that you have one
of the best propositions on the
market in

Marsala Wine

As an after-dinner beverage it
is unequalled. Order a trial
case and see how your cus-
tomers will appreciate it.

Museo Commerciale Italiano
43 St. Antoine St., Montreal

Sole Agents American Continent Phone Main 2731

STOCK THE BEST.

"KIT"

COFFEE



ASK FOR
KIT
COFFEE
A HIGHLY CONCENTRATED ESSENCE
THE FINEST
COFFEE AND CHICORY
READY FOR INSTANT USE
MADE WITH HEATED MILK
THAT BOILS
IT'S DELICIOUS

An up-to-date extract, entirely
free from the bitterness so objec-
tionable in ordinary essences.

"K C" Sauce
A rich, thick, Sauce, delicious
in flavour. A splendid relish
with fish, flesh or fowl.

WORCESTER SAUCE
Equal in quality to anything
at double the price. Sold
as an advertising medium
for KIT COFFEE.

A Word to the Wise
The Merchant introducing
those lines to his customer's
MAKES NO MISTAKE

Agents in the Dominion
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Winnipeg, Mason & Hickey, 108 Princess St.

THE BEST

Lea's Ceylon Relish

A cold meat condiment, made from Cucumber, mixed with Mexican Sweet Peppers and the finest of California Seeded Raisins, nothing but the highest grade of English Malt Vinegar used in its manufacture. Packed in 15c. and 25c. sizes, a good seller wherever introduced.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Western Representatives: Mason & Hickey, Winnipeg; Wilson & McIntosh,
Vancouver

THE CANADIAN GROCER

IN STOCK

NEW CROP SELECT VALENCIA RAISINS

Quality Excellent

THE DAVIDSON & HAY LIMITED

Wholesale Grocers

36 YONGE STREET

TORONTO

Quaker Salmon

First arrivals now in store. We advise all dealers desiring the highest grade fish to order at once as supplies on the coast are about exhausted.

You Get Quaker Salmon for:

TRADE MARK

FLATS - - - \$2.15



TALLS - - - \$2.00

SONS

ESTABLISHED 1834.

Scarcity of finest fish in Fraser and Skeena Rivers this year has not resulted in the slightest deterioration in the renowned quality of **Quaker Salmon**. You can order with a free conscience, knowing that you will be able to recommend **Quaker Brand** to your customers as strongly as ever before.

MATHEWSON'S SONS, Wholesale Grocers

202 McGill Street

Montreal

Japan Teas

The close of the season is rapidly approaching, and we solicit the balance of Import Orders from Canadian Jobbers promptly. : : : :

S. T. Nishimura & Co.

Montreal and Japan

DO YOU ATTACH ANY VALUE TO THE
EVIDENCE OF IMPARTIAL ANALYSIS?

Samples obtained from widely distant points and examined and compared by the
official government food analyst resulted in the declaration that

E. D. S. Brand Jams and Jellies

are the purest sold in Canada



Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal;
Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.;
J. Gibbs, Hamilton.

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

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

THE CANADIAN GROCER

VALENCIA RAISINS

New Goods Now in Store.

Brands : Monton, Trenor, Rowley.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand
and we want to give our
customers as good service
as good quality.

ORDER TO-DAY FROM OUR AGENTS:

**Purnell &
Panter, Ltd.**
**Bristol,
England**

C. E. McMichael, - - St. John, N.B.
H. Haszard, - - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S. Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Brokerage Co., - Winnipeg, Man.
C. E. Jarvis & Co., - Vancouver, B.C.

Fruit Jars

Jar Rings

Butter Tubs

Butter Paper

Brooms, Brushes

Baskets

Walter Woods & Co.
Hamilton and Winnipeg

THE NEED SUPPLIED

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates. The

"DUPLIX"

COUNTER CHECK BOOK

is just that kind of book. It is made in various sizes too. You will find the book of much service to you.

Write and secure sample, free.

The Carter-Crume Company Limited,

Toronto and Montreal



The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St., E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

IMPORTANT

Our Representative is visiting the Dominion establishing agencies for the sale of our renowned

"TEA PLANT" PACKET TEAS

His address is, 303 Frank St., Ottawa. Write him.

For over half a century

Cooper Cooper & Co's Teas

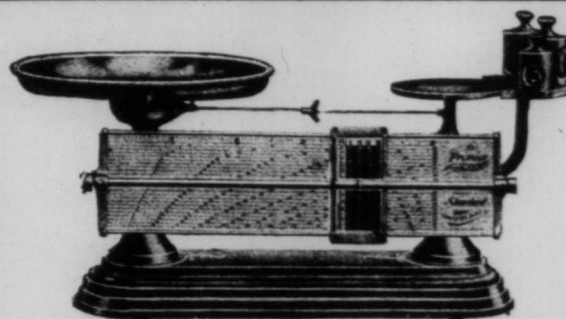
stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
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Premier No. 1 Computing Chart Scale—a high-grade scale at a **big saving**.

No giving of OVER weight with this scale—"Exact Weight" Indicator prevents that. Wonderfully sensitive—Marvelously accurate—the scale of all scales for "fine" weighing of light groceries, teas, coffees, etc. Range of prices 4c. to 70c. pound, including fractional prices. Capacity 30 lbs. One movement of sliding poise tells "exact" weight and money value of article—all in plain sight of customer. Knife Edge Pivots protected by V-shaped Agate Bearings, which prevent rusting, corroding or binding. This scale sold to you at a clear saving of 35 per cent. on competitors' prices. Read our catalogue and learn why we are selling the Premier No. 1 for such a low price. Write to-day.

Onward Manufacturing Co.
Berlin, - - - - - Ontario

Mince Meat

and

Sauer Kraut

The season is to hand when your customers will be asking for these specialties. If you sell them "Lytle's" brand you will have pleased customers—those who will want to do further business with you.

—Write us for
quotations on new
season goods.

THE T. A. LYTLE CO., LTD.

Sterling Road, - Toronto, Can.



ST. CHARLES CREAM
UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA



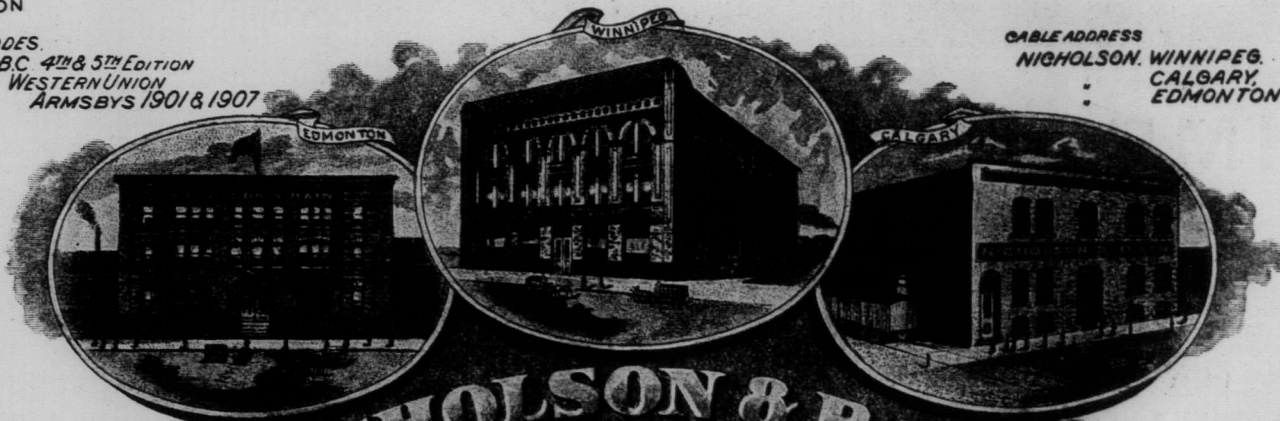
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES.
ABC 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON, WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan and Alberta:**—

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba.....	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan.....	3,170,000	18½ "	58,645,000 "
Alberta.....	410,000	21 "	8,610,000 "
Total.....			107,905,000 "
	Total acreage in the three provinces.	Estimated Yield per acre	
Oats.....	2,660,000 acres	34 bushels	90,440,000 bushels
Barley.....	860,000 "	21 "	18,060,000 "
Or a total in the three Cereals of.....			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95½c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 89¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

NICHOLSON & BAIN
CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

TO THE TRADE:

England consumes nearly
four times as much of

CEYLON TEA

as of all others, save India, although she
has been getting it only one-eighth as long.

“WHY?”

Mainly because, of all Western
peoples, the English best know tea.

For the Same Reason

England consumes about 6 lbs. and Canada 5 lbs. to
the United States $1\frac{1}{4}$ lbs. of tea per capita. Every
English Grocer knows tea; he has made it a study.

THE CANADIAN GROCER

Good Profit Appeals

to your business judgment. That is why our **Mixed Pickling Spices** are lines worth handling. They yield you a return commensurate to the effort expended in pushing them. Put up in $\frac{1}{4}$ lb. transparent packages.

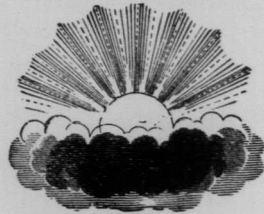
Order While the Pickling Season is On.

S. H. EWING & SONS

MONTREAL
and TORONTO

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

Why

Brooke Bond's Packet Teas are such Good Value.

You may have heard that we sell over 100 tons of tea every week in Great Britain.

We have the resources of that great trade to use for our Export Trade.

In our own Bonded Warehouses we blend and pack teas for all markets in tin, lead, foil, parchment-lined bags, or any other form of packing desired.

We pack under your own label and with any style of printing you may choose.

For samples apply to

Messrs. Hamblin & Breton,
Corner of Notre Dame and Victoria Streets,
WINNIPEG, MANITOBA.



WHAT ARE THE REQUISITES

of a really high-grade flavoring extract? They are two—Strength and Purity. Every test proves that

Shirriff's Flavoring Extracts

are the highest in Strength and Purity.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

Tartan

BRAND

PIN YOUR FAITH TO LIST BELOW.

ALL TRADE WINNERS

Tartan Vegetables and Fruit } Are the finest goods packed.
" Salmon }
" Tea, 25, 30, 40, and 50c., packed at the Gardens.
" Coffee, Spice and Extract—Absolutely pure and guaranteed high grade
Imperial Vinegar—Undisputed Quality. Lea's Pickles—With the home flavor.
Wagstaffe's Jams, Jellies, Marmalade, Mincemeat, and Plum Pudding.

Our travellers have full information.
Phone 596, Free to Buyers.

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

We Want to Impress upon the mind of the trade, the fact that we own three thousand acres of garden upon which is grown from seed every particle of fruit or vegetable used in

FARMER BRAND

This fact is important to YOU because it indicates that you need not take risks by ordering canned goods made from stock bought in a fluctuating market. Make sure of quality by ordering **FARMER BRAND**.

FARMERS' CANNING CO., Limited
BLOOMFIELD, - ONTARIO

MONEY-MAKING LINES

AROMA TEA AND AROMA COFFEE

The most satisfactory goods to the consumer.
The most profitable goods to the merchant.
Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Granulated Sugar will be in active demand for preserving and canning purposes. When ordering supplies ask for

Redpath

the BRAND approved for over fifty years and to-day the STANDARD OF EXCELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,

Limited

MONTREAL

VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify

“BEAVER” BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable.

Packed by
Mahiques Domenech & Co
Denla, Spain

Canadian Agents:
Rose & Laflamme, Limited
Montreal and Toronto

WE WANT YOUR ORDERS
FOR

“Balmoral” Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

We ask no favors. “Balmoral”
sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR

MONTREAL

DR TIBBLES' Cocoa

A leading British line
well-known and
largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

J. WALTER SNOWDON
23 Burton Ave.,
Westmount, Montreal

Ontario Agents:

GREEN & CO.
25 Front St. E., Toronto

WRITE OUR AGENTS FOR PRICES. Etc.

W. H. ESCOTT, 141 Bannatyne Avenue East, Winnipeg

Sample Cases Now Ready for Delivery

THE WORLD'S
STANDARD

WHITTEMORE'S POLISHES

ONCE USED
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust. No rubbing. ff. A sponge in every package, so always ready for use

Large size, per gross,
10c. size, per gross.

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, knaki, russet and brown, in the same sizes and at the same prices as "Quick White."



"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing

Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross



OIL PASTE

for
ALL kinds
of
Black
Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Oils.

Price per gross

Excellent for old rubbers.

"SUPERB" Patent Leather Paste



For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.

Large size per gross
Med. size (blue tin boxes) per gross
Per doz. 1/2 lb. boxes
Per doz. 1/4 lb. boxes

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross

"BOSTON JUNIOR"

10c. size, per gross
Also in Russet and Ox Blood

"ELITE" Combination

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross

"BABY ELITE" Combination

10c. size per gross

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross .

Star Russet Combination

10c. size per gross

Russet Pastes

Dandy, large per gross

Red Box, medium "

Per doz., 1-4 lb. tins . . .

Per doz. 1-2 lb. tins . . .

Elite, Ox Blood and

Brown Pastes same sizes and prices



If interested write for
CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET
CAMBRIDGE, MASS., U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.



The Oldest, Best, Purest and Safest of all

Borden's Brands

Condensed Milk and Evaporated Cream

"Eagle Brand"
Condensed Milk

and "Peerless Brand" Evaporated Cream stand out superior in every way to all other similar products—They hold your trade.

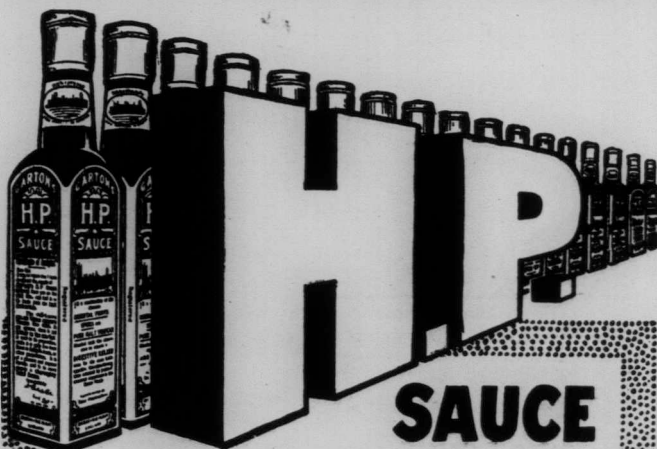


WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

Unsweetened



SAUCE

A REAL LIVE SELLING LINE

Is what you want. H.P. Sauce is what you are looking for. It has all the necessary qualifications for a leading line. It is expensively advertised and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century. Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

W. G. Patriok & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.



**As Well Known As Any Staple
MATHIEU'S NERVINE POWDERS**

have been a household remedy for 10 years or more. They are as well known, and in one way or another in as constant demand as any staple. Their sales this year are larger than ever. Look over your stock and send us your order.

*No need to tell you that the demand for
Mathieu's Syrup of Tar and Cod Liver
Oil doesn't cease with winter.*

J. L. Mathieu Co., Sherbrooke, P.Q.

Proprietors

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

**THE BRITISH ARMY HAVE BEEN USING
Molassine Meal**

for several years, and take it in quantities. It keeps horses in good condition, healthy, and adds lustre to their coats.

Eradicates WORMS, prevents COLIC, DIARRHŒA and COUGH.

Not a condiment, but a food replacing other food stuffs.

Ask for free booklet on Internal Parasites (Worms) of Domestic Animals, by F. T. Barton, M.R.C.V.S., London, Eng.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL



**CAPSTAN Brand
High-Grade Tomato Catsup**

Put up in 10, 16 and 20 oz., bottles of a new design and is very attractive. This catsup is far superior to many others and is giving perfect satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

BECAUSE

QUEEN BRAND

Fruits and Vegetables

are

Always uniform in Quality.
Always neat in Appearance.
Always as cheap in Price,
they are
Always in Demand.

Send a trial order to your Dealer and you will never regret it.

Belleville Canning Co.

BELLEVILLE,

ONTARIO

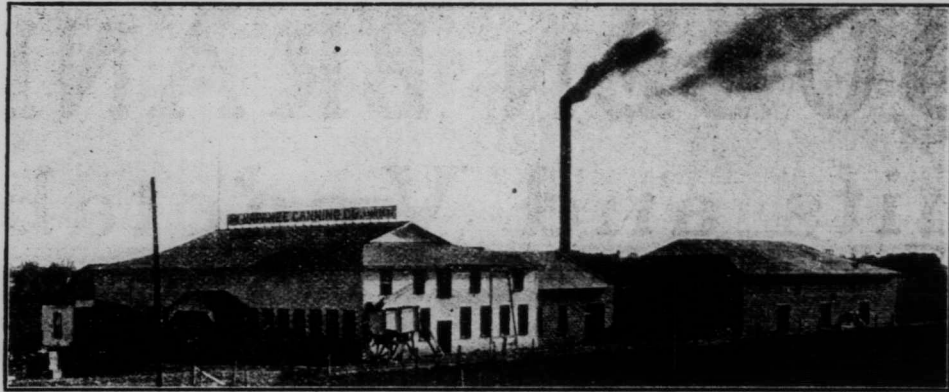
**“WHITE SWAN GOODS
ARE GOOD GOODS”**

— ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO



“Canada’s Pride” CANNED GOODS

This brand represents the highest class of goods possible to pack.

**ASK FOR THEM
BUY THEM
SELL NO OTHER**

They are packed at one of the best growing points of the Bay of Quinte district in a most modern and sanitary factory where every precaution as to cleanliness is taken and only expert and local help is employed, therefore insuring the highest state of perfection in canned goods.

TO BE HAD OF

**W. GALBRAITH & SON, who control our goods for Montreal and East
R. CARSON & FENWICK, HENDRY & CO., Kingston
MEDLAND BROS., Toronto
E. W. ASHLEY, Winnipeg, Western Broker**

The Napanee Canning Co., Limited

Napanee,

Ontario

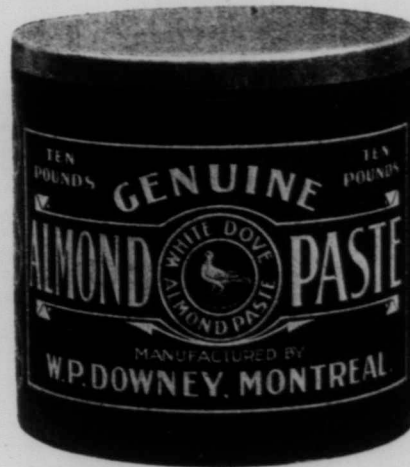
WHITE DOVE COCOANUT and ALMOND PASTE



My Attractive Packages:
½, 1 and 5 lb. tins.

Here They Are!

The best that money can buy. If your wholesaler cannot supply you, write direct for prices and samples.



Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

Manufactured by

W. P. DOWNEY,
24 and 26 St. Peter St., - - - MONTREAL

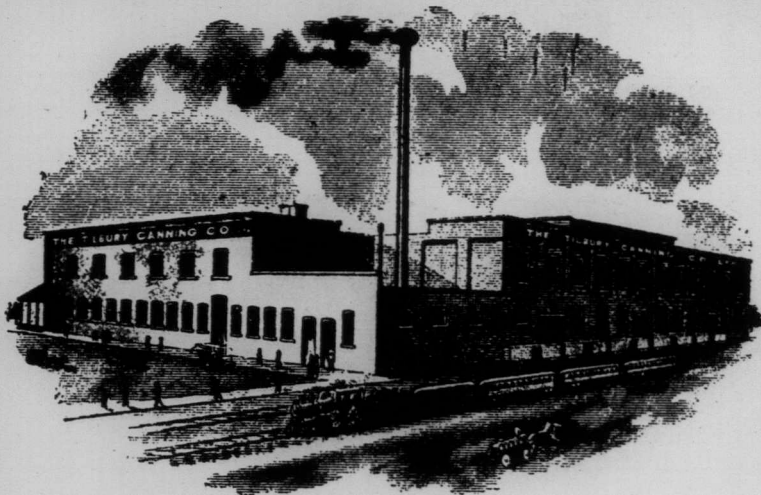
EVERY WOMAN

among your customers can furnish a satisfactory breakfast if she buys coffee such as Chase & Sanborn's High Grades.

CHASE & SANBORN

Importers

MONTREAL



"Tilbury Brand" Canned Goods

are in a group of their
own—the **A1 GROUP**
Nothing Better Packed

One of the best-equipped factories on the Continent
situated in the heart of the best Tomato District in
Canada.

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON

ESTABLISHED OVER 200 YEARS

CHAMPION'S

**IS THE TABLE
VINEGAR**

MADE FROM FINEST MALT

Commands a Preference Over All Others.



LONDON, ENGLAND

ONTARIO AGENTS: The Lind Brokerage Co., 23 Scott St., Toronto

Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal

W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS

*Begin the day well with
Kidway's Tea
Largest sale of High Grade Tea
in the World!
why?*

CANADIAN OFFICE. - VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

THICK, SWOLLEN GLANDS

that make a horse Wheeze,
have Thick Wind, or Choke-
down, can be removed with

ABSORBINE



or any Bunch or Swelling
caused by strain or Inflam-
mation. No blister, no
hair gone, and horse kept
at work. \$2.00 per bottle, de-
livered. Book 3-C free.

ABSORBINE, JR., for mankind, \$1.00, de-
livered. Cures Gout, Tumors, Varicose Veins,
Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

Canadian Agents, LYMAN SONS & CO., Montreal.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

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



Superior Quality Canada First Brands

**Evaporated Cream
and Condensed Milk**

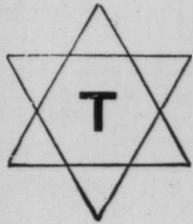
Orders promptly attended to. Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont.

Sales Office: 39 James St. South, Hamilton



New Mediterranean Goods

We have arriving by first boats full range of Mediterranean Fruits, on which we are making special prices.

James Turner & Co., Limited
Hamilton, Ontario

INDEX TO ADVERTISERS.

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News of the Canadian Grocery Trade

Western Province Notes

Vancouver Retail Grocers Arranging Pure Food Show for October 12-17—
Ferne Recovering From Recent Fire and Building Going
Forward Rapidly.

VANCOUVER.

September 12.—Preparations are well in hand for the Pure Food Show, to be held in the week from October 12 to 17, under the auspices of the Vancouver Retail Grocers' Association. It will be held on a more elaborate plan than that of last year, and thoroughly systematic. W. J. C. Hunter, the energetic secretary of the association, has charge of the event and has planned out a color scheme of white and gold. Manufacturers exhibiting must leave it with the association to furnish the booth, and bunting will not be allowed to be displayed unless it conforms with the general scheme. By this means, a complete and beautiful effect will be secured. Judging from the applications received for space, the event should be a very successful one. The Dominion Hall, where the show will take place, is one of the largest of its kind in the city, and it was here that the United Commercial Travelers held their big events in the Spring.

W. J. Andrews, President of the Vancouver Retail Grocers' Association, has gone on a trip to Toronto and other eastern cities.

This association will elect its officers for the year at an adjourned meeting, to be held next Monday, 14th instant.

Grocers in the city are much concerned over the increase in the price of McDonald's tobacco, and it is not improbable that many will cease to sell it. Not only has the price been raised, but the size of the plug has been decreased so that at the old selling price there is nothing in it. Tobacconists are selling it at two for a quarter instead of at 10 cents straight, and the grocers who handle the tobacco will either advance the price also or not keep that brand in stock.

Wholesale dealers and citizens in Victoria may make an effort to bring about a reduction in the price of melons which are imported from the South. There is no local industry to be protected and the duty was evidently obtained for the benefit of the people in the East. If a reduction could not be obtained, then the application of the duty should be restricted to those parts for the benefit of which it was put on. "Three cents on every melon is ridiculous," one merchant stated. "Why, it's a fact that this tax amounts to as much, if not more, than we have to pay for the melons in the first place." Another Victoria man, not engaged in business, looking at the matter from the standpoint of a consumer, remarked: "It means that the price charged makes the melons prohibitive to the majority. Think of it, you have to pay about 25 cents every time you want a small iced

cantaloupe for breakfast during the Summer. It's delightful, I grant you, but is just a little too expensive a luxury."

Llewelyn Williams and William Evans, two residents of Nanaimo, have formed a partnership and have opened the Crescent Grocery Store in the Bevilock-way building in that city.

Robert Hunter and wife, who have been residents of Rossland for 13 years, have gone to Spokane to take up their residence, though Mr. Hunter's real estate and business interests will necessitate frequent return trips to the mining capital. In 1895 he and his brother, James Hunter, founded the firm of Hunter Brothers, which since that time has been Rossland's leading mercantile establishment. Lately the big business was divided, the grocery, hardware and clothing departments going to Hunter Bros., Ltd., and the dry goods department to H. S. Wallace, Ltd. Mr. Hunter, during his residence in Rossland, has been prominent in public and civic affairs, was President of the Board of Trade for a term, and is an active member of the Curling Club. His departure will be a loss to the city that has known him so long.

The following have been elected directors of the Western Cigar Company, which held its first general meeting at Kamloops: E. J. Hosker, Chairman; S. C. Burton, Secretary Treasurer; T. J. Wilcox, J. F. Smith, A. Marians, J. E. Mackin, the manager, gave a very encouraging report of business done during August, and larger buildings have had to be found to be able to meet the demand for goods.

Local butter is now jobbed at 35c, and eggs at 40c, and from now on both will rise regularly. There may not be

a butter famine this Winter, but short stocks are looked for, as the output of the creameries has mostly been used as sent down. If good butter is scarce it will mean high prices for inferior grades, and perhaps larger importations from Australia. If cold storage boats were on the route from New Zealand it would enable this large-producing butter country to place its product on this market.

FERNIE, B.C.

September 10.—The town is recovering rapidly from the shock felt at the time of the recent fire, and building is going forward very rapidly, showing confidence in the town's future. The trade are allowed to put up temporary wooden structures of 1½ storeys, which must be replaced with permanent brick, concrete, or stone buildings, inside of ten months, and this is being largely taken advantage of.

The Trites-Wood Co. have their offices in their fireproof basement, which was found intact after the fire. They have built a temporary wooden building of 1½ storeys (the limit) alongside of the ruins of their old store. This building is almost as large as the old store. The Crow's Nest Trading Co. have built a temporary store, which will be replaced by a permanent building, where they expect to open up by December 5th. Their temporary store was opened with stocks of groceries and gents' furnishings on August 17th.

Everybody in town is cheerful and busy, and prospects for winter and spring business are discussed with an optimism which impresses visitors.

A good many business men are still busy putting up new buildings or clearing away the ruin of the old ones and it is not an uncommon sight to see commercial men climbing over the ruins or up ladders with sample grips to get after them.

Nova Scotia News

Cod and Halibut Catch Large and Fish Coming in Freely—Shipping Potatoes to Cuba.

HALIFAX.

Sept. 14.—The rush of visitors to the city during the Exhibition made business brisk in all lines of trade. Many of the jobbers report a large increase in their sales. While there is some opposition to exhibitions here on account of the annual deficits, the businessmen generally favor the Fair, as it adds a stimulus to trade. Prices generally are pretty steady. There is no improvement

in the receipts of eggs, but the supply is ample to meet the demand. Dairy butter is not so plentiful in small tubs, but there is lots of creamery on the market. The price, however, keeps up.

The consumption of sugar is quite heavy now, the preserving season causing a good demand, as plums and crab-apples are now coming in. The sugar market is a little easier, but prices are not down as low as some of the jobbers

earlier in the season expected that they would be. Since the drop of ten cents per hundred pounds two weeks ago, there has been no change.

Lunenburg bankers continue to arrive with large catches of fish. During the week nine vessels reached their home port with catches aggregating 12,500 quintals of cod and haddock. Prices of dry fish are away down this season, but the catch is large, and this will help the fishermen out. Dry cod is quoted at \$6.25 and haddock from \$4 to \$4.50. No. 1 mackerel are selling at \$14 and No. 2 at \$12. The best herring are selling at \$4 per barrel. The market is well supplied with fresh fish, with the exception of mackerel, which are very scarce.

Oysters are now on the market, and they are in good demand.

There is not much doing in the molasses markets now, the sales being very light. Extra choice Porto Rico is quoted at 37c, fancy Trinidad at 36c, fancy Barbados at 37c to 38c and Barbados at 32c to 33c.

Over 20,000 barrels of potatoes were taken away from Halifax this week. The steamer Boston took 7,000 barrels to Santiago, Cuba, the steamer Sokoto had 7,000 barrels for Havana and the Red Cross liner, Venitia, had 6,700 barrels for Havana, which were transhipped via New York. The Boston also took one thousand bags of oats.

Local grocers who deal in fruit state that during the past two weeks fruit has sold rapidly, especially peaches, grapes and pears.

The marriage took place on Tuesday, Sept. 9th, in Toronto, of O. S. Matchett, local traveler for Chas. Richor, wholesale grocer, Peterboro. The bride was Miss Louie Smart, of Toronto, who was formerly employed in a grocery store in Peterboro. Mr. and Mrs. Matchett are residing at 384 Mark St.

W. H. Hamilton, a Peterboro grocer, has written a letter to the press challenging the correctness of the statements of J. A. Ruddick, chief dairy commissioner for Canada, who has said that Canadian grocers sell principally culled cheese. Mr. Hamilton says there are more than 2,000 cheese consumed in Peterboro each year and he claims that not more than 50 of these could possibly be culled. He himself never bought a culled cheese in his life.

From Ontario Correspondents

London Clerks to Form a Benefit Association—Ottawa Grocers Busy With Pure Food Show—Good Fruit Supply Aids Business Generally.

INGERSOLL.

Sept. 14.—A production much larger than in previous years has done much in cheapening the price of fruits and vegetables. Tomatoes, which have heretofore sold at fairly stiff prices, principally because of the fact that they were grown on a comparatively small scale in this section, are now retailing at about the same figures as in the localities where their growing is made a specialty. To overcome a repetition of the hard times scare of last winter, country and townspeople alike engaged more extensively in the growing of vegetables with the result that there has been a plenitude of all kinds. Tomatoes are by no means the crop that was at first anticipated, difficulty being experienced in getting them ripened, but nevertheless they are plentiful and the person without a garden must be rejoicing at the cheap prices at which they can be had. On Saturday last medium sized baskets, containing tomatoes of excellent quality were retailing at fifteen cents. The prevailing figure at the present time is about 60 cents per bushel. Those who did not grow their own supply are now making their purchases and the odor of catsup, etc., is almost everywhere being wafted through the kitchen door.

Pickling season with the grocer is about like harvest time with the farmer. It is an all round busy season. The housewife is kept going from early morn until late at night. First it's shopping then it's back to the kitchen where the air is laden with the odor of spices. There has been a big demand for pickling requisites with the local grocers as nowadays many people make pickles and relishes take the place of the more expensive fruits to a certain extent.

With some people there is not a little anxiety as to the potato yield. The early potatoes are said to be a comparative-

ly poor crop. In many instances the yield has not only been light, but the potatoes have shown a tendency to rot. Judging from present indications potatoes will not be as plentiful as a year ago and those who will have to buy their supply may expect to pay a larger price.

Peaches from the Niagara district have been coming in in large quantities during the past couple of weeks. The Crawfords, as usual, have been in good demand and the quality has been up to expectations. The prices have ranged about the same as in previous years.

Grapes also are being marketed now and they promise to be cheaper than usual. The early baskets have been selling at 25 cents.

In the southern part of Oxford county melons are grown rather extensively. The soil, largely sand, is peculiarly adapted for melon growing. Already this season several loads of melons have been marketed here, the price ranging from five to twenty-five cents according to size and quality.

Poultry, butter and eggs are still somewhat scarce at the local market. Butter is retailing from 29c to 32c for creamery and 25c to 28c for dairy and some predict that the 35c mark will be reached again before the winter is over. Poultry is no doubt plentiful but it will not be placed on the market until later in the season.

PETERBORO.

Sept. 15.—The rice crop on Rice Lake is very good this year and is now ripe for gathering. The harvesters are Indians and there are at present several camps of red-men on one of the islands gathering in the harvest. Black rice is a very tempting dish and many of the grocers handle it.

CHATHAM.

September 15.—Burnie & Co., who recently bought out Jas. N. Massey, have just turned out Mr. Massey's delivery rig with the new firm name. The rig is very handsome, having a black background with the firm name in varying shades of red, orange and pink.

Mrs. John McConnell, wife of the Park St. grocer, fell, on Saturday, fracturing her arm. She is progressing as favorably as could be expected.

Herbert Bennett, of Fort William, formerly of G. S. Heyward's grocery staff here, is visiting city friends.

Ald. John Edmondson, the genial St. Clair St. meat seller, is out for the mayoralty for 1909. Ald. Edmondson is the doyen of the present council, having served seven years, and will unquestionably make a strong run.

The Dresden Canning Factory is running full blast, about 20 men and 75 women being employed. Tomatoes are being put up now, the crop in this district being a record breaker.

The stock in trade of Harry W. Jacques, who recently made an assignment, was auctioned off recently at the premises, corner Cross and Raleigh Streets. The stock, valued at \$1,029.63, including book debts, was sold at 67 cents on the dollar to Adam Bros., of this city, who will continue the business.

The Chatham Fruit Growers' Association are having gas fixtures installed in their factory and drying kilns.

A. J. Barassin, of H. A. Andrew's grocery, is spending a week in Toronto.

C. H. Seeley, of the West End Grocery, at the corner of Gray and West Streets, is advertising considerably. Mr. Seeley is making a feature of the ice cream and cigar trade.

R. J. McKelvie, Petrolea, is once more in business, having recently opened a fruit and confectionery store adjoining the Hotel Normandie.

J. Caron, the Ridgetown confectioner, has put in two silent salesmen, and otherwise improved his premises.

Mahler Bros. are putting up a new evaporating factory in Ridgetown to re-

(Continued on page 63.)

THE CANADIAN GROCER

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A PURE FOOD BUILDING NEEDED.

While the Canadian National Exhibition at Toronto, recently closed, was a remarkable success from practically every standpoint, there is one feature in which the grocery trade in particular is interested which deserves attention and improvement. That is, the space given to and the arrangement of the exhibits of pure foods and grocers' sundries. This year these exhibits were placed for the most part in the Manufacturers' Building and as far as the arrangement and space permitted, made a pretty fair showing. It was not, however, what it should be, nor was it representative of Canadian manufacturers of pure foods.

The reflection for this cannot be laid, either, at the manufacturers' doors. It is stated that the applications for space for such exhibits this year were very largely above what space could be granted and that a number of intending exhibitors were entirely crowded out.

Considerable dissatisfaction was evident also among the exhibitors at the arrangement of the booths and with the system of cross aisles by which a large percentage of the visitors pass through the building without going near a large

number of the exhibits. Originally the exhibits of a similar nature were grouped, but with several years of change the system has been altogether lost sight and the exhibits now are a hodge-podge, with jelly powders next sporting goods; chocolate and tea exhibits next to showings of billiard tables and so on. These matters will, however, be remedied, to some extent, at least, before next year's exhibition, as was evidenced at a meeting of exhibitors with the exhibition directors on Friday last, when it was announced that the building was to be entirely re-arranged.

The matter of greater accommodation for pure food exhibits has not, however, been referred to with any seriousness.

The only solution for the present difficulty is a building devoted exclusively to such exhibits. A few years ago some doubt would have been expressed as to the possibility of filling such a building, but at present there need be no hesitation on this account. At the Central Canada Fair at Ottawa, now in progress, a comparatively large building is being used for this purpose and every foot of space has been disposed of. The matter of a new building was referred to the Exhibition Directors at the meeting mentioned above, but no encouragement was given. The Directors have other plans and other ways for disposing of the surplus funds, which they consider more urgent. The matter, however, is one which must be faced sooner or later. If Canadian manufacturers of pure foods are anxious to secure worthy representation they should get together in the matter and make representations which would have some weight. Until that is done we can scarcely hope for a much better display of such exhibits at the Exhibition.

THE PRICE OF APPLES.

As surmised by The Grocer some time ago, when the Government fruit crop report for the early summer months was issued, the price of apples has declined and they are now at a reasonable price.

Last week a paragraph appeared in one of the Toronto dailies stating that an unnamed apple dealer had bought during the summer apples on the trees at from 75 cents to a dollar a barrel and now that he was able to place them on the market he could find no buyer. The only explanation that can be given is that the dealer must have been asking too high a price for his fruit. For

the past two or three weeks apples have been quoted at \$2.50 per barrel. This price was considered too high by grocers and retail merchants generally. Consequently the retailers have not been buying extensively, but in small lots.

For good sound fall apples even \$2.50 is not too much to pay. A single barrel of decent apples on the tree should easily be worth a dollar; a new barrel for packing costs 43 cents; add to this the cost of labor in picking and packing, and the cartage and freight, which will add another 60 cents, and there will be a profit for the apple dealer of 47 cents, if he sells at \$2.50. There will not be 47 cents profit, either, for out of that sum will have to be paid office expenses and perhaps delivery to the merchant. Of course, this argument refers to single barrels only; for larger quantities, say a car lot, the expense would be much smaller proportionately; but then the apples in large lots can also be had at a cheaper price. The \$2.50 quotation placed on extra good stock does not begin to compare with the \$4 asked a year ago. True, there is not the scarcity there was last year, and anyway, apples have advanced more to the luxury class in the tastes of some people owing to the late monetary situation.

But as a matter of fact the early varieties of apples have already declined in price and are now quoted at from \$1.50 to \$1.75 and \$2 per barrel. No doubt the price has come down because buyers have held off. At that not much money is to be made, and packing, in consequence, is being done in old barrels.

The export of apples from Canada and the United States, taking the figures of Montreal, Boston and New York up to last Saturday, show that just about double the quantity are going out this year compared with a year ago. The conditions in England this season are almost similar to last season, reports from the Old Country stating that much fruit has been burned on the trees because of drought, with this exception that Canadian and United States apples are superior in quality to a year ago. We do not care to prophecy, but if more apples go into England this year than last prices should decline. This would bring about a drop in the number of apples exported; a greater quantity would be thrown on the Canadian markets and if precedents count for any-

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thing, might tend to still further lowering of prices here. At present, however, the quotations now prevailing, from \$1.50 to \$2, are reasonable, and \$2.50 is not too high to ask for single barrels of properly packed high-grade apples.

FIRE LOSSES AND THEIR LESSON.

When fire is an enemy it is a terrible one. Insurance provides compensation, but fire eats up capital as completely as if it was devoured by the ocean.

In the United States and Canada last month over \$23,000,000 worth of property was destroyed by fire; and in proportion to population the Dominion was the greater sufferer of the two.

The losses in nineteen Canadian cities and towns alone contributed \$5,831,000, or rather more than one-fourth of the total loss in both countries combined.

The four towns of Fernie, Sparwood, Michel and Hosmer in British Columbia that suffered from forest fires contributed \$4,100,000 to the total. Other chief sufferers by fire in Canada last month were: Port Arthur, \$500,000; Montreal, \$90,000; Toronto, \$140,000; West Toronto, \$150,000; Gore Bay, \$150,000; Newcastle, N.B., \$100,000; Belleville, \$67,000; Havelock, \$41,000; Sault Ste. Marie, \$75,000; Moncton, \$30,000; Sayabec, Que., \$30,000; Pottersburg, Ont., \$150,000; Glencoe, \$16,000; London, \$107,000; Stirling, \$750,000.

The loss by fire in Canada and the United States from January 1 to August 31 aggregates \$164,603,000.

These figures are staggering and should impress upon business men particularly the importance of taking every precaution against fire.

Proper appliances, public and private, will do much in minimizing the possibility of conflagrations, but back of it all there must be carefulness on the part of those employed in factory, warehouse and shop, for nearly all fires have their origin in carelessness.

DRIED FRUIT SITUATION.

At the present moment the dried fruit market is quite interesting in anticipation of new stock arrivals, which will begin to pour into Canada shortly. Old stocks held are not proving attractive to the buyers in many lines. Some firms are cleaning up 1907 holdings by making substantial reductions in the price. This practice, however, is not general, having been resorted to only by firms who were too heavily stocked at this time of the year and who wanted to make room for new goods. Reports arriving from Greece state that the currants this year are of superior

quality, and in every way sound. If the demand continues to increase the market will undoubtedly advance. So strong is this impression that many offers on a basis slightly below ruling quotations have been promptly turned down.

The S.S. Corsican brought the first valencias to arrive in Montreal on Sept. 11, and the quality of the fruit proved to be of the finest. French prunes are a factor in the market owing to attractive prices. Many opinions are expressed regarding their merit. Some

local houses have stocked partially with the California and Oregon prunes, in spite of the high prices ruling. They have done this thinking they could cover the price without much risk on account of the fine quality which this fruit always possesses. Bosnia prunes are being purchased quite extensively by some houses who are short on their California stock. Dried apples are very slow at the present moment and this condition will continue in all probability until new crop is quoted. Present stocks are very low.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Sept. 14.—The weather of the past week has been phenomenal in the West even, where a fine September is the rule. On more than one day it has reached 90 in the shade, and the sun has shown from a cloudless blue sky, in fact, it has been more like the beginning of August than the second week of September. The harvesting is being pushed forward with great rapidity and in the sections where crop was early a great part of the threshing is already completed. Receipts of wheat at Winnipeg are running about 375 cars daily, and already there is complaint of car shortage or delay in the car movement. Unless the strike is speedily settled this will be very acute before another week is over.

In the meantime the threshing returns are most gratifying in many cases going two and three bushels over the yield anticipated. The grade so far has been satisfactory, the bulk of receipts for the past week running one and two Northern, but it is hardly anticipated that this standard can be maintained as the districts where they have had frost have yet to be heard from. There are a good many cars going rejected that really ought to grade No. 1 Northern, were it not for the wild oats and other bad weeds.

A very encouraging feature of the market has been the strength of prices in the face of rapidly increasing receipts. Eastern millers are showing a commendable eagerness for Western wheat and for the greater part of the week a premium of 2½¢ to 3¢ was paid for all ears east of Winnipeg. On Saturday, however, in the face of increasing receipts, this premium dropped to 1½¢. Export demand has been only fair, but Winnipeg prices are said to be more nearly in line than American and export houses expect increasing business right along. All receipts so far have been very readily absorbed. Receipts at country elevators in Southern, Southwestern Manitoba and Southern Saskatchewan are running about 10,000 to 12,000 daily. In Southern Alberta in the winter wheat territory there is more or less of a blockade for want of cars. This is not wholly the fault of railways for the increase in acreage has not been met by local eleva-

tor men with an increase in storage capacity. For example, at Claresholm, where they claim they will market 1,500,000 of all grain this year, there are only three elevators with a total capacity of 105,000. At Indian Head, Sask., the only point at which a like amount has been marketed in the past, there are 12 elevators with a capacity of over 450,000 bushels. In the meantime brokers are shy of selling any more Alberta red for fear of not being able to get it forward in time.

Cattle trade has been extremely active this past week and the yards are crowded every day. The cattle now coming in are mainly smaller bunches from stock farms, though there have been one or two bunches of excellent range steers during the week. It is estimated by the cattle dealer than 60 per cent. of all export cattle are now forward. The market has been lower in sympathy with the drop in the Old Country, but it is steady and no further decline is looked for. Export steers are now quoted at \$3.75 to \$4, point of shipment, while good butchers range from \$3 to \$3.25, and low grade stuff runs down the scale to \$2 per cwt. Much of the stuff coming this week has been lowset, blocky three-year-olds, very smooth and fine.

Final returns for the crop of 1907 are now to hand, the Free Press again coming head as the most correct estimator of crop. This is the fifth year for them without a break. The estimate published Sept. 17th, 1907, was 71,250,000, and the actual returns were 70,922,584, a remarkably close run. The value of the crop was \$55,053,444, including seed wheat, or \$44,424,044 actually received by the farmers for wheat alone. This is a pretty good showing in a year when all the wheat growing countries reported serious damage. The actual value of the oat crop is rather difficult to get at, as only a little over 13,000,000 passed inspection. These averaged about 40¢ all round to the farmers. The entire oat crop must have run about 75,000,000, but the balance was apparently consumed locally or marketed for consumption in the country.

The wheat crop graded remarkably well for such an off year, over 50 per cent. being contract grade, that is 1, 2 or 3 Northern.—H.

CURRANT CONSUMPTION INCREASING

Review of Season of 1907 Shows Larger Export to All Quarters but Australia—
New Crop Promises Well and is Estimated at 170,000 Tons.

Burlumi's annual report on currants, recently received, gives some interesting statements regarding the Greek currant business during the past season, and furnishes tables which show that the consumption of currants is increasing to a material extent.

The circular dated London, August 22, says in part:

"The crop of 1907 was estimated at over 140,000 tons. The shipments up to the 13th of this month had attained 125,500 tons, and 500 tons more are expected to be shipped by the end of the currant year, which is to-day making in all 126,000 tons. There were, in addition, delivered to the Chartered Currant Company's Retention Stores 28,000 tons, of which 23,400 tons represent the retention in kind on the first exported 140 millions of Venetian pounds, while the balance is represented by retention certificates in circulation. It is estimated that about 1,300 tons of fresh currants were made into wine, and there is left in Greece, in fruit, about 1,000 tons. Deducting the 300 tons brought over from the previous season, we find that the crop of 1907 yielded 156,000 tons, against 135,500 tons in 1906, and 160,500 in 1905.

"The weight exported was distributed as follows:

	Tons in 1907	Tons in 1906
To the United Kingdom and Australia	68,500	62,500
To the United States and Canada	19,000	16,900
To the Continent of Europe	38,500	29,300
Tons	126,000	108,700

"The season has been an unsatisfactory one to all concerned. The growers did very well in the early part of the season. They sold the bulk of their produce at remunerative prices, but a good many of them, wishing to do better, held back their fruit and lost their opportunity. The importers sold their later importations at a considerable loss and the depreciation of the article in the second half of the season cannot have been profitable either to dealers or to grocers. The average sterling price, free on board Greece during the whole currant year, was about 3s. per cwt. lower than in the preceding season.

"The work of advertising the article in the United Kingdom has been continued all through the year, and it is mainly due to this effort that in spite of a rain-damaged crop, an indifferent quality and other adverse conditions the consumption has exceeded all previous records.

"The clearances for home consumption in the United Kingdom, from the 1st of August, 1907, to the 31st of July, 1908, have been 61,437 tons, against 60,440 and 57,473 tons in the two previous seasons. The consumption in the Australian Colonies has been about 1,500 tons smaller than in the previous year, owing to the large crop of raisins and of currants produced in Mildura and

the increase of the duty from 2d. to 3d. per pound by the new Commonwealth tariff. In the United States and in Canada the consumption has been about 1,300 tons, and in the rest of the world about 3,000 tons larger than in the previous year. The universal consumption has been about 120,000 tons, against 116,200 tons in 1906-1907, and 112,500 tons in 1905-1906. The visible universal stocks outside Greece at the end of this month are estimated at 9,000 tons, including cargoes afloat, against 3,000 tons in 1907 and 10,500 in 1906.

"The Greek exchange has remained stationary round 27 drachmas per £ sterling during the whole yearly period. The fluctuations up or down rarely exceeded 1 per cent.

"The Chartered Company received in their warrant stores during the season a little under 6,000 tons, all of which have already been taken out. They have purchased no currants, the market prices having been, all the year round, above the convention limits. The retention, as already stated, was paid in kind on the first 140 millions of Venetian pounds shipped, and 23,400 tons have been delivered for this purpose into the retention stores. A rather superficial acquaintance with the working of this part of the convention provoked on this side, in the Autumn, some rather severe but totally undeserved criticism of the conduct of the company. It appears that in the opinion of the Greek law officers of the Crown, whenever part of the exported currants have to pay the retention in kind and part in money, the part in kind must be paid first. Now, in the commencement of the shipments of the last crop there were available no retention certificates whatever, and, to facilitate the shipment and avoid delay which would have been injurious to all interests, the Government, on its own responsibility, allowed the shippers on the first twenty days of the season to deposit money in lieu of certificates, with the option of exchanging their deposits with certificates at any time before the 14th of October. The price of certificates having risen considerably, the shippers had no interest in redeeming and did not redeem their deposits. On the reassembling of Parliament the Government introduced a bill legalizing their action and ratifying a convention with the company by which shippers were given further time to redeem their deposits, failing which the company was empowered to use them in the purchase of the currants necessary to complete the entire quantity of retention in kind. The bill became law and the retention quantity was completed within a few days.

"The retention currants have been sold, part to local distillers and the balance to the Wine and Spirits Company. This concern has used up in its numerous factories almost all the accumulations of retention currants of the last four years and it is now left with a stock of about 40,000 tons, including

the balance of the above 23,400 tons. This quantity is barely sufficient for a year's consumption. The total quantity used by the local distillers and the Wine and Spirits Company during the year has been about 54,000 tons, against about 40,000 tons in the previous year.

"The new crop promises to be an exceedingly good one both as to quality and quantity. No disease worth speaking of has injured it and so far the weather has been favorable. The fruit matured about a week earlier than last year and there is every probability of shipments commencing on the 24th inst. and of the first steamers sailing before the end of the month. Samples received overland show the fruit to be all that can be wished. The weight is estimated at about 170,000 tons and the retention will be taken all in kind, viz., 40 per cent on the inland fruit and 35 per cent on all the rest."

THE B. C. FRUIT CROP.

R. M. Palmer, superintendent of the B.C. Provincial Bureau of Information, who has been on a trip through the Okanagan, states that the fruit crop in that district will be from 40 to 50 per cent. larger than last year. The demand, too, is active, some large shipments having been sent to the Northwest. "It will be the best year in the history of the district," said Mr. Palmer, "the peach crop being beyond all expectations. The younger trees are bearing a good crop, while the older trees are carrying a heavier crop than ever before. Fruit growers are very enthusiastic over the outlook."

Early apples and plums are going out in car lots. Prices this year are somewhat lower than last but the demand is increasing. United States competition is the cause of the lower prices, American fruit markets this year being in an unsatisfactory state. The C.P.R. is giving special attention to the fruit trade, and is supplying an adequate quantity of cars. New markets are springing up, Australia this year taking 40,000 boxes or 60 carloads of apples. Some of the larger Okanagan firms are contemplating making shipments to England this year. The Northwest is the best buyer, however, and is adding to its customers at the rate of 250,000 each year.

Fruit Inspector Maxwell Smith says progress in the Kettle River Valley, the Kootenays and Similkamean, as well as the Okanagan, is phenomenal, and developments at Kelowna, Peachland and Summerland are beyond all expectations. On the Coldstream ranch at Vernon are to be seen 72,000 young peach trees in one block, and at Penticton, too, the orchards are beautiful. The crops look even better now than they did earlier in the season; the prune crop particularly will turn out a full crop and of excellent quality. The apples on the Coast are not quite up to the average, but in the interior they are excellent. Pears are the only crop that will be light, though in some districts they will be quite up to the standard. A fair estimate of the Okanagan Valley alone should place the output at \$150,000.

The Canadian National Exhibition

Bigger, Grander and More Successful Than Ever—Large Increase in Attendance and Handsome Surplus—Splendid Exhibit From the West Indies Opens the Eyes of Many Visitors—Interesting Provincial Exhibits—Displays of Foodstuffs and Grocers' Sundries Described and Illustrated.

The Canadian National Exhibition, which was originated in 1879 as an annual fair with the City of Toronto behind it, has, in the intervening twenty-seven years, developed not only into the largest annual fair in the world, but also into a magnificent exposition of Canadian products and results. And more. From the fact of the great number of exhibits from points outside Canada, as, for instance, Great Britain, the West Indies, France, the United States and others, and from the thousands of visitors representing other countries, it is coming to have, to a large extent, an international character, which increases as the fair expands in size and success.

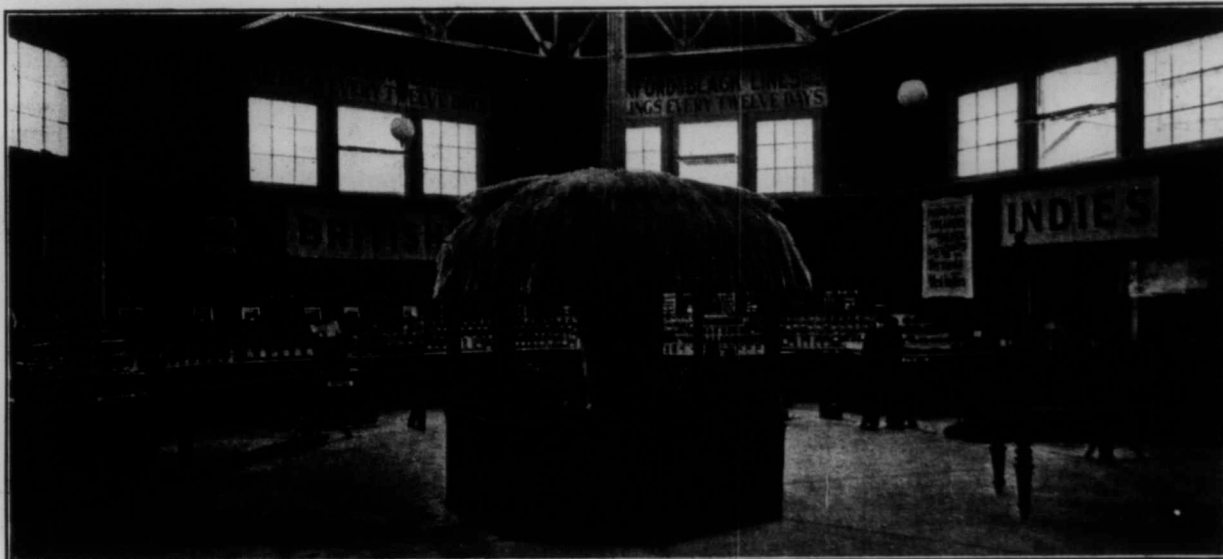
when her other products were displayed by manufacturers in other buildings, was chiefly of agricultural products. Samples of magnificent fruit of various lines were displayed by the agricultural department, and in connection with this was an interesting showing of fruit packed for export, one of the points the Department has strongly emphasized in recent years. A large part of Ontario's space was utilized in showing the work done at the Agricultural College, Guelph, and another useful feature was a collection of the pests which play havoc with Ontario's orchards and grain fields.

The Province of Alberta had an unique exhibit, representing, as its prin-

ings," was a very representative feature. Some photos of the prairie and also of the wooded section in the north of the province gave an excellent idea of the physical appearance of the province.

Nova Scotia's exhibit, naturally enough, was composed of minerals from its important mining section. A few agricultural products were to be seen but the fishing industry, scarcely understandable, was not represented in the slightest particular.

New Brunswick also confined her attention almost altogether to minerals and the showing gave many visitors a great surprise.



CANADIAN NATIONAL EXHIBITION—West Indies' Exhibit.

The Provincial Exhibits.

One of the features which gives the fair its national character is the exhibits from the various provinces of the Dominion, showing their products and resources.

This year this feature was more than ever before evident, every province but British Columbia being represented by a government exhibit. These provincial exhibits were placed in the Horticultural Building, a place, perhaps as appropriate as any because of their general character, and while these exhibits were never very crowded, numbers of practically interested visitors spent a good deal of time in the study of the various products shown.

Ontario's exhibits, naturally enough,

incipal product, by means of an arrangement of mirrors, a thousand miles of wheat with the prairie chickens, gophers, etc., complete, and a horseman in the rear to represent how the ranchmen are being forced back by the march of the wheat growers. Alberta showed also a large variety of the different grades of coal found within her borders. The exhibit, too, was surrounded by photos of the chief towns in the province, in itself quite an educational feature.

Saskatchewan showed her products, sheaves of magnificent wheat, flour in bags, small fruits, fur-bearing animals and some minerals, spread out at the back of the booth. In the foreground, a working model of a grain elevator, cut in sections to show the "inside work-

Wealth of the West Indies.

One of the strongest educational features and one that should reflect in a practical way on the export trade of Canada, was the comprehensive exhibit from that other part of Britain, the West Indies, which was housed in a rather inadequate section of the Railways Building. The effort of the exhibit, as explained by Charles S. Pickford, of Pickford & Black, Halifax, whose steamship lines are the principal means of communication between Canada and the Indies, was to represent the products of the islands, which were of commercial value, and which the great majority of them, might, under larger exchange of business, be profitably brought into Canada.

THE CANADIAN GROCER

The products of the various islands were exhibited in sections, as may be seen in the accompanying engraving and in the centre of the exhibit the hut is built of bamboo, sugar cane and palm leaves. The islands represented were St. Vincent, Antigua, Virgin Islands, Dominica, Barbadoes, Demerara, Balatea, St. Kitts and Montserrat. Prominent among the products, of course, were various lines of sugars and molasses, of which Canada is now a large importer, cocoa of the finest quality, jams of various kinds admirably packed, coconut oil, honey, essential oils, coffees, rice, tamarind syrup, etc.

terial factor in increasing Canadian-West Indian trade.

The Foodstuffs Exhibits.

Readers of The Grocer are, however, perhaps more interested in the displays of foodstuffs at the Exhibition. With so much comment in recent years on pure food and manufactured articles of food it was only natural that this department should be well represented. It is safe to say that in no section is the Exhibition more complete than in displays of this character. The various exhibits are described and illustrated at length in the following pages:

Notwithstanding the fine representa-

GILLETT'S BOOTH.

The concensus of opinion of visitors to the Manufacturers' Building, as to the most attractive exhibit, judging by comments heard, was in favor of the magnificent stand of E. W. Gillett Company, on main aisle. As will be seen by reproduction of photograph, this exhibit is even more elaborate than in previous years. Too much praise cannot be given this company for their artistic display. The color scheme was rich and harmoniously carried out, and everything bright and attractive. It will be noted a large gilded lion surmounted the centre of projecting stand, while hand-



CANADIAN NATIONAL EXHIBITION—E. W. Gillett Co., Ltd., Exhibit.

Montserrat showed a magnificent line of lime juice which it would seem could be used to a greater extent here with advantage. Several of the islands had exhibits of sea island cotton, the finest grown in the world, and with this was shown cotton seed meal. Another interesting product was a stock food composed of the by-products of molasses. A number of small hand-made articles representing something of the life of the islands was shown which attracted the attention of the curious. Mr. Pickford was present during the entire exhibition and went to a great deal of trouble to give an idea of the island products to visitors. The exhibit should be a ma-

tions made, this department is not so full nor so complete as it should and would be if more space was at hand. A large number of manufacturers of food products were unable to exhibit their goods this year simply on that account. Considerable dissatisfaction was expressed by exhibitors also, in regard to the arrangement of the booths in the building and to the fact that the various foodstuff exhibits were widely separated and that no sequence of departments seem to be followed. This matter, which is dealt with at greater length elsewhere in this issue, will probably be remedied to some extent at least, before the next exhibition.

some banners were used showing Canada's emblems, "The Beaver and the Maple Leaf." The display of the company's products was neatly arranged, and Magic Baking Powder was the most prominent. In the centre of the booth was the pivotal attraction, "The Hindoo Magician," whose magic wand instantly transformed a package of Magic Baking Powder into an appetizing biscuit. The query, "How does he do the trick?" was echoed by every observer. This Hindoo gentleman is one of the best advertising men in the employ of the company. That other well-known magician, Mr. J. F. Holden, the company's Western Ontario

THE CANADIAN GROCER

representative, was, as usual, in charge of the booth.

The company's business is increasing very rapidly, and, notwithstanding the \$20,000 addition to their factory, which was completed last spring, they are yet unable to turn out goods fast enough to fill the demand. The factory contains their own plants for the manufacture of cans, paper boxes and other packages used.

During the time of the Fair the fac-

the Canadian National Exposition, and one of which Canadians generally are proud is that of the Edwardsburg Starch Co. Being a purely Canadian company, which has by the uniform excellence of its product built up a magnificent and steadily-increasing business, the firm is one which the best class of visitors enjoy seeing represented at the Fair.

The exhibit this year, as usual, was well worthy of the firm it represented. Occupying large space on a corner of

partment of the booth, representing the starch products of the firm, showed lines of Silver Gloss, Canada Laundry, Enamel Starch and Benson's Prepared Corn, the latter in the original yellow package as put up by the founder of the company in 1858.

The exhibit was of value to the grocer by reason of the manner it interested the public in the goods. This work was furthered, also, by the distribution of samples, dainty souvenirs, books for chil-



CANADIAN NATIONAL EXHIBITION—Exhibit of Edwardsburg Starch Co.

tory was beautifully decorated with flags and bunting, and these, with the illuminated sign, proved a great attraction to visitors. Scarcely anyone passed the corner, particularly in the evening, without stopping to look at the fine factory.

EDWARDSBURG STARCH CO.

One of the oldest and most substantial business enterprises represented at

the centre aisle, it attracted a great deal of attention. The exhibit proper was in the form of two booths, each displaying different lines of the company's products. The booth on the north side impressed visitors at once with the product it represented. The covering was worked up to form a mammoth crown in good imitation of the company's trade-mark and the various sizes of Crown Brand Table Syrup, as furnished the grocer, were displayed inside. The other de-

dren, etc., all of which were gotten out in a very attractive form, so that they will be preserved and thus be a permanent advertisement. Over 100,000 of these souvenirs were distributed during the Fair, a feature which ought to be somewhat materially effective in keeping the company's name and the good qualities of the goods before the public.

Fred. A. Verrey, manager of the firm's Toronto office, was in charge of the exhibit, and associated with him was J. T.



CANADIAN NATIONAL EXHIBITION—"Salada" Tea Exhibit, from which 27,000 Lead Packet Samples were Given Free.

Paul, of the Ontario traveling staff. Both gentlemen were exceedingly active in welcoming visitors and in explaining the good qualities of the goods.

EXHIBITS OF BUSINESS APPLIANCES.

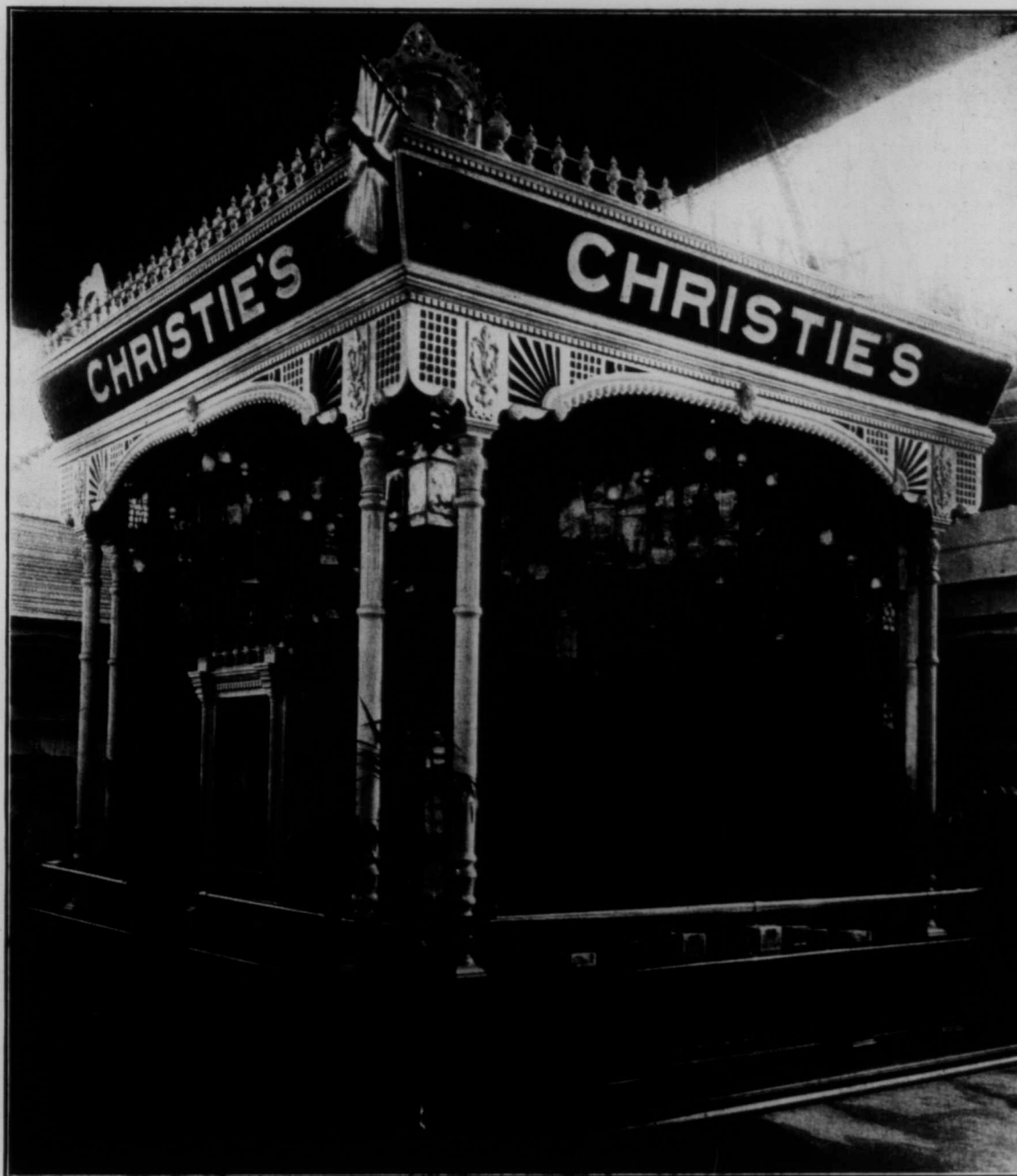
Mechanical office appliances and aids to business are finding such a large place in modern business life that naturally the exhibit of this line of goods was large. Among the many the exhibit of the Copeland-Chatterson-Craign Co., with its new systems of bookkeeping

and accounting, etc., made a good showing. A feature of interest in the Carter-Crume Co.'s fine display was the new "Plic" books, the uses of which were explained to hosts of visitors.

Jones Bros. showed a number of lines of their famous show cases for all purposes, and many favorable comments were heard. The D. R. McIntyre Co., of Tillsonburg, had an attractive line of their office appliances, as had also the Office Specialty Co. Among these exhibits one of particular interest to grocers was that of the Computing Scale Co., of Canada, showing line of new and convenient weighing appliances. The

Upton & Reid Specialty Co. had an exhibit of meat slicers and cash registers in the Manufacturers' Annex. The Burroughs Adding Machine Co. had a line of their labor and mistake-savers on display and the Gaummeter Multigraph demonstrated the peculiar possibilities of their machine. The National Cash Register Co., of Dayton, Ohio, had a novel exhibit in the Woman's Building, consisting of cinematograph and stereopticon pictures and lectures illustrative of the splendid factory at Dayton, and the improvements which have been made in local conditions as a result of the company's enterprise.

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CANADIAN NATIONAL EXHIBITION—Exhibit of Christie's Biscuits.

CHRISTIE, BROWN & CO.

No exhibition of Canadian manufactures, particularly of food products, would be complete without a display of Christie, Brown & Co.'s lines of biscuits. The name Christie has been a familiar name in almost every Canadian household for years, and the firm, by the excellence of its product, has built up a reputation which could not well be higher. As usual, however, Christie, Brown & Co. were represented at the Exhibition by a splendid exhibit, which greeted visitors on passing down the main centre aisle of the Manufacturers' Building. The exhibit was in the form of a large four-sided shelf display of the firm's lines, being built up of tiers of the various varieties of biscuits in glass-fronted boxes. The display was of particular value to the grocer, by way

of giving him an idea of the attractive appearance, these same goods would make on his store shelves.

One or two of the newer lines that were shown and sampled during the Exhibition were macaroon wafers, coffee wafers and fruit cake, and puddings packed in one and two-pound tins, to retain the flavor.

Christie quality is unsurpassed. This has been secured by several different means but in the large business no feature is more emphasized than the purity and excellence of the raw material purchased. This is particularly true of the dried fruits so largely used in many lines of biscuits. Such as raisins, currants, figs, nuts, etc. These goods are purchased direct from the best dealers in the countries of growth, and are brought in exclusively for use in the

Christie product. This principle is followed also in purchasing materials more closely at hand, and the excellence of the firm's goods is maintained by purchasing nothing but the best the market affords.

There is considerable comment these days on factory sanitation, and the treatment accorded employees. It might be mentioned that the Christie factory is granted to be a model of cleanliness and order. All employees are furnished with white suits and handkerchiefs which are kept constantly clean and fresh in an up-to-date laundry on the premises. A light and airy dining-room is provided for the use of the employees at lunch hour, and other improvements of a like nature help indirectly in assuring the excellence and purity of the Christie product.

BORDEN'S CONDENSED MILK.

While much is said these days in regard to pure foods, reference is usually made to manufactured articles and little consideration is given to the milk used

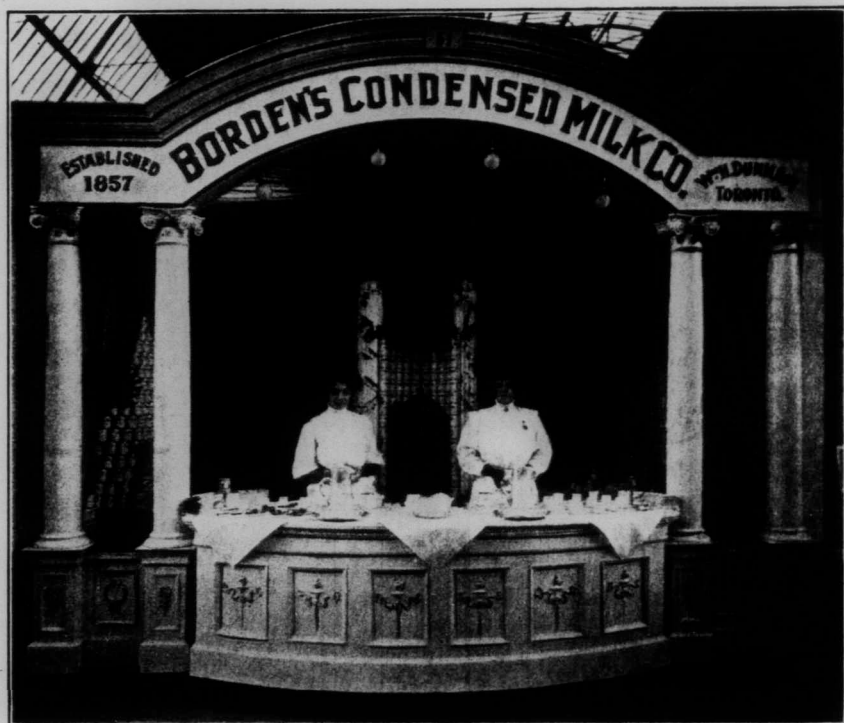
The exhibit was in charge of B. C. Many, of New York, who is very enthusiastic over the good points of Borden's, and who made many new customers for some of the grocers during

Hamilton Morton Co. of this city. Their demonstration of the celebrated A1 Sauce and Soups has been singularly successful. These lines are exported to all parts of the world.

Not everyone who swears by "A1 Sauce" knows that his favorite Sauce was the invention of one Mr. Brand, who was, in his day, a famous chef, being maitre de cuisine to His Majesty George IV. The sauce that won favor in the eighteenth century in the households of the great is the Sauce of the million in these democratic days, and as Messrs. Brand & Co.'s Stand testifies, to the production of the original Sauce has been added a multitude of Meat Extracts and Essences, Soups and other Potted Goods. Brand's essence, like the A1 Sauce, is of course, a household word. Every medical man recommends it as a stimulant which does not carry with it any injurious after-effects.

With the aid of A1 Soups, which are to be obtained in glasses as well as tins, the cook can place an excellent soup, such as Palestine, Julienne, Ox-Tail, Green Pea, or Mulligatawny on the table in a few minutes."

Agencies are established in the following places where stocks are carried and these lines can always be obtained: Montreal, H. Hubbard, 27 Common St.; Toronto, Hamilton Morton Co., 1 Wellington St. E.; Winnipeg, W. H. Ahrens, 396 Victor St.; St. John, N.B., J. Read; Vancouver, R. T. Finn, 337 Hastings St. W.

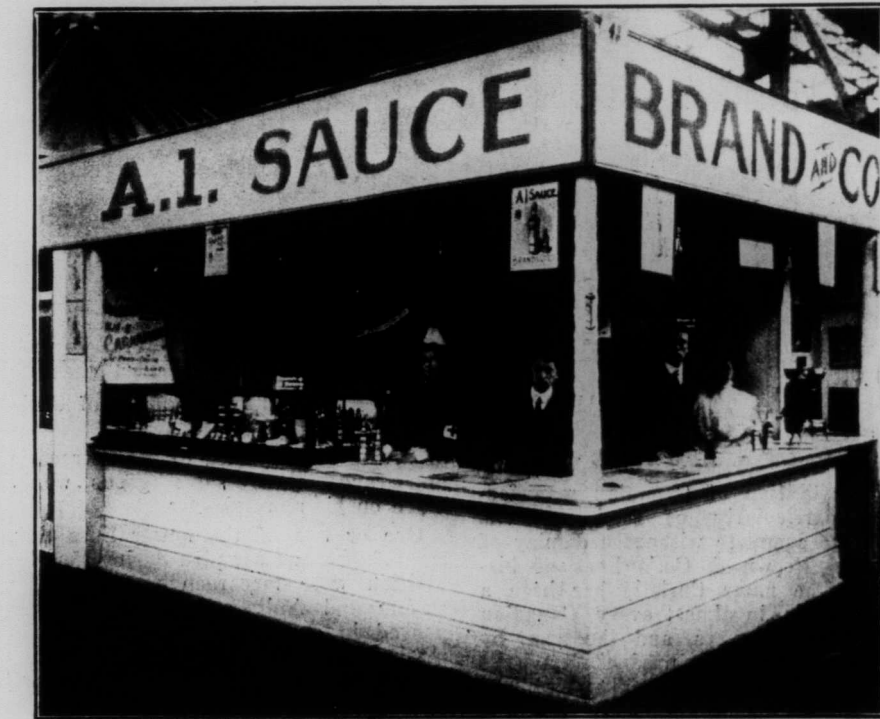


CANADIAN NATIONAL EXHIBITION—Exhibit of the Borden Condensing Co.

in the households. Even in Toronto this week the health officer is issuing warnings against the indiscriminate use of dairy milk. There is no need for hesitation, however, when such an article as Borden's Condensed Milk is on the market. The Eagle Brand of Condensed Milk stands foremost among staple articles of food, which bear long-established reputation. It was introduced by the inventor, Gail Borden, in 1857, has always been acknowledged as the highest standard, and the housekeeper can thoroughly rely on the quality that has so satisfactorily stood the test of years.

This valued product was demonstrated at a dainty booth at the Exhibition. Other lines shown at the same time were Borden's Peerless Brand Evaporated Cream, a product for which the same excellent qualities may be claimed, and Borden's Malted Milk, a food not only for invalids and infants, but for general use. Peerless Evaporated Cream may be used similarly to the milk, but is particularly adapted to making ice cream. Attractive advertising matter, illustrating the various points here mentioned, was distributed during the Exhibition, as well as little souvenir stick pins, which almost everybody wore.

Most grocers know what profitable lines these goods are to handle. They have been on the market so many years and have become so familiar to the public that the demand is very large and is continually increasing. The goods are a line which will well repay a little pushing and by cultivating customers, a good business can be built up in these goods.



CANADIAN NATIONAL EXHIBITION—Exhibit of Brand & Co., London, Eng.

his stay here. W. H. Dunn & Co., Montreal, are the agents for Borden's goods for Canada.

BRAND & CO., LIMITED, LONDON, ENGLAND.

This world-renowned firm have placed their agency for Ontario with Messrs.

The Walter M. Lowney Co., Montreal, and New York, had a dainty booth on the centre aisle of the Manufacturers' Building, where samples were distributed and sales made of a number of the company's lines. The Lowney Co. have an international reputation, which was fully borne out by the goods on display.

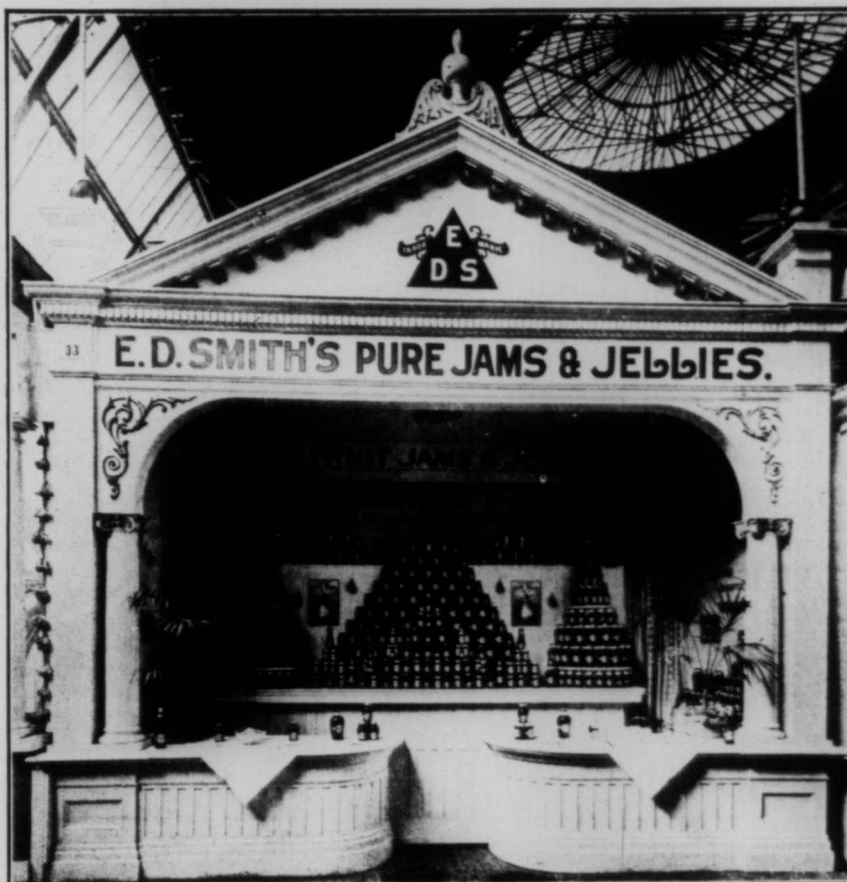
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E. D. SMITH'S EXHIBIT.

A strictly Canadian product, and one of which Canadians are justly proud, was that represented by the exhibit of E. D. Smith, the Winona preserver, whose goods have achieved a reputation surpassed by none. The fact that a Canadian firm puts up a uniform quality of jams and preserves of an excellence which matches, and even surpasses the best imported goods is a matter of pride. A report from the Department of Inland Revenue at Ottawa proves the truth of the claim for the absolute purity of E. D. Smith's goods. Out of 182 samples of preserved goods collected in Canada by the Department, only 29 passed analysis as being genuine and unadulterated. Of these 29 10 were made on E. D. Smith's fruit farms. Not a single pure sample was made by any of the other leading establishments manufacturing a general line of jams, jellies and preserves, and catering to the trade of the whole Dominion.

In the face of this, grocers who want the best will assuredly buy E. D. Smith's goods. They are good lines to handle from other standpoints, in that there is already a large demand from the general public and this is stimulated and the grocer backed up by well-planned newspaper advertising.

During the Fair a couple of lady demonstrators offered appetizing samples of the firm's goods, and the visitors evinced a good deal of interest in these widely-known Canadian goods. The exhibit was under the direction of W. G. Patrick, the agent for E. D. Smith's



CANADIAN NATIONAL EXHIBITION — Exhibit of E. D. Smith's Jams, Jellies and Preserves.

goods for Ontario, and inquiry at their office, 29 Melinda Street, Toronto, will bring any desired information.

H. J. HEINZ CO.

Among all pure foods, none is more justly celebrated than the H. J. Heinz Co.'s 57 varieties. These goods were, as usual, represented by a most attractive exhibit, and crowds of visitors took the opportunity of "tasting the 57." The booth, as may be seen from the engraving, comprised a display of the Heinz products in the centre, surrounded by a daintily set counter from which the demonstration was made. Surmounting the whole was a 10-foot electric pickle bearing the word, "Heinz," in incandescent lamps, and at each corner were posts bearing large electric globes, each inscribed with the familiar motto, "57." On the walls in prominent places were two large cards bearing the names of the selling agents for Canada, viz., H. P. Eckardt & Co., Toronto, and Hudon, Hebert & Co., Montreal. The exhibit was under the direction of R. Muat, Toronto representative of the Heinz Co., and the work of demonstration was in charge of Mrs. A. M. Wells, the firm's head demonstrator, who has been employed in this work by the Heinz Co. for 14 years, having traveled from coast to coast in the United States, visiting all the important towns and cities, and several also in Canada, and, naturally, is



CANADIAN NATIONAL EXHIBITION — Exhibit of the H. J. Heinz Company.

THE CANADIAN GROCER

pretty conversant with the firm's products. A number of young lady assistants were always in attendance.

The Heinz Co., it is conceded, have the cleanest, largest and best-equipped

be seen from the accompanying engraving. While dainty and appetizing lunches were served at the tables, composed for the most part of Lipton's products, such as teas, coffees, jellies, jams,

aided in serving and in demonstrating the excellence of the firm's products. A number of lady demonstrators were also in attendance

The window of the store was also utilized, and proved a feature of great interest. It was splendidly dressed, solely with the Lipton products, and gave a pleasant idea and introduction to the attractions within. This window, by the way, as well as the arrangement of the goods inside, was a very material object-lesson for grocers as to the good appearance which might be secured from a display of the various lines of Lipton's goods.

A. E. Carson, who is familiarly known as Thos. J. Lipton's manager for Canada, was responsible for the arrangement and success of the down-town exhibit. It was but another evidence of the activity and up-to-date ideas of this house.

A special welcome to grocers and their friends was extended at the Lipton tea room, and a great many took advantage of the opportunity. They were invariably royally used and went away with a good feeling for the Lipton products.



CANADIAN NATIONAL EXHIBITION —Thos. J. Lipton's Tea Rooms at 191 Yonge Street, Toronto.

pure food establishment of its kind in the world. They have 4,000 employes, 40,000 employed in the growing season, 400 traveling salesmen, 14 branch factories, beside the main plant at Pittsburg, 69 salting stations and 31 branch houses. Recently the company is specializing on a particular line of olive oil, something which it would pay the grocer to investigate and handle. The company now has an olive factory in Spain, from which the goods are shipped to this market. An idea of how the company's business is growing may be obtained from the fact that where Mr. Muat formerly covered Ontario, his time is now entirely occupied in the interests of the company in Toronto.

THOS. J. LIPTON'S EXHIBIT.

The good things presented in the way of pure food display were not, however, all to be seen in the Exhibition Grounds. Representatives of Thos. J. Lipton are always on the lookout for something out of the ordinary and they usually succeed in realizing it.

Instead of occupying more or less limited space at the Exhibition this year, premises at 191 Yonge St., near what is perhaps the busiest corner of the city, were secured, and here the exhibit was made. The advantages of the situation were obvious, for it is safe to say that more people saw and were interested in this down-town display than viewed any single display at the Fair.

The premises were transformed for the occasion into a dainty tea room, as may

pickles, marmalades, etc., the goods were arranged on the shelves and in silent salesmen in prominent though out-of-the-way places.

A very hearty welcome was given all visitors, and the fact that the tea room

THE QUAKER OATS CO. AND CANADA.

The booth of the Quaker Oats Company at the Canadian National Exposition is attractive interesting and instructive. The variety of products of this great company is not as well-known as it should be, and many a visitor to this booth goes away with a feeling of satisfaction to know that he can vary his diet in cereal foods and still be sure of the purity and cleanliness that mark the products of this company.



CANADIAN NATIONAL EXHIBITION—Window Displaying Thos. J. Lipton's Products at 191 Yonge Street.

was filled almost from morning till night every day during the progress of the Fair, shows how popular the result was. Four Cingalese, brought from the Lipton estates in Ceylon, all experts in tea,

Nothing but quality could have given any food the world-wide distribution that belongs to Quaker Oats; this fact is indisputably proved by the consumption of tremendous quantities of Quaker

THE CANADIAN GROCER

Oats in countries that have been known as oatmeal-eating countries for many generations, and where advertising does not play the important part that it plays

Rice (puffed), Quaker Wheat Berries, Quaker Toasted Corn Flakes, Quaker Breakfast Biscuits and Pettijohn Breakfast Food, etc.; while in flour, the

influence upon the general economics of the country that is blessed with them. This influence begins with the employes of the mills where cleanliness and care



Factories of The Quaker Oats Co., at Peterboro', Ontario.

in this country. Once Quaker Oats was introduced in these countries its consumption has increased steadily, replacing the home manufactured and other brands and doing all this by the sheer

Quaker Patent Flour is the choice of all fine flours made in Canada, and is just what one would expect as a product from the finest Manitoba wheat milled by the most approved milling methods.

in selection of all materials are lessons that are taught with unremitting diligence, extend to the farmer, who, because of such an industry, finds a ready market with good prices for his pro-



CANADIAN NATIONAL EXHIBITION—Exhibit of The Quaker Oats Co.

power of remarkable flavor and perfect purity and cleanliness.

Other prominent and popular products of the Quaker Oats Company are Quaker

The company's mills for the manufacture of these products are at Peterborough. (See illustration).

Such industries have a wide and deep

ducts, and who, encouraged by the higher prices paid for the only quality of grain that is accepted by the Quaker Oats Company's mills, strives each year

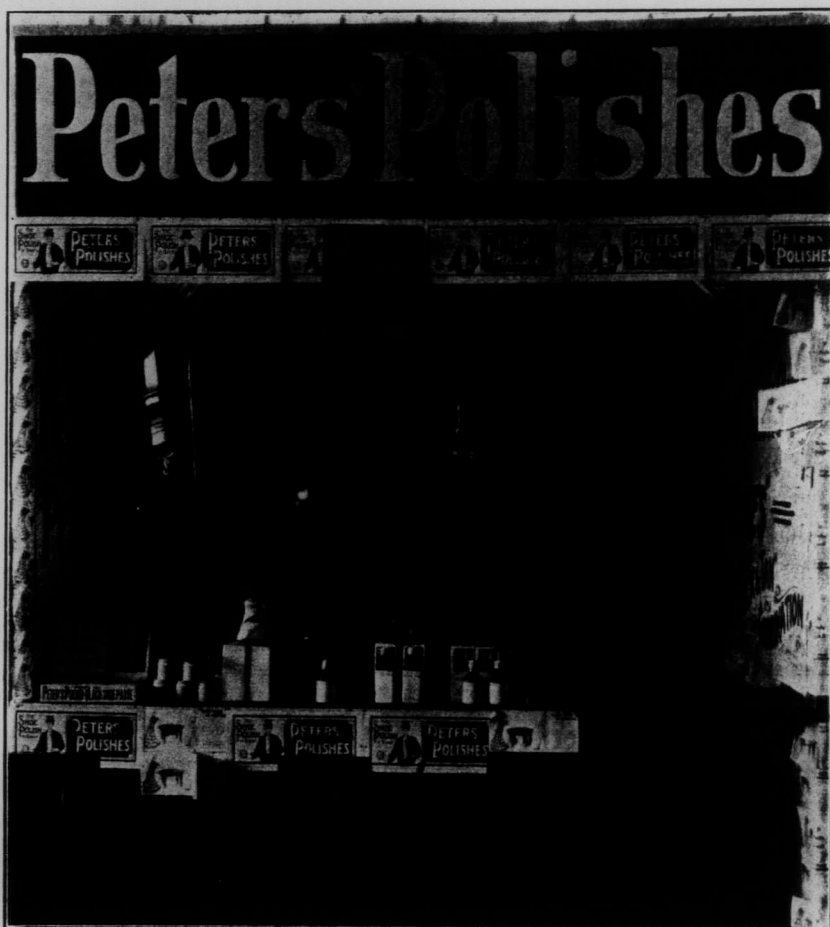
to raise a better crop than the year before. Better crops, better prices, better

617 Queen St. West, Toronto. The excellence of Peters' Polishes is immedi-

tensively used where their utility is known and their fame is spreading.

The lines shown included Black, Tan and Patent, and Lily White Shoe Polishes, and Peters' Furniture Polish, another excellent line, which is rapidly coming into favor.

Peters' Polishes would well repay the grocer for stocking them. They are so thoroughly satisfactory that a sale means a pleased customer and a return order.



CANADIAN NATIONAL EXHIBITION—Exhibit of Peters' Polishes.

food, better standard in everything, from field to table, are the results that came to Canada from having as one of her great industries the mills of the Quaker Oats Company. The world knows of this great Canadian enterprise, for on every package and on every sack that comes from these mills are the words, "Made in Canada."

In no way are the possibilities of the fertile fields and the manufacturing enterprises of Canada given such widespread publicity as by putting out such goods as the cereal foods of the Quaker Oats Company and saying of them, "Made in Canada."

Certainly a nation's prosperity is upon a stable basis when her farmers are striving for the best, her millers are working to a single standard of purity and cleanliness, and her people are feeding upon the most wholesome food known. The company that plays such an important part in this condition of affairs should be looked upon as more than a mere manufacturing industry—it is much more, and we congratulate the Quaker Oats Company.

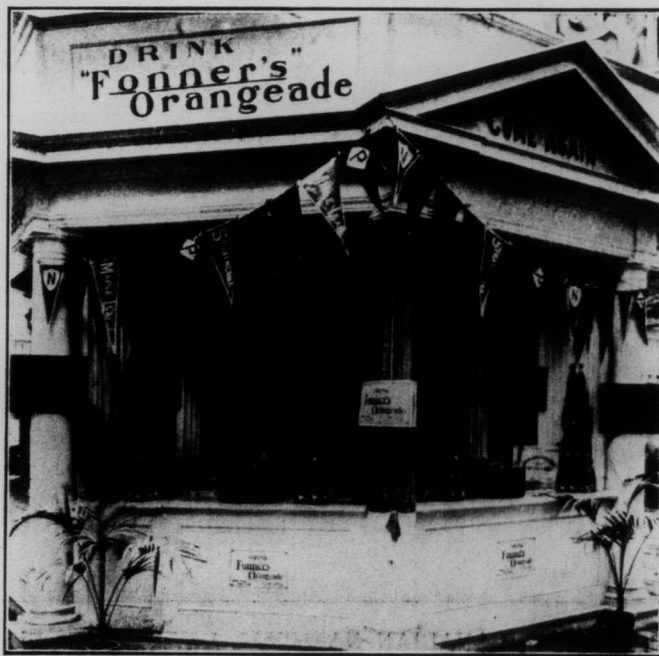
PETERS' POLISHES.

One of the new exhibits and one which attracted the attention of the crowds who passed through the Manufacturers' Annex, was that of Peters' Polishes, of

ately made known on a trial. They are manufactured by a polish specialist, and

FONNER'S ORANGEADE.

One of the newest things at the Exhibition and a beverage which sprang into immediate popularity by reason of its deliciously refreshing qualities, was Fonner's Orangeade. Served from the booth in the centre of the Process Building, which is represented in the accompanying engraving, it attracted a good deal of attention and favorable comment. Fonner's Orangeade is made only from the best of fruits, and contains absolutely no chemical substances. For its purity and refreshing qualities it is highly recommended by physicians and chemists, and is coming to be extensively used in hospitals both in the United States and Canada. The oranges used are concentrated in Florida in a \$10,000 plant. The product is then shipped to the factory at Toronto, where other processes complete the beverage. A number of tests have proved its keeping qualities, and have shown its value as a revenue producer for the grocer. It will keep indefinitely, even in the sun in a window, and it is sure to be popular with the public. It is particularly suited for picnic and banquet purposes. The company propose carrying on an extensive advertising campaign next spring, with a view to creating a large demand for the article. During the Exhibition a great



CANADIAN NATIONAL EXHIBITION —Exhibit of Fonner's Orangeade.

are the result of careful study and scientific tests. They are coming to be ex-

deal of interest was displayed by visitors in the trade, and a large order was



CANADIAN NATIONAL EXHIBITION—Exhibit of Snap Hand Cleaner.

taken from a firm of bottlers in London, Eng. The preparation is sold in bulk, by the barrel or gallon, and also in bottled form, for general use. Fanner's Egg Shake was another delicious beverage demonstrated at the booth. The exhibit was in charge of E. F. Trimble, who has charge of the Toronto business. Associated with Mr. Trimble was John A. Winchester, who is taking charge of the firm's business in the West, and will also manufacture the product in Winnipeg. We predict for this firm a great future, both in the West and the East, many inquiries being made at the Fair by people from various sections from Halifax to Vancouver, as to where Fanner's Orangeade could be purchased.

THE SNAP HAND CLEANER.

The Snap Hand Cleaner, which has come to be handled so largely by grocers since its introduction to the market a little over a year ago, was well represented at the Exhibition again this year by a booth in the Manufacturers' Annex, and the counters were almost always crowded with people watching the demonstration of the product. Snap is a paste hand cleaner, composed on new principles, and has been so successful that its name is coming to be a household word in Canada. It removes paint, grease, blacking and stains from the hands in a remarkable way, leaving them as soft as velvet. In fact, the more con-

mechanics, printers, metal workers, etc., its use is not confined to this class, but it is used by all classes of people as a valuable toilet article. Snap has indeed become so popular since its introduction that the factory in Montreal has become unable to supply the demand, and it is expected to double the plant shortly. A fact of interest to retailers is that while a large number of orders were taken for Snap at the Exhibition, these were passed on to the inquirer's retail dealer, to be filled from his regular stock. Snap is sold only to wholesale dealers, from whom it goes to the retail trade. H. E. Livingstone, one of the firm's representatives, was in charge of the exhibit, and with him were C. Ireland, one of the travelers, and two lady demonstrators.

RED ROSE TEA.

A booth one could not pass without giving more than an ordinary glance at its artistic and business-like arrangement, and which seemed to be patronized more than any other booth in the Manufacturers' Building, was the Red Rose Tea booth. It had been enlarged and elaborately decorated with a special "Red Rose" design for this year's display, and was on one of the most prominent corners. In one end was a mechanical model of a tea garden showing the actual workings of a tea estate. This was run by electric and water power.

The remarkable success of the Red Rose Tea business during the past few years deserves more than a passing notice, but one can readily understand why the growth has been so rapid when hearing so many flattering remarks about the delicious quality of the tea by visitors who were being served at the dainty



CANADIAN NATIONAL EXHIBITION —Red Rose Tea Exhibit.

THE CANADIAN GROCER

tables, with specially designed Red Rose cups and saucers, by neat and attentive lady demonstrators who left nothing undone for the comfort of the guests. Grocers and clerks with their wives and friends received especial attention at the booth by Mr. E. E. Boyd, sales manager

INGERSOLL CREAM CHEESE.

The exhibit of Ingersoll Cream Cheese, situated on a corner section nearly facing the south entrance to the Manufacturers' Building, attracted the thousands of visitors who attended this building. The appearance of the booth itself,

a large sign, bearing the words: "Ingersoll Cream Cheese. It Spreads Like Butter—Ingersoll Packing Co., Ingersoll, Ont., Canada." On the counters at both corners and on well-arranged shelves at the rear of the booth, were pyramidal piles of the appetizing cream cheese, in



CANADIAN NATIONAL EXHIBITION—Exhibit of the Ingersoll Packing Co.

of the Toronto branch, who had charge of the booth, and at the office down-town Mr. Geo. H. Campbell seemed to thoroughly enjoy meeting so many of his old friends and making many new ones.

Mr. Estabrooks is certainly to be congratulated on the remarkable success of his exhibit this year.

dainty and with every suggestion of cleanliness, had a good deal to do with an excellent first impression given. The walls were panelled in green burlap and were decorated with attractive hangers and other advertising matter, issued by the firm to assist the sale of the goods. Hanging across the top of the booth was

the familiar wrapper with the yellow cow in the centre.

Four demonstrators waited upon the public, the majority of whom were already conversant with the high quality of this already well-known cream cheese. Hard facts tell the story of the popularity of Ingersoll Cream Cheese in blocks.

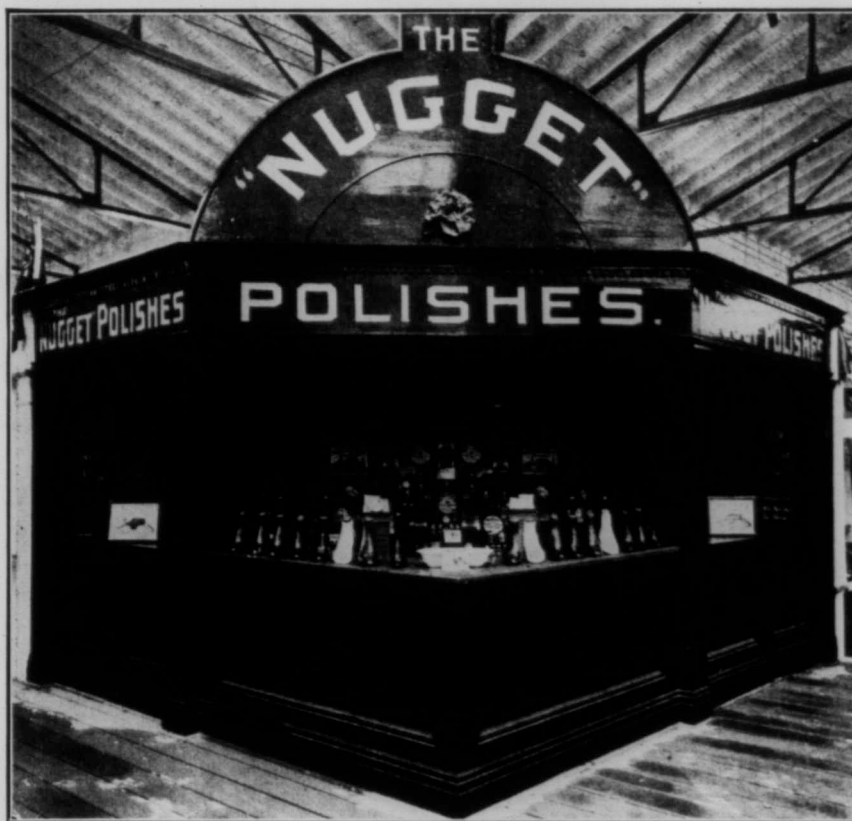
The consumer receives twice the quantity of cream cheese of a higher quality than has ever been offered for sale until Ingersoll Cream Cheese was placed on the market. There is hardly a town of any size from the Atlantic to the Pacific but where Ingersoll Cream Cheese is well-known for its steadily increasing sale.

MAPLE TREE PRODUCERS' ASSOCIATION.

Everybody likes maple syrup and maple sugar, but within late years there has been a good deal of hesitancy on the part of the buying public because of the large quantities of adulterated goods unloaded on the market by unscrupulous dealers. The display of the Maple Tree Producers' Association, of Waterloo, Que., in their two booths at the Exhibition, one of which is illustrated here, was attractive from the standpoint of the absolutely pure goods demonstrated.

A recent report from the Inland Revenue Department at Ottawa shows how the standard of quality is maintained in Maple Tree Producers' goods. Samples of various maple syrups and sugars were taken at random by inspectors on different markets in Canada. In several cases the goods of other firms were found to be adulterated, but in every case the Maple Tree Association's goods were pronounced absolutely genuine. This speaks volumes for these goods, but the verdict could not well be otherwise for absolutely nothing but pure maple sap is used in the preparation of the firm's various lines.

The lines displayed at the attractive booth in the Process Building, an engraving of which is shown herewith included Pride of Canada Maple Syrup in



CANADIAN NATIONAL EXHIBITION—Exhibit of Nugget Polishes.

tins and bottles, Pride of Canada Maple Sugar in various forms, and Creamapple, a delicious preparation for icing cakes and making maple candy. Samples of these goods were distributed and their good qualities explained. A new drink, Mapleade, was also on tap at the booths,

and was pronounced excellent by the hosts of visitors.

Mr. Goddard, president of the Maple Tree Producers' Association, was on hand during several days of the Exhibition, and did his utmost in his characteristically jolly way to make visitors welcome. W. J. Daek, the Toronto representative, was also present during the Fair and helped to make a large number of new friends for the Pride of Canada goods.

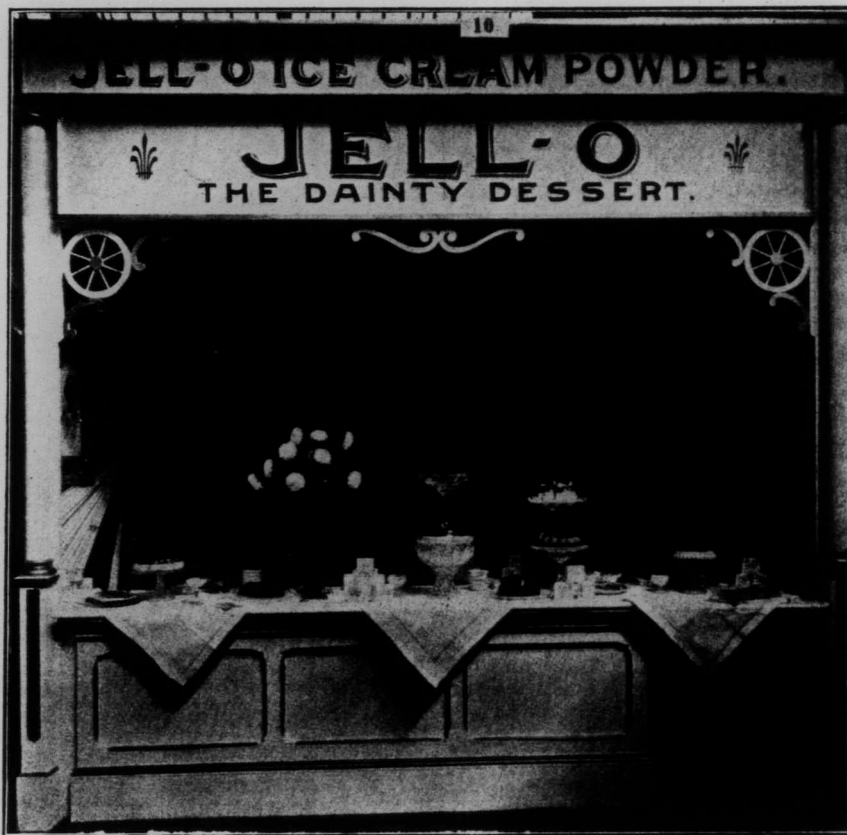
THE NUGGET POLISHES.

Occupying an attractive corner booth in the Process Building, the superiority of Nugget Polishes was demonstrated daily to thousands of visitors. The demonstration was particularly interesting, showing the absolute waterproof qualities of the polish. A shoe was polished in the ordinary way, giving a beautiful finished effect, and then was washed in a basin of water, coming out without a sign of difference or any dimming of the polish. Another important point is that Nugget Polishes will not rub off, and thus will not soil gowns nor clothing which the shoe may come in contact with. This was demonstrated when the shoe was rubbed with a towel after being washed.

The lines exhibited were Nugget Black, Tan and White Polishes, Patent Creams, Honest Polish and Nugget Furniture Paste. An attractive feature for the retailer in regard to these preparations is that they will not dry in stock, will not freeze, and that they can be handled on an attractive basis of profit.



CANADIAN NATIONAL EXHIBITION—Exhibit of the Maple Tree Producers' Association.



CANADIAN NATIONAL EXHIBITION—Exhibit of The Genesee Pure Food Co.

JELL-O.

A dainty and largely-visited booth, just off the east aisle of the Manufacturers' Building, was that of the Genesee Pure Food Co., where Jell-o, in the form of jelly and ice cream powders, was demonstrated. Attractively arranged in front of the booth were a series of the various kinds of jellies which may be made from Jell-o, and these, in various colors, with different kinds of fruit in several molds, attracted a good deal of attention. Samples of this jelly and also of Jell-o Ice Cream were distributed by attentive demonstrators.

Jell-o is a ready-for-use jelly powder, made from imported gelatine and other high-grade components, which is exceedingly convenient, and the product of which is most appetizing. Jell-o Ice Cream Powder is a preparation for the making of ice cream at home, dispensing with the expensive ingredients and the trouble otherwise necessary. Grocers would do well to examine these lines with a view to stocking them if they have not already done so, for the demand is becoming so large that they must prove a profitable investment. R. C. Gillfillan was in charge of the exhibit.

THE HUYLER CANDY CO.

One of the prettiest booths in the Manufacturers' Building and also one of the most visited, was that of Huyler's, the candy manufacturers. The booth was built up with four ornate pillars, as is shown in the accompanying engraving, and was surmounted by electric lamps

daintily arranged in the centre and back of the booth. A large number of the multitude of lines manufactured in the factory at 130-132 Yonge St., Toronto, were shown, and this "Made in Canada" feature was noted by Canadian visitors who appreciate getting the very best confectionery, particularly when it is made at home. Some of the newer and most popular lines shown were Chocolate-Dipped Triscuit, Household Chocolate, Vanilla Pink-Wrapper Chocolate, Premier Chocolates, Butter Scotch Toffy, Washington Toffy, Cough Drops, Bottles of "Cuts" and Huyler's Celebrated Cocoa in half and quarter-pound tins. The purity and excellence of Huyler's goods are known the world over. With this reputation, Huyler's would be an exceptionally good line for a grocer to lay in who looks to building up his confectionery department. The wholesale department at 130 Yonge St., Toronto, is prepared to supply these fresh, Canadian-made goods, in all quantities, at short notice.

TOBLER'S CHOCOLATE.

McLure & Langley, the agents for Canada and the United States for Eugene Tobler, the Swiss Chocolate King, had a pleasing display of fine confectionery in a dainty booth. The booth, to better represent the goods shown, was built in the form of a Swiss chalet, following the lines of some of the smaller houses in the Bernese Mountains.



CANADIAN NATIONAL EXHIBITION



—CANDY EXHIBIT.

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CANADIAN NATIONAL EXHIBITION—Exhibit of The Cowan Co., Limited.

THE COWAN COMPANY.

As the largest manufacturers of cocoa and chocolate in Canada, the Cowan Co., a name familiar to grocers all over the country, and to the public generally, were well represented by a large booth on the centre aisle of the Manufacturers' Building, in which were attractively displayed the various lines of goods turned out by the company. The large and excellent business which has been built up by this firm is the result of an output of a uniform product of the highest grade. Quality is the watchword of this company, and it is on this that the high reputation enjoyed has been built up. One of the factors leading to this result is the excellent facili-

ties supplied in the firm's factory. It is equipped with the latest machinery for the manufacture of cocoa and chocolate in various forms, and it can safely be said that no establishment in America has a better equipment.

This fact is freely evidenced in one of the lines manufactured by the Cowan Co., their unique "Maple Buds," a triumph in the art of chocolate making, which have sprung so rapidly into favor in Canada. These delicious goods were demonstrated at the booth, along with other lines, among which special mention might be made of one of the newer lines, "Nut Milk Chocolate," which combines fresh walnuts with delicious milk chocolate in the making up of a most

delicious confection. Cowan's justly celebrated Perfection Brand Cocoa was also attractively demonstrated.

Retailers in all parts of Canada are rapidly coming to recognize the advantage which comes to them in handling Cowan's goods. In the first place, the goods are absolutely reliable, and there is a large and steadily increasing demand. Again, the goods are backed up by a series of carefully planned advertising campaigns, which are of material aid in keeping up the demand. The trade is covered from coast to coast by a well-organized traveling staff, so that the goods can be easily procured, and to facilitate supplying dealers also, branch stocks are carried in Montreal, Winni-

peg and Vancouver. To further aid in making the excellent qualities of the goods known to the public and thus assisting the retailers, the company is planning a campaign of store demonstration later in the season in the Maritime Provinces, Manitoba, Saskatchewan and Alberta. Most grocers could, with very little extra effort, make a good deal more out of their confectionery departments than they are doing. Of course, the best class of goods are necessary to secure the best results, and Cowan's lines of high-class chocolates will prove excellent money-makers. The crowds around the company's booth in the Exhibition were an evidence of the popularity of the goods.

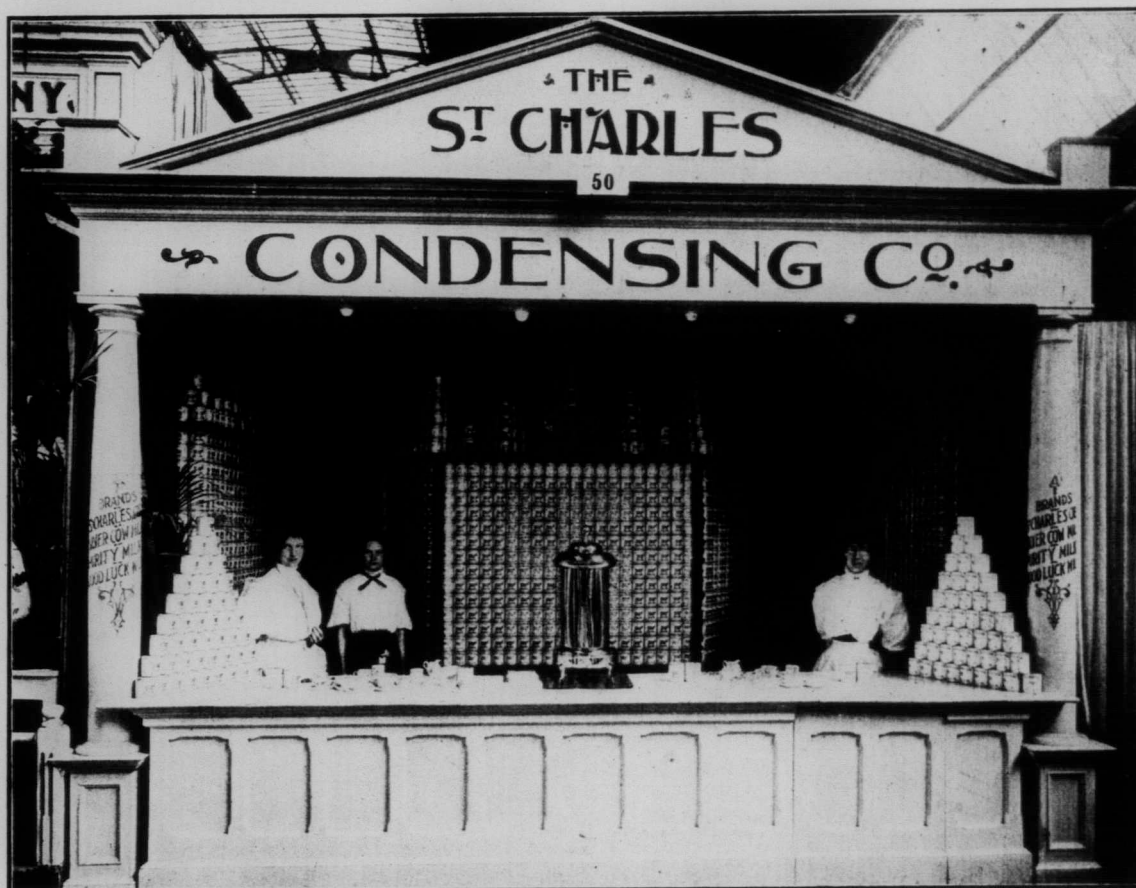
Mr. C. Dimmock was in charge of the exhibit during the Exhibition, and he,

especially in the larger centres, are such that one is hardly sure of their milk supply from the dairymen. They are often disappointed, and too often they do not get supply enough to last them should company drop in. Such conditions as these have forced people to look elsewhere for their milk supply. Those who have been fortunate enough to procure St. Charles Evaporated Cream have found it preferable in a good many ways to ordinary cream or milk. They find it more convenient, a purer article on account of its being thoroughly sterilized, and are sure of their milk supply just as they require it, as it can be kept indefinitely until opened. After opening it will keep about two weeks if kept in a cool place. They also find it more economical than ordin-

The demand for St. Charles Milk and Cream has increased to such an extent recently that the factory at Ingersoll was scarcely able to turn out a sufficient supply. Extra condensers have just been installed, so that now the company will be able to fill all orders promptly. The exhibit at the Exhibition was in charge of Frederick Dane & Co., Toronto, the Ontario agents.

PACKARD'S POLISHES.

One of the busiest booths in the Manufacturers' Building and one which was almost always surrounded by crowds of visitors was that of Packard's Polishes. A good deal of this was due to the popularity of the goods, but a large share was attributable to the de-



CANADIAN NATIONAL EXHIBITION—Exhibit of St. Charles Condensing Co.

with a number of lady demonstrators, was assiduous in looking after the desires of visitors.

ST. CHARLES CONDENSING CO.

The exhibit of the St. Charles Condensing Company in the Manufacturers' Building, was one that attracted the attention of all the housekeepers who visited the Exhibition. The success of this firm's exhibit was far ahead of any previous year; in fact, it exceeded the expectations of the management. There was not a minute of the day that there was not a throng of people before the exhibit eagerly asking questions about St. Charles' Evaporated Cream. This article has now come to be an absolute necessity in every household as condi-

ary milk or cream, as they can use what they require, and put the rest away in a cool place until they wish to use more. Ordinary dairy cream or milk has to be used up, as it is bought each day. The public is just beginning to realize the purity and convenience of this article, and it cannot be wondered at that thousands of people each day asked the ladies who were demonstrating this article question after question regarding the product. Most of them left orders to be delivered through their regular grocers. This fact should be appreciated by the retail trade, because by demonstrating this article to the public in this manner new customers are made for the grocer and trade brought to him which ordinarily would be going to the dairyman.

monstrating done by J. W. Strike and E. D. Van Dyne, who were indefatigable in keeping up an interest. The sales made were so large that supplies of one or two lines, supposedly enough to last throughout the Fair, were sold out early in the second week.

THE MCGREGOR BAG HOLDER.

One of the exhibits in which grocers particularly were interested, was that of the McGregor paper bag holder in the Process Building. The appliance, which hangs above the counter in easy reach has a place for all sizes of paper bags, and is a great convenience. Grocers who are using the holder, and the number is steadily increasing, speak in highest terms of its good features.

THE CANADIAN SHREDDED WHEAT CO.

One of the most interesting exhibits at the Canadian National was that of the Canadian Shredded Wheat Co. In the Process Building they showed the steps of manufacture of shredded wheat biscuit, from the wheat to the cooked biscuits. The food was also demonstrated at a booth in the Manufacturers' Building, and in both places visitors were treated with samples of the product. J. Hewitt, the Toronto agent, was in charge of the exhibit.

THE WALTER BAKER CO.

Among the United States manufacturers exhibiting, the booth of the Walter Baker Co. was one of the most attractive. For several years the firm has exhibited its cocoas and various lines of chocolates at the Toronto Fair, and the excellence of its products has led to a large increase in sales in Canada. C. Simmons was in charge of the booth, and W. S. Shaw, one of the company's selling agents, was a visitor during several days.

MELAGAMA TEA.

As usual, the Melagama Tea occupied a prominent place in the Manufacturers' Building, and its excellent qualities were demonstrated to throngs of visitors. Many were the kind things said about the excellent tea served, and grocers, particularly, were interested in the new money-package scheme, which the company is using with a good deal of gratification, as it proves highly satisfactory to the grocer and to themselves.

ARMOUR'S PRODUCTS.

In an attractive booth off the main aisle a display of Armour's products was given which attracted much attention. The excellent qualities of the various lines manufactured by the company need not be mentioned here, but the fact that the goods shown were manufactured in the company's factory in Canada added to the interest. The MacLaren Imperial Cheese Co., Toronto, are the Canadian agents for these goods, and the activity displayed by this firm in handling other lines should be an earnest of the success of the Canadian-made Armour products.

TOASTED CORN FLAKES.

Kellogg's Toasted Corn Flakes, the original product, were demonstrated in an attractive booth in the Manufacturers' Annex. The fact that this food is made at London, Ontario, accounts, and justly so, for a large part of the interest displayed. The quality of the goods, also, is without question, and they represent a triumph in modern cereal manufacture.

BLUE RIBBON TEA.

Blue Ribbon Tea was represented, as in former years, by an attractive booth in the Manufacturers' Building. The exhibit was on a prominent corner on

the main north aisle, and attracted the attention of many old friends and customers. Blue Ribbon occupies a prominent place on the counters, and in the hearts of many grocers in Canada, and to these the sight of the familiar booth was grateful. A large number of visitors were hospitably entertained at the booth, and spoke in highest terms of the treatment received.

NEW IDEAS FOR THE STORE.

A city grocer, who is somewhat pressed for show room, has hit upon a good scheme. The idea is not altogether new, but is worth mentioning. He has had the largest part of the counter tops removed and thick plate glass let in, flush with the remaining wooden frame. In this way the stock which is in the drawers underneath is exposed to view and can be kept in good condition, free from dirt and dust. The value of keeping goods where they can be seen is evident, because, as every man in trade knows, many customers come to the store to buy a few articles which they desire definitely, and in many cases they see many other articles which they think they want and so sales are increased.

Telephone pads fastened to the telephone are a good investment. Orders may be taken correctly hot off the wire without having to make an excuse to go and get a pad. It is always more or less annoying to have to wait when one is in a hurry. Sometimes the grocers who make customers wait get a good long wait themselves, in fact, so long that they never get a chance to make them wait again.

VASELINE AS AN EGG PRESERVER.

At certain seasons in the year it becomes necessary for the grocer to preserve eggs, owing to heavy receipts. This is particularly so in the country, where a grocer is obliged to take the produce which the farmers bring him. All sorts of schemes have been devised for keeping these eggs, and most all have met with but indifferent success. Perhaps the only one happy exception is the water-glass method, which possesses the disadvantage of being troublesome when the eggs are required. A very cheap and efficient method has been employed by a grocer in Montreal, which has succeeded admirably, and that process may be described as follows: A bottle of vaseline is heated until it becomes of the consistency of a thick fluid, and then the eggs are dipped into the vaseline. Utmost care should be exercised to cover every portion of the shell. The vaseline may be applied cold, but this method does not insure success, because parts of the shell are more easily missed in this way. The method requires very little expense, as a 10-cent bottle is ample for ten dozen eggs. After they are packed they should be kept in a cool place. It will be found that the eggs thus prepared will keep as long as required.

TRADE NOTES.

J. G. Lang, St. Thomas, has renovated his tea store.

Desautels & Charest, grocers, have been registered.

Anctil & Sirois, grocers, Montreal, have been registered.

Pillar & Co., grocers, Toronto, are selling their business.

M. Desjardins & Fils, grocers, Montreal, have dissolved.

David Schlair, general merchant, St. Thecle, Que., has assigned.

D. L. Nadeau, general merchant, East Broughton, Que., has assigned.

Brault & Paradis, general merchants, Auckland, Que., have been registered.

The assets of A. Morin, general merchant, St. Hubert, Que., have been sold.

The new Eastern Townships Cigar Factory, Sherbrooke, has been registered.

Chadwick & Lundberg, soap manufacturers, Montreal, have been registered.

J. S. Ferguson has purchased the grocery business of W. C. Tully, Peterboro.

John E. Wilson, who conducted the "Imperial Cash Grocery," Calgary, has assigned.

The assets of C. H. Durrant, grocer, Dundas, Ont., are advertised for sale by tender.

E. E. Hardy, confectioner and fruiter, Exeter, Ont., has sold his business to B. A. Wilson.

Wm. H. Winkler, general merchant, Millbank, Ont., has sold his business to J. H. Schmidt.

A. W. Maguire & Co., have established a factory at Hamilton to manufacture Laxa Food.

The general store of L. P. Lazure, St. Remi, Que., was burned last week. It was partially insured.

Wm. E. Watson, general merchant, Dorchester Station, Ont., has sold his business to C. W. Vollick.

The grocery business of Norah M. Thornwell, Ottawa, has changed hands and is now owned by C. Arden.

Jas. Tremblay, grocer, St. Thomas, has purchased the store he occupies for \$2,500 and will make extensive improvements.

The assets of G. Beaudet, sr., and G. Beaudet, jr., general merchants, St. Pierre les Becquets, Que., are to be sold on Sept. 18.

W. D. Pennell has taken over F. Oger's interest in the grocery firm of McLean & Oger. In future the firm name will be McLean & Pennell.

W. A. Heron, grocer, Earls court, Toronto, was held up by two highwaymen while returning from Davenport railway station and relieved of all the money he carried, which, luckily happened to be little.

Canada's Great Eastern Exhibition

Eastern Townships' Fair at Sherbrooke, August 29th to September 5th, Achieves a Decided Success—Attractive Exhibits by Manufacturers and Wholesalers in Main Building Claim the Attention of the Grocery Trade—Illustrations of Some of the Leading Exhibits.

Sherbrooke's 24th annual Fair, from August 29th to September 5th, was favored with splendid weather, and from every viewpoint scored a remarkable success. The directors and officers of Canada's Great Eastern Exhibition deserve credit for such a splendid Fair in a city the size of Sherbrooke. During one day of the Fair over 30,000 people went through the turnstiles, and this gives some idea of the support the Eastern Townships gives this Exhibition.

The dairy and cattle showing were really of interest, and had many inquiring sightseers. The amusements provided, in the form of vaudeville and trotting races, kept the big grand stand well filled, while the midway was always thronged.

Visiting merchants found much to interest and attract them in the various exhibits in the main building. Manufacturers and wholesalers go to a great deal of trouble and expense in fitting up their booths, and introducing their goods to visitors at the Fair. Every booth seemed busy and the literature and samples distributed should be productive of good results. The Main Building is very spacious, and affords ample space for display. Some of the exhibits which proved of interest to grocers are illustrated and described.

and sold in the booth shown in the accompanying engraving. With each sale was given some novelty as a souvenir, and as an evidence of just how popular

in charge of J. B. Crochier, one of the Eastern traveling men, and assisting him were other members of the firm's staff from Montreal.



EASTERN TOWNSHIPS' EXHIBITION—Exhibit of Rock City Tobacco Co.

PACKARD'S POLISHES.

A shoe polish that the public are pleased with and which consequently

the goods proved, it may be mentioned that the stock brought in, considered



EASTERN TOWNSHIPS' EXHIBITION—Exhibit of Packard's Polishes.

gives the grocer who carries it good returns. This very ably describes Packard's polishes, which were demonstrated

adequate for the Exposition, in one or two lines, had to be replenished during the progress of the Fair. The booth was

ROCK CITY TOBACCO CO., LTD.

The illustration shows only a part of this attractive exhibit. The "Laurier" Cigar is featured by this firm, and a large portrait of Sir Wilfrid is given free with 1,000 cigars. This portrait, which was displayed, is not seen in the engraving.

Their various brands of smoking and chewing tobacco, as may be noted, were shown to advantage. A fine line of Canadian leaf tobacco made a creditable appearance.

C. S. Milette, 64 Rue Sherbrooke, Que., their representative in the Eastern Townships, was very active in distributing samples, as well as booking orders from merchants attending the Fair. His likeness appears in the photograph. Jos. Picard, general manager of the Rock City Tobacco Co., Ltd., Quebec, was a visitor at the Fair, on one of the busy days. The company's trade in the Eastern Townships is expanding rapidly.

Royal Sport and Hogen-Mogen Cigars, the leading brands of the Sherbrooke Cigar Co., were well advertised at the Fair.

PRIDE OF CANADA MAPLE PRODUCTS.

Sherbrooke Exhibition would be incomplete without a representative showing of Maple Products, as the Eastern Townships is noted for its maple sugar and maple syrup. Each year the Maple Tree Producers' Association, Ltd., Waterloo, Quebec, supply the needed attraction. At this Fair they had two exhibits, one in the Dairy Building, a reproduction of which appears here, and a larger showing in a prominent place in the Main Building.

M. F. Goddard, manager of the Maple Tree Producers' Association, Ltd., whose likeness may be detected in the engraving, was the usual enthusiastic director of operations, and even helped pour Mapleade for the thirsty crowds.

An even added distinction was given this firm at the Fair, as their exhibit in the Dairy Building, against strong competition, was awarded the medal of honor, a silver one, for the best showing of maple products of all kinds. The silver medal is an emblem of merit the firm may well be proud of.

In the Main Building was their splendid booth of Maple Sugar and Maple Syrup. These were displayed in their various sizes in the attractive bottles, cans and boxes, put out by this firm.

Pride of Canada Maple Products have a distribution covering all Canada, and are handled by leading wholesalers in every section. Their sale has been built up in a large degree as a result of absolute purity of Pride of Canada Maple Products.



EASTERN TOWNSHIPS' EXHIBITION—Exhibit of Maple Tree Producers' Association.

VICTOR ARCHAMBAULT.

Victor Archambault, a progressive Sherbrooke wholesaler, with offices and main warehouse at 28 Bridge St., had both an interesting and attractive exhibit of biscuits and confectionery, in a prominent position in the Main Build-

ing. Some idea of the range of biscuits carried by this firm, may be gained from the fact that the exhibit contained over 150 varieties of fancy biscuits. These lines are all sold under the label of Victor Archambault, and his knowledge of quality and value is such that an enviable reputation has been built up for Victor Archambault's biscuits.

The lines of confectionery just visible in the engraving are particularly distinguishable on account of the patent pail cover, which is furnished free to customers. This cover is both attractive and useful.

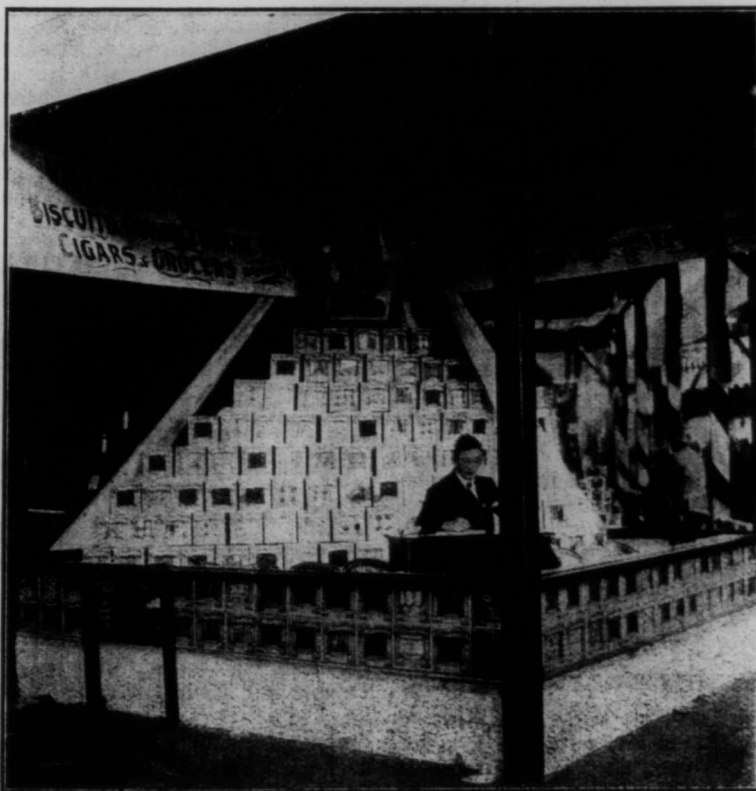
This firm act as selling agents for Cowan's and Harry Webb, Toronto, and are always open for the newest and best lines of confectionery and biscuits.

In tobaccos a specialty is made of leaf tobacco, and they handle full lines of the Rock City Tobacco Co., Ltd., Dominion Tobacco, the American Tobacco Co., and other standard lines. Pipes are imported direct.

Mr. Archambault, the proprietor, a former "Knight of the Grip," has built up a lucrative business within a very few years, owing to his intimate knowledge of the trade and an efficient sales organization. Four travelers cover the Eastern Townships, pointing out the freight advantages and prompt shipments secured by buying in Sherbrooke from Victor Archambault. Two large warehouses are utilized by this firm, besides their premises in Bridge St.

FAIR NOTES.

W. R. Webster & Co., El President and Dutch Mike Cigars, distributed innumerable folders, describing their new factory, and the hygienic way in which



EASTERN TOWNSHIPS' EXHIBITION—Exhibit of Victor Archambault.

all their cigars are made. The Queen Cigar Factory, though not the largest, is perhaps the most modern in Canada.

The American Tobacco Co. had their usual very large booth, and distributed numerous novelties advertising particularly Black Watch Chewing.

Baker's Cocoa and Chocolate, and Lowney's Chocolates had attractive booths.

Fairbanks' Scales had a booth at the Fair, Mr. Frank Fales in charge.

L. H. Packard & Co. used a double booth advertising Packard's Black-O and Packard's findings.

MANUFACTURERS' ASSOCIATION CONVENTION.

Canadian Business Men in Session This Week in Montreal.

The first business session of the Canadian Manufacturers' Association convention was held in the Windsor Hotel, Montreal, Tuesday of this week. The president, Hon. J. D. Rolland, delivered his address, in which he referred to the custom of exporting pulpwood to the United States. The usual first meeting duties were performed, including the reading of the minutes of the last meeting. During the course of the session discussion was indulged in regarding the woolen industry, for which more protection was urged. Considerable was also said regarding technical education, and its value was pointed out. Various other matters occupied the attention of the meeting relating more closely to their organization, and the session closed with expressions of confidence in the future of Canada. G. M. Murray, Toronto, secretary and Geo. Booth, Toronto, treasurer of the association presented their reports to the meeting.

THE PEPPERMINT HARVEST.

Now in Progress in Walkerville, Where the only Treating Plant in Canada is Situated.

Special Correspondence of The Canadian Grocer.

Walkerville, Sept. 15.—The peppermint harvest is now in progress at Walkerville, and will probably continue for several weeks, its duration depending on weather conditions. As the extraction of the oil from the plant takes place as soon as the mint is cut, this year's oil will be practically ready for the market a few days after the last load leaves the field.

The Messrs. Walker Sons have about 170 acres of plants. These are cut with a mowing machine. As soon as possible after cutting the mint is conveyed in hayracks to the extraction plant, where it is placed in large vats and steeped in boiling water from three to five hours. The process of distillation is then gone through with, to separate the water and oil, as much as possible. From the still, the fluid is transferred to a final separator, where all the water is removed,

and a process of filtration winds up the manufacture. The oil is shipped in containers holding 20 pounds each, and is used chiefly by confectioners, though always to be found for medicinal purposes at drug stores.

This plant, the only one of its kind in Canada, has been in operation four years. The industry is imported from Michigan, where large fields of mint on the Huron shore supply practically the entire United States.

BUMPER GRAPE CROP.

A prominent St. Catharines fruit man told The Grocer that on Monday of this week 21 cars of grapes were sent from his district to Montreal. This does not mean that Montreal will take all these grapes, but they will be distributed to various Eastern markets from that city. The same gentleman stated that it was no unusual sight to see eight cars of fruit at the St. Catharines station daily.

Grapes this year are an enormous crop in the Niagara district and much of them will be put on the markets throughout the country. Wine-makers are said to be offering but \$15 a ton for grapes this year, whereas last year as high as \$33 a ton was paid. Growers resent this very much and prefer to sell outside rather than submit.

THE 1908 TOBACCO CROP.

Ontario Will Yield 1,000,000 Pounds—Quebec 4,000,000.

The area planted this year in tobacco in Kent and Essex has been considerably reduced, over-production in the past two years having caused such a decline in prices that growers have decided to cease cultivation absolutely, or else reduce their output till the market for Burley, the principal tobacco grown here, becomes more favorable. Meanwhile, the acreage given to black smoking tobacco is relatively larger than it has been for years.

The total Ontario product this year may be roughly estimated at about 1,000,000 pounds, the largest proportion of this quantity consisting of Seed Leaf, Big Ohio (Walkerville), Havana Seed Leaf, Comstock-Spanish and Spanish-Zimmer.

In Quebec, the crop, which is much larger, is estimated at between 4,000,000 and 4,500,000 pounds. The area devoted to Comstock has increased to the detriment of Connecticut Seed Leaf and heavier tobaccos. Though the recent dry weather may have injuriously affected it, the Quebec crop is expected to be a good one, both as regards quality and quantity.

MOKARA MILLS IN LIQUIDATION.

Theodore Lefebvre & Co., the Mokara Mills, Montreal, have gone into liquidation and the plant, fixtures and stock on hand will shortly be sold to the highest bidder. A. W. Stevenson has the matter in hand.

OBITUARY.

Thomas Hewer, grocer, Guelph, is dead.

C. J. McRae, general merchant, Glen Roy, Ont., is dead.

F. Guess, general merchant, Sydenham, Ont., is dead.

F. H. Andrews, of F. H. Andrews & Sons, commission merchants, Quebec, died lately.

C. Dynes, grocer, Sapperton, B.C., was killed by a street car in New Westminster one day last week. On the same day his grocery store was burned.

PERSONAL NOTES.

D. McL. Brophy is back in Montreal from Quebec.

R. J. Smeall, with D. McL. Brophy, Montreal, has returned from a trip to the Eastern Townships.

D. Charles Coutts, for the past five years secretary of the Richards Pure Soap Co., Woodstock, has severed his connection with that company.

W. G. B. Stronach, Montreal, was in Kingston Wednesday and placed several lots of tea for Appleton, Machin & Smiles, for whom he is Canadian agent.

S. F. Taylor, vice-president of Borden's Condensed Milk Co., New York, was in Montreal this week, making his headquarters with W. H. Dunn, Canadian agent of the company. Jos. Irving, manager of Mr. Dunn's Toronto office, was down from the West to meet Mr. Taylor.

S. Shimidzu, the newly-appointed Consul-General for Japan in Canada, Ottawa, has been in Montreal for a week getting in touch with trade conditions, and more particularly interesting himself in the relations existing between Canada and Japan in teas. While in Montreal he made his headquarters with Shaw T. Nishimura & Co.

A QUEER COMBINATION.

W. Huskins, Calgary, has purchased W. H. Hadley's green grocery business at that place and will conduct it in connection with his sewing machine agency.

800 DOGS FED.

Harold H. Hughes, of F. Hughes & Co., who represented Spratt's Patent, Ltd., London, at the Canadian National Exhibition Bench Show in Toronto, has returned to Montreal, and reports the show a great success. There were about 800 dogs on exhibition, and between 30,000 and 40,000 people passed through the building during the week. Mr. Hughes will be in Ottawa next week to look after the interests of Spratt's Patent, Limited, at the Bench Show to be held in connection with the Central Canada Exhibition. The dogs at this show will be fed on Spratt's Patent Fibre Dog Cake.—Advt.

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Markets and Market Notes

QUEBEC MARKETS

Montreal, Sept. 18.

POINTERS—

- Rolled Oats—Advanced.
- Fruits—Advanced.
- Vegetables—Advanced.
- Fish—Declined.
- Butter—Steady.

Trade during the week has been fairly good, and collections are better. The markets have preserved a pretty even balance, with the exception of a few, among which may be mentioned, rolled oats, vegetables and fruits, which have gone forward slightly. Fish are arriving in good quantity and consequently the prices in a few lines are a shade easier this week.

The flour and feed trade has shown some improvement, but it is plain that buyers are only covering their immediate wants. The stories of an excellent crop in the West have held out prospects of very much reduced prices when the new wheat gets into the mills, so buyers are simply waiting to see what will happen. With shortages in other parts of the world, Canada's surplus will be eagerly taken up by other countries, and it is yet an open question whether prices will go up or down. Rice and tapioca are extremely dull. Butter is slightly stronger. Dried fruits are interesting. Sugar is steady and in good demand, having settled down to a more sound basis. Other lines remain the same as at our last quotations.

SUGAR—The sugar market is steady under a good demand. The market has settled down somewhat, and buyers are displaying more confidence in it. This season of the year the demand is good, and this month is no exception to the rule. The market was a little off for awhile, but now seems to have found its normal level again.

Granulated, bbls	4 70
" " 4-bbls	4 85
" " bags	4 85
Paris lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 50
" " 25 lbs.	5 50
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" " 50-lb. boxes	5 05
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUPS AND MOLASSES—The demand for molasses has fallen off somewhat, but the volume of trade passing is very good. Grocers are buying in small lots to cover their wants as they go along. Syrups are in good demand. Prices all around are steady and quite unchanged.

Barbadoes, in puncheons	0 37	0 39
" " in barrels	0 39	0 41
" " in half-barrels	0 40	0 42
" " fancy	0 34	
" " extra fancy	0 36	

New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 08	0 13
" " 1-bbls	0 08	0 13
" " 2 1/2 lb pails	1 75	
" " 25 lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" " 5-lb. " 1 doz.	2 75	
" " 10-lb. " 1 doz.	2 65	
" " 20-lb. " 1 doz.	2 60	

MAPLE PRODUCTS—Owing to the small amount being consumed at this time of the year the market is exceedingly dull. Prices are unchanged.

Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 06	0 07
Pure syrup, 2 1/2 lb. tin	0 60	0 67

TEA—The Japan market a few weeks ago was characterized by a weakness, on account of poor quality, but it has gone back to its former level owing to unusually short crop. Locally, there has been more activity. All lines of black's have been in good demand during the week, there being much more activity than formerly. Quotations are the same as at last report.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 28
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 13	0 14
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Some of the cheaper grades of coffee are in good demand, but the market altogether is slightly duller than at last report. Buyers are pursuing the same policy all along the line, buying only for immediate wants. This condition sometimes arises at this time of the year, owing to the fact that it is a little early to buy for winter requirements. No change in quotations.

Jamaica	0 14	0 20
Java	0 20	0 25
Mocha	0 19	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15
Marschalbo	0 15	0 20
Roasted and ground 20 per cent. additional		

DRIED FRUITS—Considerable interest is manifest in the new goods to arrive shortly. No changes are noticed.

Dates—		
Hallowees, per lb.	0 04	0 05
Saisra, per lb.	0 03	0 04
Packages "	0 05	0 06
Malaga Raisins—		
London layers	1 26	
" " Connoisseur Clusters	1 40	
" " 1/2 box	1 40	
" " Royal Buckingham Clusters, 1/2 boxes	1 27	
" " Excelsior Windsor Clusters	1 20	
" " "	1 20	
Australian raisins	0 97	0 65
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10

California Evaporated Fruits—		
Appriots, per lb.	0 22	
Peaches, "	0 18	
Pears, "	0 18	

Prunes—		per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08	0 09
" " " 50-60s	0 08	0 08
" " " 60-70s	0 07	0 09
" " " 70-80s	0 07	0 08
" " " 80-100s	0 06	0 07

RICE AND TAPIOCA—Trade in rice during the week was fairly good, showing some improvement over the previous week. The primary markets are quiet, nothing of any importance passing. Tapioca is dull, the demand being hardly noticeable.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " " pockets 25 pounds	3 25
" " " 1/2 pockets, 12 1/2 pounds	3 35
" " grade c.c., 250 pounds	3 05
" " " 100 "	3 6
" " " 50 "	3 15
" " " pockets 25 pounds	3 15
" " " 1/2 pockets, 12 1/2 pounds	3 25
Tapioca, medium pearl	0 05

SPICES—The pickling season continues to create activity in this market. Trade is good in all lines used for pickling and preserving. Prices are the same as at last quotations.

Peppers, black	Per lb.	0 14	0 20
" " white		0 18	0 27
Ginger, whole		0 16	0 20
" " Cochin		0 17	0 20
Cloves, whole		0 17	0 20
Cloves, ground		0 25	0 35
Cream of tartar		0 25	0 29
Allspice		0 12	0 18
Nutmegs		0 25	0 40
Cinnamon, ground		0 15	0 19
" " whole		0 14	0 16

BEANS—There is a very good demand for beans locally, in small lots. Buyers are taking only supplies to cover immediate wants, but the total of small orders makes a fairly good amount of business. Prices remain the same, with the exception of Ontario primes, which are a little stronger.

Ontario, prime	1 95	2 05
Austrian	1 95	2 00
Indian	1 65	1 75

EVAPORATED APPLES—This line is very dull, nothing of any importance taking place at all. Stocks held are very small and unattractive.

Evaporated apples	0 07
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INTERNATIONAL APPLE SHOW.

An international apple show will be held at Spokane, Wash., on Dec. 8th, the prize list of which amounts to \$35,000. The fruit inspector of British Columbia advises fruit growers of that Province to compete, not only for the sake of winning prizes, but more to make the fruit-growing resources of British Columbia known to the people of the South, many of whom have already come north, and more are looking to the land of the maple leaf as a place for future investment and abode.

P. David & Co., fruit and provision merchants, Longueuil, Que., have been registered.

THE CANADIAN GROCER

CANNED GOODS

The event of interest during the week was the announcement by the Canadian Canners of an advance of 2½ cents per dozen on all grades of peas, to come into effect October 1st. The circular also states that further material advances will probably be made later.

This action is undoubtedly a result of the small pea pack, which is estimated by some parties as only a third to a half of normal. All the packers are feeling the shortage to a considerable extent, and there is going to be a good deal of difficulty in filling orders. Grocers who have not ordered their full stock as yet will advisedly act at once.

The tomato pack in the United States is expected to be short, and there is some talk of a corner in these goods. Dealers here state, however, that as prospects here are better, this should not materially affect the Canadian market.

MONTREAL.—The new pack prices are meeting with favorable consideration, and buying is proceeding in a normal way. Meats of Canadian production are in good demand.

Trade in fruit lines and vegetables is not as brisk as it has been for some weeks past, which is due to the abundance of the fresh fruits and vegetables. Fish lines are fairly active.

TORONTO.—Demand is rather more active this week, retailers buying more heavily of fruits and vegetables on the new prices. Meats are also in fair demand.

NEW PRICES—1908 PACK.

	Per doz	Per doz
	Group 1	Group 2
FRUITS.		
3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted	8.00	
Gals. red, not pitted	6.50	
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60
Currants—		
2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard	5.00	
Gals. red, solid pack	7.00	
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard	5.25	
Gals. black, solid pack	8.00	
Gooseberries—		
2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards	6.00	
Gals., solid pack	8.00	
Grapes—		
2's white, Niagara, pres'd.	1.45	1.40
Gals., ditto., standards	3.55	3.50
Lawtonberries—		
2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50

Peaches—		
1½'s, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2½'s yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2½'s white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		

VEGETABLES.

Beets—		
2's, sliced, br., "Simcoe"	.95	
2's, sliced, b.r., "Simcoe"	.95	
2's, whole, b.r., "Simcoe"	.95	
2's, whole, br., "Rosebud"	1.15	
3's, sliced, br., "Simcoe"	1.25	
3's, whole, br., "Simcoe"	1.25	
3's, whole, br., "Rosebud"	1.40	
2's, golden wax, midget, "Auto"	1.25	

Beans—		
2's, golden wax, midget	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green)	.90	.85
3's, ditto.	1.40	1.35
2's, Refugee, midget, "Auto"	1.25	
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn	.90	.85
Gals., corn-on-cob	4.50	
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05

Peas—		
1's, No. 1 extra fine sifted	1.10	1.05
2's, No. 4 standards	.80	.75
2's, No. 3 early June	.85	.80
2's, No. 2 Sweet Wrinkle	.95	.90
2's, No. 1 extra fine sifted	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

however, seems to be on a different basis than it was a couple of years ago, or even a year ago. The retailers, as well as the jobbers, are proceeding in a more conservative way and are buying much more carefully. The plan of buying in small lots continues to be very evident all over the country and while orders are coming to be a little more frequent they are no larger.

One interesting event of the week was the announcement by the Canadian Canners of an advance on all grades of canned peas, to take effect Oct. 1. The first new crop valencias arrived on Tuesday and are pronounced a fine sample. There is a stronger feeling in Ceylon teas, otherwise the staple markets are generally steady.

SUGAR—Canadian refined is steady with perhaps a slightly easier feeling in evidence. A large business is being done in sugar but jobbers report that it is not at all up to what was expected in September, particularly when the light buying of the past season is considered. How the public is getting along with less sugar than usual is a problem, but such seems to be the case. While refined markets are steady raws are slightly easier, a cable from New York on Tuesday noting a decline of 5 cents. A change can scarcely be expected while the demand continues so comparatively heavy but if raws break at all sharply a decline will undoubtedly follow. The sugar market this fall has been rather more of an enigma than usual to those who profess to know.

Paris lumps, in 25-lb. boxes	6 85
Paris lumps, in 50-lb. boxes	5 85
in 100-lb.	5 75
Paris lumps, in 20, 5-lb. boxes	7 10
St. Lawrence granulated, barrels	4 80
Stand rd granulated	4 55
Imperial	4 55
Acadia granulated, (bags and barrels)	4 70
Berlin granulated	4 70
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2	4 50
No. 1	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES—Though a somewhat firmer feeling is manifest, there is so little interest in these goods that no general advance has been made. Barbadoes is quoted a little higher.

Syrup—	
Medium	0 30 0
Bright	0 35
Per case.	
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " "	2 65
20 " " "	2 60
Barrels	0 13
Half Barrels	0 03
Quarter "	0 03
Pails, 38½ lbs. each	1 75
" 25 "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
" 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50

Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 28	0 30
Barbadoes, extra fancy	0 45	
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEA—The local market has seen a little more activity during the past week or so, seemingly as a result of a better feeling in Ceylons. Markets elsewhere seem also to be brighter.

Gow, Wilson & Stanton say of the situation in London in a letter dated Sept. 4:—"A distinct improvement has

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.
Dried Fruits—First new crop valencia raisins in.
Canned Peas—Advance 2½ cents doz., effective on Oct. 1.
Teas—Ceylons firmer.

Toronto, Sept. 17.

The much-talked-of trade revival seems to be coming. All the jobbers give better reports this week, the travelers, too, are more cheerful and, putting these together, it would seem that the grocery business at last had gotten over the top of the hill. The change is more evident this week than before. Business,

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been noticeable this week in the general tone of the market, and it is gratifying that the severe decline in quotations for common tea recently recorded has at last been arrested. An improvement in some of the offerings from the Doocars, Assam and Ceylon, together with a welcome revival in the export demand, have been factors contributing largely to this re-action. It is worthy of note that the actual exports from Ceylon for August of 6½ millions are below the estimate by about two million pounds. The offerings of these kinds, therefore, are likely to be on a rather restricted scale for some time to come, the amount advertised for next week showing a reduction of 5,000 packages on that for the current week."

COFFEE—Business locally is very good, with prices steady. There are no new features of particular interest in primary markets this week.

DRIED FRUITS—The first arrival of new crop Valencia raisins arrived in two or three Toronto houses, via Montreal, on Tuesday. This, of course, is an advance shipment and the quantity is quite limited. They are an exceedingly good sample and are quoted at 7 to 7½c. Interest in other lines is not very lively and prices are steady.

Prunes, Santa Clara—		Per lb.	Per lb.	
100-12½	.....	0 06	
90-100, 50-lb boxes	0 36	0 07	70-90, 50 lb. boxes	0 08
80-90s	0 07½	0 08	60-70, 50-lb boxes	0 08½
			40-50	0 09
Note—25 lb. boxes to higher than 50 lb.				
Candied and Drained Peels—				
Lemon	0 11	0 11½ Oltron	0 21
Orange	0 11	0 12	
Peaches			0 18
Figs—				
Elises, per lb.	.....	0 08	0 15
Tappeta	.....	0 03½	0 04
Bag Figs	.....	0 02½	0 04
Currants—				
Fine Filistras	0 06½	0 07	Vostizas	0 09
Patras	0 08	0 08½		0 09½
Uncleaned, to less.				
Raisins—				
Saltans	.....	0 09½	0 13
" Fancy	.....	0 11	0 12½
" Extra fancy	.....	0 14	0 15
Valencias, olderop	.....	0 05	0 06½
Seeded, 1-lb packets, fancy	.....	0 10	0 10½
" 15 oz. packets, choice	.....	0 08	0 09
" 12 oz.	.....	0 08	0 08
Dates—				
Hallowees	0 05½	0 05½	Fards choicest	0 08
Sais	0 04½		choice	0 08½

SPICES—Demand is very good, as is natural at this season. Prices are unchanged.

Peppers, blk p're	.....	0 16	0 20
" white pure	.....	0 25	0 30
" whole, lack	.....	0 18	0 22
" whole, white	.....	0 18	0 25
Ginger	.....	0 18	0 25
Cinnamon	.....	0 25	0 40
Nutmeg	.....	0 45	0 50
Cloves, whole	.....	0 25	0 35
Cream of tartar	.....	0 22	0 25
Allspice	.....	0 17	0 20
" whole	.....	0 17	0 20
Mace ground	.....	0 10	0 20
Mixed pickling spices, whole	.....	15	20
Cassia, whole	.....	0 30	0 25

RICE AND TAPIOCA—The market is generally unchanged, though some cutting is being done in tapioca.

	Per lb.	Per lb.
Rice, stand. R.	0 09½	0 08½
B rice, 5 bag lots, delivered	3 05	
Bangkok	0 09½	0 08½
Patna	0 36½	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05½	0 06½
Seed tapioca	0 06	
Tapioca, medium pearl	0 05	0 05½

BEANS—The market is still firm, with no noticeable change in prices.

EVAPORATED APPLES—With fruit of better quality prospects are good for a better grade of goods next season, something which will be welcomed by both jobbers and exporters. No interest is evident in the goods at present.

Evaporated apples	7½	0 08
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THE GUILD CASE AT LAST?

The announcement was made on Friday that the long-delayed and much-talked-of case against the Wholesale Grocers' Guild, now the Wholesale Grocers' Exchange, was to be at last heard in Toronto on Monday, September 21. No further details are given. Those interested are wondering whether this is to be the real thing or, as so often happened before, merely another incident to keep the matter alive without anything materializing at the last moment. It is whispered that the latter is the correct conjecture and that the matter is likely to be again postponed on Monday.

POTATO STANDARD 75 POUNDS.

Important Resolutions at Convention of Dominion Board of Merchants' Association.

The 4th annual convention of the Dominion Board of the Retail Merchants' Association of Canada was held in the Toronto offices of the association on Wednesday and Thursday, September 9 and 10, delegates being present from various parts of Ontario and Quebec. Past President J. G. St. Leger welcomed the delegates to Toronto, after which President Watson took the chair and read his annual address. The association has increased during the year by the establishment of 37 new branches, 22 being in Quebec, and 15 in Ontario. The financial end also was satisfactory; all debts having been paid and a small surplus being left in the treasury.

Getting down to business, the convention dealt with the various matters referred to it by the Provincial Associations. "That the weight of a bag of potatoes should be 75 lbs. throughout the Dominion," was endorsed by the Dominion Board, and the matter will now be brought before the Department of Inland Revenue at Ottawa to have this standard become law. Other endorsements were that the Minister of Customs be asked to remove the 53 cents a ton on all vessel fuel; opposition to the establishment of a Government parcel post system, which would take money out of the public treasury for the benefit of large mail order houses; and to make it a criminal offence to falsely advertise any article of merchandise in the public press or otherwise.

The Board decided to apply to the Government for a "Council of Commerce," on the lines of the Railway Commission, uniting with organized bodies, such as the manufacturers and wholesalers for obtaining information on all trade subjects.

The formation of a fund from which heirs of members should receive a certain amount at death, and the abolition of fees for the payment of protest charges on notes, cheques and bills of exchange, were two resolutions referred to committees.

A request that the C.M.A. and the Wholesale Merchants' Association adopt collective measures to prevent credit being given to unduly qualified men starting in trade, was laid over for future consideration.

All the old Dominion officers were re-elected: J. G. Watson, Montreal, President; B. W. Ziemann, Preston, First Vice-President; T. Beland, Quebec, Second Vice-President; J. A. Beaudry, Montreal, Treasurer; and E. M. Trowern, Toronto, Secretary. Besides those named above the following delegates were present: Adam Ballentine, Hamilton; A. L. Geen, Belleville; M. Moyer, Toronto; A. Gervais, Joliet, Que.; L. F. Hebert, Shawinigan Falls, Que.; and W. Boyvin, Montreal. All the delegates were the guests of the Canadian National Exhibition directors on Thursday, Sept. 10.

The next meeting will be held in Montreal during the second week of August next year.

DRIED FRUITS EN ROUTE.

Direct Steamer on the Way From Denia—Tendencies in the Market.

The first direct steamer to Canada from the Mediterranean loading with dried fruits, left Patras for Denia, Tuesday of this week. She will complete her cargo at this port, and then sail for Canada. Advices state that the boat will be loaded to capacity. Currants continue firm, and indications point to a higher market, as an evidence of which several offers under ruling quotations having been promptly turned down. New crop Valencia raisins, the first to arrive, reached Montreal by S.S. Corsican Sept. 11, and on being opened proved of fine quality. The market is steady for this line. French prunes are attractive in price, and although they have not been seen on this market for some time past, they may, in view of high prices asked for Californias, again gain a foothold. Bosnia prunes are also being purchased, chiefly in 25-lb. boxes. Some dealers have already ordered California prunes, despite high prices.

A steady business is being done in nuts. Shelled walnuts, 1907 crop, freshly cracked, are in demand at advancing prices. New Marbot walnuts, for November shipment, are quoted reasonably low, and some business has been effected. On the whole, the outlook for a fair business in dried fruits and nuts appears favorable.

APPLICATION HELD OVER.

The application for a winding-up order for the Ontario Sugar Co., of Berlin, the rather complicated case which was to have come before Justice Falconbridge in Toronto on Tuesday, 15th, was not dealt with at that date, being held over. The application, it is stated, will be taken up on Saturday.

PERSONAL NOTES.

W. G. Patrick, of Patrick & Co., Toronto, is enjoying a somewhat extended business trip in England and on the continent. He is expected home in a couple of weeks.

James Bain, one of Hamilton's oldest and best grocers, was in Toronto on Wednesday spending a little holiday among the Toronto trade.

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, September 17, 1908.)

A merry war in corn, peas and tomatoes is the big feature of the Winnipeg wholesale grocery market this week, big reductions having been made in Group 2. which will obtain until further notice.

Trouble has been brewing for some weeks and reference has been made in these columns from time to time to the competition in these vegetables. It is not expected that any other lines will be included in the present cutting of prices.

Fine, warm weather this month has been of incalculable benefit to the country. In other years harvesting and threshing have been hindered by cold, wet weather in September, but the conditions this year have been ideal and the grain is being rapidly threshed and marketed. The crop money is getting into general circulation, and the benefit is already being felt. The only drawback to the general situation is the unfortunate strike of the C.P.R. mechanics. The railway authorities are doing their best under the circumstances, but, undoubtedly, their equipment is suffering.

CANNED GOODS—As noted above, there is hot competition in corn, peas and tomatoes, the prices of group 2 being considerably reduced. Quotation are as follows:

	FRUITS.	
	Group No. 1	Groups No. 2 & 3
Apples—3's standard per case	2.44	2.34
Gallons, standard	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
black pitted 2's	4.18	4.08
white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
black 2's	4.18	4.08
Gooseberries—2's	4.50	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
yellow 3's	6.54	6.44
pie, unpeeled 3's	3.34	3.24
pie unpeeled gallons	2.42½	2.40
pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
Flemish Beauty 3's	4.74	4.64
Globe l. s. 2's	2.78	
Globe l. s. 3's	4.14	
Plums—Damson l. s. 2's	2.28	2.18
Lombard l. s. 2's	2.28	2.18
Greengage l. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
red gallons	3.80	3.77½
black 2's	4.18	4.08
black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
gallons	3.80	3.77½
VEGETABLES.		
Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards 2's	1.88	1.55
Early June 2's	1.98	1.65
Sweet Wrinkle 2's	2.18	1.85
Extra fine sifted 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10

Tomatoes—2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.		
Clark's 1 lb. pork and beans, plain, per case	2 50	
" 2 " " " " " " " " " "	1 90	
" 3 " " " " " " " " " "	2 50	
" 1 " tomato sauce, per case	2 50	
" 2 " " " " " " " " " "	1 90	
" 3 " " " " " " " " " "	2 50	
" 1 " Chili " " " " " " " " " "	2 50	
" 2 " " " " " " " " " " " "	1 90	
" 3 " " " " " " " " " " " "	2 50	
Soups, per doz	3 25	
Corned beef " 2's per doz.	3 10	
" " " 1's	1 65	
Roast beef " 1's, per doz	1 65	
" 2's	3 10	
Potted meats, 2's, per doz.	0 55	
Veal loaf ½ lb., per doz.	1 25	
" 1 lb. " " " " " " " " " "	2 50	
Ham loaf ½ lb. " " " " " " " " " "	1 25	
" 1 lb. " " " " " " " " " "	2 50	
Chicken loaf ½ lb. " " " " " " " " " "	1 85	
" 1 lb. " " " " " " " " " "	3 50	
Luncheon 1's, " " " " " " " " " "	3 65	
Sliced smoked beef ¼-lb. tins, per doz.	1 80	
" " " 1-lb. tins, " " " " " " " " " "	3 10	
" " " 1-lb. glass, " " " " " " " " " "	3 35	
Chipped " " " ¼-lb. tins, " " " " " " " " " "	1 45	
" " " 1-lb. tins, " " " " " " " " " "	2 50	
" " " 1-lb. glass, " " " " " " " " " "	0 06	
Sliced bacon, " " " 1-lb. glass, " " " " " " " " " "	3 10	
" " " 1-lb. glass, " " " " " " " " " "	2 25	

SUGAR—The market continues firm, with an upward tendency. Quotations continue as follows:

Montreal and B.C. granulated, in bbls.	5 20
in sacks	5 15
yellow, in bbls.	4 80
in sacks	4 75
Wallaceburg, in bbls.	5 10
in sacks	5 15
Berlin, granulated in bbls	5 00
sacks	5 05
B.C. gunnies granulated, 5-15's to bale, per cwt	5 15
hard pressed lump, 25's, per cwt	6 35
half bbls., per cwt	6 70
icing	6 60
bar sugar	5 80
Icing sugar in bbls.	5 80
in boxes	6 00
in small quantities	6 30
Powdered sugar, in bbls.	5 50
in boxes	5 80
in small quantities	5 85
Lump, hard, in bbls.	6 15
in ¼-bbls.	6 15
in 100-lb cases	6 15

SYRUPS AND MOLASSES—		
Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40	
5-lb tins, per 1 " "	2 80	
10-lb tins, per 1 " "	2 65	
20-lb tins, per 1 " "	2 70	
Sugar syrup, per lb.	0 03½	
Beaver Brand, 2 lb tins, per 2 doz case.	3 10	
5 " " " 1 " " " "	3 60	
10 " " " 1 " " " "	3 30	
20 " " " 1 " " " "	3 20	
Barbadoes molasses in ¼-bbls, per gal.	0 40	
New Orleans molasses in ¼-bbls, per lb.	0 03½	
Porto Rico molasses in ¼-bbls, per lb.	0 04½	
Blackstrap, in bbls., per gal.	0 31	
" " ½ gal. bats., each	2 25	

ROLLED OATS—There has been a decline in rolled oats and new prices are now as follows:

Rolled oats, 80 lb sacks, per 80 lbs	2 50
40 " " " 80	2 60
20 " " " 80	2 60
8 " " " 80	2 85

CORNMEAL—The market is firm, with an upward tendency. Prices are as follows:

Cornmeal, per sack	2 35
per ½ sack	1 20
per bale (10, 10's)	2 65

BEANS—White beans are advancing in price and some houses are now asking \$2.50 per bushel for hand-picked, and \$2.35 for 3-lb. pickers.

POT AND PEARL BARLEY—Pot barley, \$2.80 per sack. Pearl barley has declined and quotations now are \$4.05 per sack and \$2.10 per half sack.

MAPLE PRODUCTS—		
Sugar, 2 lb. boxes ¼s. and ½s.	5 00	
Syrup gallons ¼ doz. to case, per case	5 65	
" 1 doz. to case, " " "	5 15	
" 2 doz. to case, " " "	6 5	

FOREIGN DRIED FRUITS—		
Australian raisins—		
Brown Lexias, per lb.	0 08	
Extra brown	0 10	

Sultana raisins, bulk, per lb	0 09
cleaned, " " "	0 10½
1 lb pkgs " " "	0 11½
Table raisins, Connoisseur clusters per case	3 60
extra dessert, " " "	3 40
Royal Buckingham, " " "	4 00
Imperial Russian, " " "	5 25
Connoisseur clusters, 1 lb pkgs, per case (30 pkgs)	3 35
Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 90
" " " 14's	1 05
" " " 28's	2 20
" " " selecte " " "	1 15
" " " layers " " "	2 25
" " " 14's	1 30
California raisins, choice seeded in ¼-lb. packages per package	0 07
" " fancy seeded in ¼-lb. packages per package	0 07½
" " choice seeded in 1-lb. packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb.	0 08
Prunes 90-100 per lb	0 06½
80-90 " " "	0 06½
70-80 " " "	0 07½
60-70 " " "	0 07½
50-60 " " "	0 08½
40-50 " " "	0 08½
30-40 " " "	0 09½
Silver prunes	0 10
Currants, uncleaned, loose pack, per lb.	0 06½
dry cleaned, Filiatras, per lb.	0 06½
wet cleaned, per lb.	0 07½
Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb.	0 12½
Peaches, per lb.	0 10
Apricots, standard, per lb.	0 09½
choice, per lb	0 10½

SPANISH ONIONS—New stock is quoted at \$1.15 per crate.

NUTS—		
Shelled Walnuts, in boxes, per lb	0 27	
small lots, per lb.	0 29	
Almonds in boxes, per lb.	0 30	
small lots, per lb.	0 32	

BUTTER—Produce houses are buying at the following prices, delivered in Winnipeg.

No. 1 dairy print, per lb.	0 20
tu's or boxes, per lb.	0 19
2 " prints, per lb.	0 17

EGGS—Buying price is 22 cents f.o.b. Winnipeg for candled eggs.

LARD—Prices are as follows:		
Pails, 20 s, per pail	2 25	
3's per case of 21	8 00	
5's, " 11	7 90	
10's, " 6	7 85	

NORTHWEST FRUIT GROWERS' CONVENTION.

The annual convention of the Northwest Fruit Growers' Association will be held in Portland, Ore., the first week in December. The fruit growers of British Columbia are advised to go in force and maintain the reputation won at the last convention. The City of Kelowna, B.C., is preparing to make a visit in style. They will likely charter a special car to take them direct to Portland, returning via Spokane. During the whole route the banner of the orchard city will be displayed on either side of the car.

NEW WINNIPEG WHOLESALE GROCERY.

Winnipeg is to have a new wholesale grocery house within the next month. Thomas H. Lock, formerly of Foley, Lock & Larson, is to be manager of the new firm, which will be known as Thomas H. Lock & Co., and is capitalized at \$200,000. The President of the company is J. F. Fummerton, and the Secretary, W. H. Reed.

CORRESPONDENCE

(Continued from page 31.)

place the one destroyed by fire last fall. The new building will be open for this season's business. Mahler's local evaporator will commence operations this week.

W. J. Radley, who has been carrying on a grocery business at the corner of Prince and Murray Streets, Chatham, has retired from business, and intends going on the road.

John S. Gesner opened a new grocery in Ridgetown last week, in the store formerly occupied by Mr. McFarlane.

Broom corn is the latest specialty to be added to the list of Essex and Kent crops. Mr. Doan, of Windsor, a broom manufacturer, has discovered that the Essex soil is specially adapted to the raising of broom corn, and has been making experiments which go to show that the corn can be raised here at approximately one-quarter the cost of the Ohio broom corn, which is the main source of supply. It is likely that the new crop will be extensively grown next year.

At last the long anticipated revival in business, often prophesied for this autumn, has apparently arrived. During the last few weeks, the grocery business has been excellent—indeed, one merchant states that the week before last was the best in the history of his business. The revival may in part be credited to the large fruit crop this year. A big fruit crop always has a stimulating effect on business owing to the demand for sugar and other canning and preserving accessories. Nevertheless, there is no doubt that there is a very considerable trade revival now under way, and merchants generally look forward to a prosperous fall and winter. Building, which has been very slack here since last fall, is picking up, probably \$150,000 worth of building being already in sight for the coming fall. The manufacturers, though their factories are not as busy as in some years, are laying in raw materials quite extensively, which is an encouraging sign. Crops throughout the country could not be better. The outlook is, therefore, a very bright one.

The canning season, responsible for a share of the business revival, will still continue for several weeks. Merchants report some difficulty in procuring sealers this season, though the difficulty was more in evidence a few weeks ago than it is to-day.

An important business change has just taken place whereby H. G. Reed once more returns to the grocery trade. Mr. Reed has purchased the business of Gerber & Son on King St., near the C.P.R. station. Mr. Reed formerly conducted this business, but sold out some years ago to Ingram Taylor, who later disposed of the business to Gerber & Son.

Dresden canning factory is working overtime, it being necessary to add a number of hands to fill orders.

This season's potato crop throughout Kent is said to be the best in years. Potatoes are not only plentiful, but large, and the yield is far beyond the expectations of the average farmer. During the heavy rainfalls a few weeks ago white specks appeared on some of the potatoes and it was feared that rot would follow, but, with the return of dry weather, the specks have disappeared, and all danger to the crop is now over. Apples are reported to be only a fair crop, though the late apples are of good quality, there are many trees without a single apple on them.

A movement is on foot at Leamington to have all the stores close at 7.30 three nights a week. Dry goods and hardware stores and butcher shops already close three nights a week at six.

Following the adoption of a definite house numbering scheme, the city council are now moving for a free postal delivery for Chatham. The Mayor and Finance Committee have been appointed to interview the Postmaster-General.

BARRIE.

September 15.—Tomatoes this year have been locally one of the biggest crops on record, and also one of the cheapest. Tomatoes grown here which other years were retailed by the fruit men at twenty-five cents a basket and considered a fairly good bargain by the purchaser are now being sold by the same retailers at ten cents, and a good big basket at that, full of good sound stock. The very hot, dry weather is responsible, the growers say, and nearly all the tomatoes will in the next two weeks be harvested unless we get some good heavy rain that will soak into the ground and make up for the drouth.

S. Calwell, who recently gave up his grocery business, and who has been spending two weeks in Newport, Atlantic City and other places in the States, returned last Thursday looking very much improved by his trip. He will now indulge strictly in the grain business which he carried on with his grocery previously.

Butter was a little easier on Saturday, the average price paid being 21c a pound, while eggs are being bought freely at from 18c a dozen to 20c. Spring chickens are selling at 10c to 12½c; young ducks at \$1.00 to \$1.25 a pair. Potatoes sold Saturday as low as 50c a bag, while for No. 1 stock, 65c was paid. Apples are still very cheap here and were sold at 50c up to \$1.00 a barrel.

LONDON.

September 15.—Wholesale and retail grocers report an unusually active demand for sugar and fruit jars, vinegar and spices, the reason being that housewives are now in the midst of their preserving and pickling operations.

The Retail Grocers' Association held their regular monthly meeting on Wednesday evening. Hucksters are said to be still violating the market by-law in spite of recent prosecutions and the association decided to employ private detectives to get after the offenders. The local wholesalers were cordially thanked for their generous donations on the oc-

casation of the recent big picnic. The association adjourned for a couple of months.

A local retailer states that certain wholesalers are granting concessions in the matter of discounts to favored dealers, and naturally claims that such discrimination is unfair to others. More will likely be heard of this matter if there is anything in the story.

A meeting of grocery clerks is to be held this week, when the question of organizing a sick and social club will be definitely decided.

KINGSTON.

September 15.—James Crawford, R. J. Carson and J. Y. Parkhill got a car each of potatoes from Nova Scotia recently, and as there is no end of murrphys now the price went down 20c a bag. The farmers don't like these carloads brought in, as it nearly puts them out of business. One car was ordered for the soldiers' camp here, but it came in as they were going out.

Slow railway service, too bad, isn't it?

T. R. Carnovsky, the big fruit man on the corner, had a busy time Saturday, surrounded with thousands of baskets of peaches, plums, pears and grapes, but he was equal to the occasion and went in and out, around and over and across like a king bee.

Potatoes, \$1.00 a bag; apples, \$1.00 to \$1.50 a bbl.; eggs, 25c doz.; butter, 28c lb.; tomatoes, 25c a bushel. Jack Frost will soon be here and the market will suddenly change.

Queen's College will soon swing back its doors and the influx of 1,500 students with northern appetites will make the grocers happy, for they gobble up a lot three times a day. Yes, it certainly makes business brisk. Jim, the grocer, said there were too many grocers, and the sooner a license was put on the business to lessen the number, the better.

One of our grocers was driving too fast lately and a lady member of the Humane Society ordered him to stop and got in and demonstrated the proper way to drive. He courteously thanked her for her trouble and went on with his orders.

Larry Murphy, a cheese buyer and exporter and grocer, reports big sales lately, owing to a drop in the market. He tells me that twin cheese, or two in a box, is in great demand owing chiefly to so many cheese cutters being used now. Larry looks well and feels better since his trip to Ireland. He met some one on that fatal trip that has changed his course in life. I haven't heard the particulars yet, but was informed that Jim the grocer saw a lady throw a china bowl of Japan rice at him. I will try and find out the meaning of it all for my next letter.

Fred. Vanluven, who sold his grocery a few months ago, has regained his health and strength and with rest and recreation has added 20 pounds. Fred. thought of going to British Columbia, but felt it was getting too hot there, so he has bought one of the finest peach farms in Grimsby and intends going extensively into the fruit business. I have known Fred. many years and never found him to be anything but straightforward. I don't know what he will be in the fruit business until I get a shipment and find out whether the big

peaches are on top or not. He leaves Kingston with many good wishes.

The honey men have had a few bad seasons and their losses have eaten up all their past profits. Feeding sugar and getting no returns is hard on the bank account. One bee man told me it cost him \$1,000 to keep his bees over Winter.

Say, John, you have been coming 20 minutes late every day lately, that is to say, 10 in the morning and 10 at dinner time. Do you know that that means three weeks' holidays in a year and the other week makes a month. Do you think that is fair and honest? You know time is money and if so you have just beaten your boss out of about \$30 or \$40.

P. G. Wilmot has assigned. He came in off the farm about three years ago and ran the grocery, corner King and Princess Streets. He has had the experience and the creditors will have a meeting shortly and divide up the proceeds. Farmers will dabble in grocery stocks, thinking there is a gold mine, but when they dig a few years they are glad to throw down the commercial pick and scoop.

HAMILTON.

September 15.—A letter appeared in your paper recently in reference to the glass jar trade that appealed very strongly to the grocery trade here. This jar business has been a source of trouble to everybody in Hamilton who ever had anything to do with them. A number in the trade here have expressed themselves to the effect that they would not handle them at all, only that the customers look to the grocery trade for them. This looks like a bad state of affairs when the best men in the trade are compelled by custom to handle a line that shows a loss. The complaints this year are fast and furious, bad glass, bad rings, bad rubbers, bad packing—and no redress. If the Government were to let down the bars for a year it might dawn on these people that glass jars can be made in Canada as good as in the United States.

The trial case for conspiracy against the Wholesale Grocers' Guild is again announced. This case is interesting to Hamilton people, as the case originated in the courts here.

At the last meeting of the Retail Grocers' Association a donation of \$100 was voted to further the work of the Retail Merchants' Association. Very kind things were said of the work the association has accomplished, and the effect it has had on Government legislation.

OTTAWA.

Sept. 14.—The mercury for some days has been very high. Such reading for this time of the year is nearly unprecedented. In addition to this high temperature the atmosphere is sultry to oppressive degree. The tomatoes ought to ripen alright, but market gardeners will have to keep the hose going to prevent burning up of vegetables.

Councillor Mulligan, of Aylmer, who has just returned from an extended trip to England, and Ireland, speaks in very

glowing terms of the Canadian exhibit which he visited while in London. He states that the display of Canada's products and resources is conceded by all who attended to be the finest of any national exhibit there. Considerable attention is given to the dairy industry, and the display of butter is a very fine one and attracts much attention.

With all the booths sold, meaning fifty exhibitors, every indication points to the pure food fair being held by the Ottawa Retail Grocers' Association in connection with the Central Canada Exhibition, being a great success. The selling of all the spaces reflects great credit upon the executive, and grocers throughout the country will watch progress of the show with considerable interest.

"Although there was a shortage in a car of sugar shipped to Messrs. H. N. Bate & Sons of Ottawa, on Saturday, the missing bags have not by any means been laid to thieves yet," said M. Donaldson, of the G.T.R., when asked if the report were true that nearly a ton of sugar consigned to Messrs. Bate & Sons, from Montreal, had been stolen from one of their cars during transit. "Of course," Mr. Donaldson continued, "we are not in a position yet to state if the loss is due to the work of thieves, but this is unlikely and it is far more probable that the shortage is the fault of the shipper sending the goods."

Fall jobbing trade and to a lesser extent retail demand, has been better this week, being helped by the opening of the season of fall festivities and the continuance of buyer's excursions. Collections are now classed as normal. However, trade is still below the same period of last year. There is a disposition to order merely for immediate or nearby necessities pending a clearer view of the political outlook, and the reaping of the later autumn crops.

ST. THOMAS.

September 14.—The fees system goes into operation at the local market on Wednesday next. The farmers are strongly opposed to the innovation, as well as a majority of the grocers. As London is a free market, it may have a tendency of drawing trade to that city from this vicinity. Saturday was a busy day and both markets were crowded, the amount of produce on hand being enormous. Early in the morning butter was stiff at 28c lb., but before the close the price dropped to 25c. Eggs were in demand, and 22c was the highest price. Potatoes were 25c a peck. Peaches were in large supply, and 11-quart baskets sold from 60c to 90c, according to quality. The latter were Elbertas, and also late Crawfords, which ripened three weeks' earlier this year than last. Hence with light yield now promised, housekeepers who delay getting their supplies may be disappointed as they are under the impression that peaches would be an immense yield.

Fruit jars and sugars are the sellers these days. Grocers are unable to fill their orders, and it is likely there will be a famine for jars before the season closes.

Your Brandon correspondent in last week's issue stated that J. F. Price, grocer, of that city, had been on a vacation visit to St. Catharines, his former home, which is incorrect, as Mr. Price visited in St. Thomas and received his grocery training with Egan Bros., of this city.

Times are improving on the railroads here and new crews are being put on and the M.C.R. shops, which had been on short time, are working fifty-five hours a week, and new men are being constantly taken on. On September 10th, pay cheques to the amount of \$46,000 for the month of August were paid in the locomotive department of the M.C.R. alone, so with the road department added to that, an idea of the great benefit this source of revenue is to the city is shown. During the stringency many of the employes were laid off and the grocers have carried them, and, no doubt, with coming prosperity, the men will be able to settle their arrearages and appreciate the kindness of the grocers in their distress and patronize St. Thomas merchants instead of those of Buffalo and Detroit.

TORONTO.

There's a nice little group of stores up around the corner of Bloor and Bathurst Sts., in that section so rapidly being filled up as an exclusive residential section. There are some good grocers among them too, who are laying aside savings enough to keep them comfortably in later years. The district is filled principally with the better class of people who want goods of the best quality and are willing to pay for them. On the corner of Bloor and Markham, for instance, is Wrigley Bros.' store, which was illustrated in The Grocer some time ago. The stock here is kept clean and bright, the windows in good shape and Mr. Wrigley's activity keeps things well on the move.

A little further east Mr. Scott has a store which, though not overly large, is one of the cleanest and most convenient in the city. A pretty tiled floor aids in giving this effect but the whole place is an ideal of true tidiness, from floor to counter to shelves and back again. A dainty-looking silent salesman placed near the door displays an appetizing-looking line of good confectionery and seems to bring good returns. A fish box is also an attractive feature.

Just east of Bathurst on Bloor, Geo. Burfoot has a store which is busy from morning till night. The stock is well kept and the service is of the best. Mr. Burfoot also keeps a fish box just in front of the counter and this acts as a mighty good advertisement. The best of the seasonable lines are carried, the box is kept scrupulously clean and well iced and the department, according to

Mr. Burfoot, is a first-class money-maker.

These stores all get good prices but they sell good groceries and give good service, which after all is pretty nearly the secret of running a successful grocery business.

J. J. Burton, grocer, 1156 Queen W., has assigned.

Robt. Nixon, grocer, 135 Pape Ave., has sold his business to Alf. E. Mundy.

The Toronto Co-operative & Equitable Society, which has been conducting a grocery at the corner of Dovercourt and Main Street since May, last week opened another store of a similar nature on Dundas Street, in West Toronto. The new store, as well as the old, is located in a section in which English and Scotch people, who were familiar with the co-operative system in the Old Land, are living. The society seems to have secured some measure of support from this class.

Considerable interest has been manifested by Toronto grocers in the Thos. J. Lipton Window Dressing Contest, and there promises to be a large number of entries when the contest closes on September 21. The editor of The Grocer, who is to do the work of judging, wishes it to be understood that the windows will be judged with no reference to the names attached. The photos, as they are received, are carefully filed so that the name cannot be seen and the decision will be made without any knowledge as to who are the fortunate competitors.

AN EMPLOYEES' CONFERENCE.

How One Grocer Keeps in Touch With His Staff and Gains Valuable Ideas.

The proprietor of one of the most up-to-date stores in Montreal has a system whereby he keeps in touch with all his employes. This is accomplished by means of weekly meetings. At these conferences everyone has an opportunity of airing their views. Drivers sometimes find fault with the way goods are packed, and they also have a better opportunity of feeling the pulse of the people, as they come in contact with them in the privacy of their own homes, and when the customer thinks the goods have not been delivered according to the order given, the driver very frequently finds it out, and if he is tactful and diplomatic he can smooth out their ruffled feelings and save a customer for his employer. If the fault is with the store, and not an imaginary one, he has an opportunity of reporting it at the meeting, and in this way the difficulty is obviated at the next delivery to that house. New ideas emanating from the members of the staff are enunciated and discussed, and a consensus of opinion rules as regards adaptability. In many cases, this gentleman states, he finds himself on one side and all the staff on the other, and he immediately yields, because he knows the clerks are in closer touch with the people than he himself, and he finds this method of deciding questions works out admirably. The advantages of such a system as this are manifold, as it gives everyone an

opportunity of having "a finger in the pie," so to speak, and each one feels that they are an integral part of the machine. This engenders interest, and interest brings more effort, and more effort brings more sales, so they feel that they are contributing their share towards the success which the store is winning. It is surprising how many bright ideas are hit upon in this way, and what is more surprising still, sometimes they come from the most unexpected sources. Very frequently a new idea at first seems ridiculous, but upon more mature consideration the salient features begin to assume worth, and, after discussion, the plan evolves into a feasible one. The employes soon learn that they can give expression to their ideas, however radical they may be at first, and they learn to have confidence in their employer and confreres, and they also know if their suggestions come within the pale of reason they will be considered and respected.

THE C. P. R. AND RUNNING RIGHTS

Correspondent Questions Statement Regarding the Matter in a Recent Issue.

The following letter regarding an item which appeared recently in these columns was received during the week. It is self-explanatory. If the article in question was, as the correspondent says, misleading, it was certainly not intentionally so. The letter, naturally, is written from the St. John viewpoint.

—Editor.
"Editor Canadian Grocer,—Permit me to call your attention to the editorial in your Maritime Board of Trade number of The Canadian Grocer, dealing with the resolution introduced by the Halifax Board, requesting the granting of running and haulage rights over the Intercolonial to the C.P.R., which as it stands is very misleading.

"You state the resolution was finally carried by a majority of twenty-eight on a vote of seventy-six, and this may be taken to pretty well represent the consensus of feeling regarding the matter in the three Provinces represented.

"While it is a fact that those in opposition to the resolution, as presented, were greatly outnumbered, a glance as to how the vote was made up will readily show that it is by no means the 'consensus of feeling regarding the matter in the three Provinces.'

"The representation which the Halifax Board alone had at this meeting, owing to the fact that it was held in Halifax City, was more than sufficient to have outvoted the entire representation from New Brunswick.

"There were seventy-six votes recorded, fifty-two for the resolution and twenty-four against. New Brunswick had nineteen delegates at the meeting when the vote was taken, made up as follows: Moncton, 8; St. John, 7; Chatham, 2; Sackville, 2.

"Sackville, a town near the Nova Scotia border, voted with Nova Scotia for the resolution, reducing New Brunswick's opposition to seventeen, and two of the five P.E.I. delegates voted against the resolution. In order, therefore, to make up the twenty-four who voted in opposition, five of the Nova Scotia delegates must have voted against the resolution.

"According to the vote taken the 'consensus of feeling' would be something like this:

For running rights—Nova Scotia, 47; P.E.I., 3; New Brunswick, 2—52.

Against running rights—New Brunswick, 17; P.E.I., 2; Nova Scotia, 5—24.

"I hardly think that the action taken at the Maritime Board meeting in carrying this resolution by an overpowering Nova Scotia majority, can be considered to represent the feeling of the Maritime Provinces.

"Trusting that you will give this letter publicity in the next issue of The Canadian Grocer.

"W. E. Anderson, Secretary St. John Board of Trade."

DON'T NEGLECT THE SIGN.

It is often the case that customs, because they are old, fall into disuse, with disastrous results. Undoubtedly one of the best forms of publicity is the old-fashioned sign bearing the firm name and the character of the business. Frequently the stores having the most unpretentious exteriors have the finest interiors. This, however, is to be regretted, as the outside of the store is the part which comes under observation first, and sometimes first impressions count for a good deal.

A good, generous sign is always a help, and many a person has been influenced by it. Some municipalities forbid signs which project over the sidewalk, but where they are permitted they are first-class trade getters.

Illuminated signs are also excellent publicity mediums, but their use is not so applicable to the grocery business.

THE DEADLY HOUSE FLY.

E. P. Felt, the New York State entomologist, has issued the following special warning: "Dwellings with hundreds of house flies are hardly sanitary, while buildings devoted to traffic in comestibles and swarming with flies are not only insanitary but a menace to public health. Recent studies have shown a close parallel in large cities between the abundance of flies and the frightful mortality among infants during the heated term. The deadly typhoid fever will soon demand its heavy annual tribute in both life and strength. The common, apparently harmless, house fly is known as a carrier of the intestinal germs so deadly to both infants and adults, yet its baneful potentialities are ignored for the most part.

"Nothing but criminal indifference or inexcusable ignorance is responsible for the swarms of flies so prevalent in many public places. A general insistence on the part of purchasers that all foods and drinks be kept free from danger of infection by this insect would soon render unprofitable stores and other places of traffic where the house fly is allowed to swarm unchecked."

Curators have been appointed for the general store business of Jos. Morin, St. Theodore de Chertsey, Que.

LARGE MEXICAN ORANGE CROP.

Advices from Mexico state that the railroads of that country are doing a good business in handling orange shipments for the United States. The movement of the fruit began the latter part of August. The crop is said to be unusually large and several hundred carloads will be shipped to the United States. The first carload of oranges ever made from the Isthmus of Tehuantepec, destined to United States points, was made this year. It is stated that large shipments will be made from the Tampico territory and from the older orange districts of Jalisco and Sonora.

So far none of these oranges have been placed on the Canadian markets, but Toronto has received some Jamaica oranges in barrel lots, about 33 dozen being in a barrel. The California orange crop will be a large one and will be placed the latter part of October, about two weeks earlier than past seasons.

FIGURING PROFIT.

The great trouble with many grocers is that they figure out their profit when they buy the goods. If they figured out their profit after the goods were sold Salada would wonderfully increase in the estimation of the retailer, as it is far more profitable than bulk or other packet teas that take so long to sell that they eat all the profit up in interest and deterioration.

PRETTY COMPLETE ORGANIZATION.

Forty Hull grocers assembled recently to consider a scheme for protecting themselves from loss by bad debts. Joseph Martel, the President, was in the chair. Three new grocers were admitted into the association, leaving only a few more in the city to be organized. These the association expects to get in for the next meeting.

A PURE FOOD CONGRESS.

Gathering in Geneva, Switzerland, Will Define Pure Foods.

Great interest is being taken in all parts of Europe in the "White Cross" Congress, which opened at Geneva on September 8. The White Cross Society was formed a year ago, its object being to fight disease of all kinds, and particularly to devise means for the suppression of adulteration of food.

More than 700 delegates from various countries are in attendance, and one day will be set aside to decide on a definition of what are and what are not pure foods.

OPPORTUNITIES FOR PROVISION DEALERS.

E. H. S. Flood, Canadian Trade Commissioner in the West Indies, writing from Barbadoes under date August 14, speaks encouragingly of the opportunity for Canadian trade with the Leeward Islands. After telling of an increase of imports to the islands the past year he says in part:

"It will be seen that these colonies have imported much more largely than last year. It has been a prosperous year, and there is every hope of a continued prosperity. Canadian manufacturers and dealers in provisions and breadstuffs would have an opportunity to increase their trade in these islands. It will be seen that the greater part of the imports come from Great Britain and the United States. There is a strong Canadian feeling developed there, and an effort is being made by the legislature to induce the different islands to agree to such a rearrangement of the tariff as will give Canada the benefit of a scale of preferential duties, the friendly sentiment now existing should induce Canadians to push for a greater share of the trade."

TRADE NOTES.

J. J. Burton, grocer, 1156 Queen St. west, Toronto, has assigned.

The Rex Fruit Co., Moose Jaw, has completed the erection of its new warehouse.

W. J. Corbit, confectioner, Orangeville, Ont., has sold his business to M. Henry.

W. E. Mitchell, fruiter and confectioner, Vancouver, has discontinued his business.

A meeting of creditors of A. Ross & Co., general merchants, Miniota, Man., has been held.

A curator has been appointed for the grocery business of H. A. Chary & Co., Campbellton, Que.

The assets of J. E. Paquin, general merchant, Normandin, Que., are to be sold on September 11.

Frank L. Benedict, of Montreal, has been appointed local agent for the Niagara Falls Canning Co.

Church & Moore, Brantford, have sold their grocery business to Geo. J. Harp, who will conduct it as well as his West Brantford business.

W. and J. Kennedy have opened an attractive retail store at 231 Maison-neuve St., Montreal, under the style of Kennedy Bros., where they are handling teas, coffees, and spices. Both are young men of progressive ideas and should make good.

The Washburn Co., wholesale fruit dealers, Brockville, have amalgamated with the C. E. Plain Co., Ottawa, and the latter concern will conduct the Brockville business as a branch of the Plain Company.

The People's Brewery, Hamilton, has been incorporated with a capital of \$250,000, to manufacture, besides beer, aerated, mineral and soda waters. The provisional directors are: W. H. Yates, jr., S. Hill, F. A. Lee, W. I. Le Doyt, and H. Carpenter, all of Hamilton.

A. L. Bennett, formerly of Jamaica, and now of Montreal, has entered the firm of W. S. Goodhugh & Co., sugar and molasses importers. Mr. Bennett's entry, as partner, will not make any difference in the firm name, which will remain the same as formerly.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

The first shipment of new Valencia raisins for Geo. E. Bristol & Co., Hamilton, arrived in Quebec by steamer Empress of Ireland, on Friday, September 11. Send in your orders.

The Onward Manufacturing Co., of Berlin, Ont., whose advertisement appears on another page, are placing on the market a new scale, particularly suitable for grocers' use, for which several advantages are claimed. It is a computing chart scale, weighs up to 30 pounds, and gives a range of prices from 4 to 30 cents a pound. Further particulars are given in the advertisement.

It is the common belief of grown-ups that the charms of the other sex do not make much appeal to the extremely young, but an incident that happened in a Cleveland school the other day would seem to prove the contrary.

Little Nellie Jones, aged ten, seemed to be very uneasy. She wiggled around in her seat for a long time, and finally gave a little jump. The teacher noticed the girl start and asked what was the trouble. Nellie declared that Willie, in the seat behind her, had pinched her.

THE HEN AND THE DOOR-KNOB.

By Herbert Kaufman in the Montreal Gazette.

Once upon a time there was a fool hen who sat on a china door-knob for three weeks expecting to get a family. The only thing she did get was experience.

The advertising field is full of "china doorknob propositions"—examples of merchants who expect good newspapers to hatch money out of bad egg businesses, or who put sound nest eggs under the wrong "advertising hen."

There are three principles to follow in an advertising campaign:—First of all, find a business that will stand advertising; secondly, find the newspaper that will make the advertising pay; thirdly, give the newspaper time to pay.

You can't start in to breed dollars in less time than it takes to hatch them any more than you can pull a hen off the nest before she has had the chance to incubate. In both cases you simply waste what has been invested. If you stop too soon you will get a rotten egg instead of a chicken.

Advertise something out of which you may reasonably expect returns and when you have found what to advertise, take care that you place your copy in a newspaper that can turn the trick. Don't delude yourself with a china doorknob, and don't confuse a "rooster newspaper" which spends its time cock-a-loruming, for a "hen newspaper" that is too busy hatching out dollars to strut about crowing.

The Original Package Ingersoll Cream Cheese

"IN BLOCKS"

Spreads Like Butter



FOR SALE EVERYWHERE

There is only one **INGERSOLL CREAM CHEESE** in blocks. It is known favorably **EVERYWHERE** for the quality never changes. It is constantly in demand by **EVERYONE** for its distinct flavor, soft texture and creamy consistency. **"IT REALLY SPREADS LIKE BUTTER."** To the trade it carries a guaranteed profit and an active and increasing sale.

BEWARE OF THE IMITATOR

AGENTS:

Mason & Hickey, Winnipeg, Man.
 W. J. Youell, Toronto, Tel. College 5032
 The J. A. McLean Produce Co., Ltd., Toronto
 W. H. Dunn, Esq., Montreal
 Robt. Colwell, Halifax, N.S.
 Wm. Forbes, Ottawa

Cyrus King, Hamilton
 J. A. Wilson, London
 J. B. Renaud & Co., Quebec
 R. R. Rankin, St. John, N.B.
 Baird & Peters, St. John, N.B.
 The Riley Ramsay Co., Port Arthur.

Order from any wholesale grocer, our agents, travellers or from Ingersoll.

STOCK ONLY THE ORIGINAL PACKAGE

MANUFACTURED BY

The INGERSOLL PACKING COMPANY, Limited
INGERSOLL ONTARIO CANADA

Royal Salad Dressing

has many imitators and imitations. There are plenty of people trying in one way or another to sell these imitations on the strength of the value, merit and popularity of **ROYAL SALAD DRESSING** by saying it's just as good.

Royal Salad Dressing is made only by

The Horton-Cato Mfg. Co.
Windsor, Ont.
Detroit, Mich.

Careful selection of Hogs suitable for Canadian trade.

Strict attention to all details in curing.

Only the best quality of meats in stock.

ASK FOR

O'MARA'S BACON
HAMS, LARD and SAUSAGES

Prices gladly quoted, delivered your station, for large lots.

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - ONTARIO

LARD

is scarce and has advanced in price. We can supply you and we can also give you excellent Lard Compounds and Cooking Oils.

F. W. Fearman Co.

Pork Packers and Lard Refiners

Phones 674 and 675. 17 MacNab North

Hamilton, Ont.

Breakfast Bacon
Skinned Backs
Hams and Rolls

Finest Quality. Made from Selected Hogs.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Once dairying suffered at the were very make, but will continue available and soon. Provincial rain. The cut down by all the ships and for their of all the have in a very too great whole according demand cheese is are pre finest g tirely, Last we forward lish at prices, of the ment, that the decided anxious cate, all face of dence. some coming which convince tion or market. This, however, frequent convey remove to a sc Just land ca tor in least p begins the clo The lishes a Assista Dairy "The p industr ted the paper i open t the pa increas to 291, of 65 p exports records been se ences and it self be count establi

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Sept. 18, 1908.

Once before during this season the dairying industry of Eastern Canada has suffered from drought, as it is suffering at the present time. The prospects were very good for an excellent Autumn make, but this long-sustained dry spell will consume a large amount of the available time, even if it comes to an end soon. Reports from all over the Province tell of forest fires and lack of rain. The result of this has been to cut down the production one half. Nearly all the farmers of the Eastern Townships are badly off for sufficient water for their stock. The unfortunate part of all this is the fact that the cows have entered upon this long drought in a very unsuitable state, owing to a not too great abundance of feed during the whole season and last Winter. There is, according to reports from England, a demand for Canadian second grade cheese in spite of the high prices which are prevailing. The demand for the finest grades has fallen off almost entirely, but seconds are being bought. Last week several large shipments went forward, which were being held for English accounts. The prevailing high prices, which have put export trade out of the question as a profitable investment, to a large extent have shown us that the English people have formed a decided taste for our cheese, as the anxious inquiries arriving would indicate, also even limited buying in the face of these high prices is further evidence. The British buyers are losing some confidence in the Canadian market owing to the contradictory statements which are being received. They are convinced that some powerful combination on this side is manipulating the market to suit their own purposes. This, however, is not serious, as very frequently conditions arise which might convey this idea, but subsequent events remove doubts, and trade comes down to a sound basis.

Just at the present time New Zealand cannot be reckoned with as a factor in the English market, as this is her least productive season. Her cheese begins to arrive in large amounts after the close of our own trade.

The "New Zealand Dairyman" publishes a paper read by W. M. Singleton, Assistant Dairy Commissioner, at the Dairy Show, Palmerston, North N.Z. "The phenomenal increase in our cheese industry during the past season suggested the advisability of preparing a paper for this conference, which would open the subject for discussion. During the past season our exports of cheese increased from 176,379 cwts. in 1906-7, to 291,617 cwts. in 1907-08, an increase of 65 per cent. on the previous season's exports. This in itself is one of the records in a dairy season which has been so replete with exceptional experiences in the history of dairy produce and its marketing, that the season itself becomes a record-breaker on account of the number of records it has established.

"Our registrations of cheese factories in 1905-6 numbered 82, this season there are 150—an increase of 83 per cent. in the two years, while the season of 1908 shows an increase of 41 registrations, or 38 per cent. over the preceding season. From 82 cheese factories in operation two years since, have been requisitioned managers and first assistants for the increase of 68 factories—or from every six factories we have had to procure men to direct the work of five additional factories." This goes to show that England yearly has a greater field to draw her supply from.

Receipts of cheese last week amounted to 87,813 boxes, as against 87,334 boxes for the corresponding week of last year. Total receipts of the season, since May 1, 1,320,455 boxes, as compared with 1,496,910 boxes for the corresponding period of last year.

Shipments of cheese from Montreal last week were 60,675 boxes, as against 68,972 boxes for the corresponding week of last year. Total shipments, since May 1, 1,192,938 boxes, as against 1,358,735 boxes for the same period of last season. The prediction made some time ago that this year's yield would equal last year's production, looked like a possibility well within reasonable judgment, but receipts show that we are 176,455 boxes behind last year's record. With favorable weather this could be made up, but the present conditions

will just about render it an impossibility. Prices rule at 12½ to 12¾c for Westerns, and 12¾c to 12¾c for Easterns. For small lots, 13c is asked.

The butter market is firm, in sympathy with stronger prices ruling at country points. The present prices are a trifle too steep to foster much export trade, although shipments have by no means fallen off completely. Dry weather in the Townships has curtailed the production largely, and it now looks as though last year's record would be out of the question. The falling off in price in the English markets has been due to the increased supplies arriving from Denmark and Siberia. The advance in prices some time ago resulted in smaller consumption, and this was followed shortly by increased supplies from Denmark and Siberia, and as a consequence the price has now gone down a little.

Receipts of butter last week were 13,522 packages, as against 13,860 packages for the corresponding week of the last year. Total receipts since May 1, 308,211 packages, as compared with 306,066 packages for the same period of last year.

Exports of butter last week amounted to 1,612 packages, as against 5,098 packages for the corresponding period of last year. Total exports since May 1, 74,282 packages, as against 62,682 packages for the corresponding period of last year. Prices rule 24c to 25c for best creamery, and 20c to 22c for best dairy.

THE PROVISION SITUATION

Toronto, Sept. 17, 1908.

With their plants running at half to three-quarter capacity, some of them even less than that, and with a demand for pork products at home alone that can scarcely be satisfied with the output, Canadian packers of hogs are naturally feeling somewhat intensely the short hog supplies. From all parts of the country comes the same story. Farmers either have not the hogs or else will not deliver them, with the probability falling on the first reason. Reports of slight receipts have been given for some weeks but lately this condition has been more than ever apparent and is rapidly becoming apparent. This, too, in the face of the fact that the packers' price, \$6.75 f.o.b., ought to be rather a good inducement, gives additional color to the often-repeated statement that the Canadian farmers are going out of hog raising.

The British market is in more favorable condition this week. Prices have advanced from 1 to 2 shillings on Irish and Danish bacon, which is almost certain to be felt in Canadian shortly, and the feeling generally is stronger. Shipments of Danish, about 35,000 weekly, and Irish also, have been considerably lighter than earlier in the

season and stocks are said to be pretty well cleaned up. This looks encouraging for business for Canadian firms, but with home conditions as outlined above the outlook is not so promising.

In face of the continued light supply, the price rose from \$6.25 to \$6.75 this week, off cars prices being \$7.10 to \$7.20. Even this has not effected any noticeable improvement.

Local trade is very good, with an increasing demand for the better cuts. These lines and lard also, are feeling a good deal firmer, the whole being attributable to the short hog supplies.

The United States market has seen a crisis during the past week, owing to short supplies and manipulations on the part of the packers. In the last two weeks the price has been steadily climbing, the movement being based ostensibly on the reduced corn crop prospects, helped later by the reduced number of swine in the country according to the Government report, but really engineered by the packers, who own the comparatively large stock of hog products at this time of the year owing to decreased consumption on account of the high prices at which they have held them the past six months on the idea that the relatively higher prices and


GEO. W. PROUT
WINNIPEG and BRANDON, MAN.
Wholesale Produce
Always a Buyer and Seller
WRITE ME

Saskatchewan Merchants!!
Get highest CASH prices on the
REGINA MARKET
(and prompt returns) for your
BUTTER, EGGS and POULTRY
by shipping direct to
THE REGINA
FRUIT AND PRODUCE CO.,
ROSE ST. REGINA, SASK.
Trial orders and correspondence solicited

SALT
Car lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
126 Adelaide Street E., Toronto

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station,
in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

FEATHERS of all kinds and
of the best quality can be had
at reasonable prices of
P. POULIN & CO.
MONTREAL
Ask for quotations.


USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

scarcity of beef would stimulate demand for hog products.

On Friday, Sept. 11 the price went to \$7.20, and the strength in the market continuing, on Saturday the price was advanced to \$7.30, the highest figure which has been reached since 1903. Retail butchers say that if the price is sustained, pork will be a luxury. Pork chops, bacon, tenderloins and hams will go up at a bound.

The situation has not been reflected in Canada to any extent, but if present conditions in the markets are intensified as they have been across the border, such a state of affairs is possible.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There is a stronger feeling in this market for bacon owing to the shorter supplies which are arriving. Locally prices have not changed yet, but it is highly probable there will be an advance soon. Advices from England state there has been an advance there in Canadian bacon. The demand has been fairly good, and prices steady.

Heavy Canada short cut mess pork, in tiers	34 00	35 00
lb.s.	3 00	24 00
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Heavy Canada short cut clear pork	23 00	24 50
Very heavy clear pork	24 00	24 50
Plate beef, 100-lb. bbls.	15 50	15 50
" 200 "	15 50	15 50
" 300 "	23 00	23 00
Pure Lard—		
Tierces, 375 lbs.	0 12 1/2	0 12 1/2
Boxes, 50 lbs., grained.	0 12 1/2	0 12 1/2
Tubs, 50 lbs.	0 12 1/2	0 12 1/2
Pails, wood, 20 lbs., parchment lined.	0 13	0 13
Tin pails, 20 lbs., gross.	0 12 1/2	0 13
Cases, tins, 10 lbs., each	0 13 1/2	0 13 1/2
" 5 "	0 13 1/2	0 13 1/2
" 3 "	0 13 1/2	0 13 1/2
Compound Lard—		
Tierces, 375 lbs.	0 08 1/2	0 08 1/2
Parchment lined boxes, 50 lbs.	0 08 1/2	0 08 1/2
Tubs, 50 lbs.	0 08 1/2	0 08 1/2
Wood pails, 20 lbs. net.	0 09	0 09
Tin pails, in cases.	0 09	0 09 1/2
Fresh Creamery, solids, 1	0 25	0 25 1/2
prints, lb.	0 25	0 25 1/2
Dairy, tubs, lb.	0 20	0 22 1/2

BUTTER—The butter market is steady and the price is firm, around 25 1/2c. The make at the present time is showing excellent quality. The dried up condition of the country is curtailing the make visibly now. Supplies arriving from some quarters are becoming much smaller. Locally, the market is strong under a good demand.

EGGS—There are good supplies arriving for this time of the year, and the price has been well maintained. The local demand continues good and the market is fairly active. Quality is improving steadily, due to cooler weather.

New laid	0 24
No 1 Eggs	0 19 0 20
No 2 Eggs	0 15 0 18

HONEY—Honey is arriving in fairly large quantities, and the volume of business is good, so demand and supply are keeping about even. This condition of affairs is keeping the price steady, at the same level reported at the last quotation.

White clover comb honey	0 13	0 14
Buckwheat, ext. acted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

CHEESE—Locally, the cheese market is firm, and the demand is good. In

spite of the unfavorable conditions prevailing in the country the receipts taken day by day for some time back are in excess of the corresponding days of last season. Quality of cheese arriving is also good. The price for Eastern has declined a shade since last week. Westerns have advanced 1/4c.

Cheese, Easterns	0 12 1/2	0 12 1/2
" Westerns	0 12 1/2	0 13
" old	0 15	0 16 1/2

TORONTO.

PROVISIONS — Continued steady business is being done in all lines with the bulk of trading in high-priced cuts and products generally. Quotations on nearly all lines have advanced from a quarter cent to a cent and a quarter. This is due principally to a scarcity of hogs. Commission and provision men generally have been drawing on their reserve stocks to fill orders, and some dealers have been unable to supply certain lines. Bacon, shoulders and backs are up and lard, too, has advanced. There is very little lard to be had at present.

Long clear bacon, per lb.	0 12	0 2 1/2
Smoked breakfast bacon, per lb.	0 15	0 16 1/2
Roll bacon, per lb.	0 11 1/2	0 11 1/2
Light hams, per lb.	0 14 1/2	0 15
Medium hams, per lb.	0 14 1/2	0 15
Large hams, per lb.	0 12	0 12 1/2
Shoulder hams, per lb.	0 10 1/2	0 10 1/2
Backs, plain, per lb.	0 17 1/2	0 18
" pea meal	18	18
Heavy mess pork, per bbl.	18 50	19 00
Short cut, per bbl.	23 50	23 50
Lard, tierces, per lb.	0 13	0 13 1/2
" tubs	0 12 1/2	0 12 1/2
" pails	0 12 1/2	0 12 1/2
" compounds, per lb.	0 8 1/2	0 8 1/2
Plate beef, per 100-lb. bbl.	15 50	16 00
Dressed hogs	0 09 1/2	0 09 1/2

HONEY—Prices are somewhat easier this week, and on account of this more business has been done. For 60-lb. tins 8 1/2c to 9 1/4c is asked, and the smaller sizes are going at from 9c to 10c. Combs run from \$1.60 to \$1.75 a dozen.

BUTTER—Supplies continue fair and demand is quite equal to the pace set. Packing continues and with the cooler weather for keeping the butter the better grades are somewhat firmer in price.

Creamery prints	0 25 1/2	0 26 1/2
Creamery solids	0 24 1/2	0 24 1/2
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 22	0 23
" ordinary	0 18	0 20
" tubs, choice	0 21	0 22
Bakers' butter	0 18	0 19

EGGS—The shrinkage is very much less than during the hot summer days. The quality, too, is better. Supplies are fairly free and prices remain unchanged from a week ago, 20c to 21c being asked.

CHEESE—Quiet business is being done at stationary prices. Very little old cheese is to be had, and with the present month at an end old cheese will be almost impossible to obtain.

Cheese, large, prime old	0 14 1/2	0 15 1/2
" " new	0 13	0 13 1/2
" twins, new	0 13 1/2	0 13 1/2

POULTRY — Spring chickens have gone up a cent. Supplies, though not so free as last week, are coming in pretty well. Ducks are more plentiful, but turkeys are scarce.

Spring chickens, per lb. live	0 10
Hens per lb., live	0 07
Young ducks, per lb.	0 08
Turkeys, per lb.	0 13

The makers of "**Gillett's Goods**" started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.

Gillett's Cream Tartar.

Gillett's Perfumed Lye.

Royal Yeast Cakes.

Good Goods with a Reputation.



ESTABLISHED 1852.

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

Clark's Potted Meats

The advertising campaign now running in the daily press is designed to help you and other dealers, not only by stimulating the demand in your district for CLARK'S goods—but by creating an increased consumption for this line.

From experience of previous campaigns the response of the public will be immediate and sustained, because they know the quality of CLARK'S MEATS.

See that you are ready to meet the demand in the following lines.

- CLARK'S PORK & BEANS**
- " POTTED MEATS**
- " CORNED BEEF**
- " OX TONGUE**

WM. CLARK

Manufacturer

MONTREAL

THE VALUE OF BOVRIL



and the advantages of its use will be explained persistently and continuously in the public press through the Fall and Winter.

See that you have stocks of all sizes. 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz. A post card addressed to

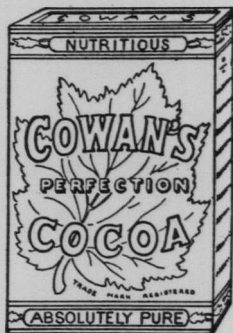
BOVRIL Ltd.

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MONTREAL

will bring you, Express prepaid, a supply of attractive show cards for your store.

COWAN'S Cocoa and Chocolate



Absolutely
Pure

Perfect
in Flavor

The people of Canada want Cowan's Cocoa because the best is none too good for Canadians.

The Cowan Co., Ltd.

Finest Imported Biscuits



The Reputation of Carr & Co.'s Biscuits

needs no strong arguments to convince the dealer of the value of stocking same. Their quality makes for steady and profitable trade.

Your best customers will be pleased to have you tell them of Carr's Biscuits.

CARR & CO., CARLISLE, ENGLAND

Agents: WM. H. DUNN
MONTREAL and TORONTO

CANADA
No better
Country



MOTT'S:
No better
Chocolate

Chocolate Season

The weather is getting cooler, the nights longer, and more refreshing, cheering drinks longed for. To prepare the drink of all drinks, get your customers to use

Mott's Chocolate

There are two brands to remember, for drinking and eating, and cooking purposes—

"Diamond" and "Elite"

brands. Your Jobbers carry both.

**John P. Mott & Co.,
Halifax, N.S.**

SELLING AGENTS:

J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver
Arthur M. Loucks Ottawa R. G. Bedlington Calgary



**1/3 of a Dollar
is your profit**

On every dollar's worth of Force you sell.

Your competitor can't cut your price without cutting his profit, because he can't get a better price from us than you can. There are no "mental reservations" in favor of anybody to this "FORCE" proposition. "All grocers look alike to us," and we want them all as friends.



**THE H-O MILLS
HAMILTON, - CANADA**

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Markets C

Very lit markets si advance in the marke basis, bea cently in ness seems where and evident re The flo No chang ports. M in quite look is v

FLOUR business week. T ing busin are also tries. L large, an

Winter wheat
Straight roller
Extra
Royal Household
Glenora
Manitoba spr
Five Rows
Harv at Que

ROLL week, th per sack oats. C done on shown e previous

Fine oatmeal
Standard or
Granulated
Gold dust or
White corn
Rolled oats

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Feed flour

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THE FLOUR AND CEREAL MARKETS

Markets Generally Strong Though Little Change Since Last Week—Local Business Good and Outlook Very Encouraging.

Very little change is evident in these markets since last week's reports. The advance in rolled oats was general and the market continues active on the new basis, bearing out statements made recently in these columns. Local business seems to be particularly good everywhere and there seems to be a really evident revival of trade.

The flour market, also, continues firm. No changes are noticed since last reports. Manitoba wheat is coming down in quite heavy supplies and the outlook is very encouraging.

MONTREAL.

FLOUR—Improvement in volume of business can be reported for the past week. This condition is due to increasing business in the country. Inquiries are also arriving from foreign countries. Locally, stocks held are not large, and the price remains firm.

Winter wheat patents.....	5 50
Straight rollers.....	4 70
Extra.....	4 00
Royal Household.....	5 00
Glenora.....	5 50
Manitoba spring wheat patents.....	5 50
Strong bakers.....	5 50
Five Roses.....	5 01
Harv at Queen.....	5 50

ROLLED OATS—As reported last week, there has been an advance of 5c per sack, and 10c per barrel, on rolled oats. Considerable business has been done on the new basis, demand having shown considerable improvement over previous week.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated.....	3 5
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 95
Roll-d oats bags.....	2 55
bbls.....	5 35

FEED—Bran has been in good demand during the week, and the price has been well maintained. Stocks are very small. There has been considerable activity in the shorts and middlings market, inquiries coming in in greater volume. Some of the smaller mills, which have been closed down, are reopening, so in a short time supplies, which at the present time are limited, will be sufficient to cover requirements.

Ontario bran.....	21 00	23 00
Ontario shorts.....	25 00	27 00
Manitoba shorts.....	25 00	26 00
bran.....	00 23	23 00
Mouille, milled.....	27 00	31 00
straight graded.....	27 00	33 00
Feed flour.....	1 50	1 70

TORONTO.

FLOUR—The market continues very strong though no change has been reported during the week. Manitoba wheat is arriving freely and will soon be made use of. Export business is almost nil.

Manitoba Wheat.	
65 per cent. patents.....	5 30
".....	5 09
Strong bakers.....	4 83

Winter Wheat.	
Straight roller.....	3 7 3 80
Patents.....	4 6
Blended.....	4 20

CEREALS—There has been no change since the advance of 5c in oatmeal noted last week. The market continues firm at the advance and local business is very good.

Roll-d wheat in barrels, 100 lbs.....	2 55
oats in bags per bag 50 lbs.....	7 80
Oatmeal, standard and granulated, in bags 58 lbs.....	3 10

CEREAL AND CONFECTIONERY NOTES.

Wm. Wheeler, baker, Peterboro, has assigned.

Geo. Thomas, confectioner, St. Catharines, has assigned.

A. D. Wishart, confectioner, Renfrew, has offered to compromise.

The bakery of Cleo Leblond, Ste. Marie, Que., was burned last week.

Curators have been appointed for Thibodeau & Cyr, wholesale confectioners, Montreal.

W. Charest & Frere, biscuit manufacturers, Quebec, have dissolved. The business will be continued by Wilfrid Charest in his own name.

J. A. McLachlan, baker and confectioner, Glencoe, Ont., has commenced the erection of a new building to replace the one recently burned.

B. C. FRUIT UNION.

A new fruit company to be known as "The Okanagan Fruit Union," has been formed at Vernon, B.C., to handle the products of the Okanagan orchards. The capital of the new company is placed at \$250,000, and W. C. Ricardo, J. Kidston, W. R. Pooley, R. H. Agur, R. M. Palmer, B. McDonald, J. Barnett, E. M. Carruthers and W. T. Shatford, all of Vernon, are interested parties.

CRANBERRY CROP IN NOVA SCOTIA.

Annapolis Valley Will Yield About \$50,000—Best Season on Record.

Special Correspondence of The Canadian Grocer.

Halifax, September 14.—The cranberry crop in the Cornwallis and Annapolis Valleys this year is reported to be one of the best on record. The owners of the bogs are now watching for frosts and are burning fires at night to protect their crops. There are between five and ten thousand barrels in the Valleys and these are worth at least five dollars per barrel. At Lower Weymouth the bogs are in full bearing and the quality is first class. There is also a very large crop along the Sissiboo River and tributaries. There promises to be a good market for cranberries this season as the crop in the United States is short.

The Salvation

of a business man's reputation and the preservation of his profits, alike depend upon his giving honest value. Whenever a grocer sells a package of



he is giving his customer honest value for every cent of the price. Mooney's Perfection Cream Sodas are positively unequalled for delicious, lasting freshness. Every cracker is crisp from the opening of the package down to the last one in it.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff

Canadian Agents:
C.E. Colson & Son, Montreal
D. Hanson & Co., "
A. F. Tippet & Co., "

J. & G. COX,
Ltd
Gorgie Mill
EDINBURGH.

Are You In On This?

There are hundreds of grocers making good money on Meurisse Chocolates. Are YOU one of them? Best imported line.

Send for prices and samples.

CHOCOLATS MEURISSE

J. A. HERREBOUDT, Manager. 23 Lemoine St., MONTREAL
 Agents: Mathewson's Sons, Montreal; T. E. Charest, Quebec;
 W. C. Scott, 76 Queen St., Ottawa.

White Moss Cocoanut

Sells Everywhere



Standard For Years

MADE BY The Canadian Cocoanut Co., - Montreal

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

Freight is no more on full strength
MAPLE SYRUP
 containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
 Canada Maple Exchange, Limited, Montreal

OPEN TO BUY
 Feed and Seed Oats, Wheat and Barley
 Quebec's leading Flour and Grain House.
 C. A. PARADIS, Quebec

H. CONSTANT

First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
 92 Beaudry Street MONTREAL



TRADE WINNERS.
 Pop Corn Poppers, Peanut Roasters and Combination Machines.
 MANY STYLES.
 Satisfaction Guaranteed.
 Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

By Royal



Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S
 Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
 (SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
 EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
 The Smith Brokerage Co., Ltd., St. John, N.B.
 Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
 J. L. Watt & Scott, 27 Wellington St. East, Toronto.
 E. W. Ashley Winnipeg.
 Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

POT AND PEARL BARLEY FEED

CALEDONIA MILLS

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

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

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

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS
 Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
 Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

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"Men Who Sell Things"

What Respect for One's House Really Means—A Homily on Dress and Orderliness, One of the Important Factors of Salesmanship—Something About Displaying Samples.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

My line was displayed in a large, bustling, northern Michigan town. Our house had practically no business there, and my first three visits were devoted largely to an effort to interest the largest concern in the place; but I failed.

On my fourth trip I found the buyer of my line away on sick leave. The head of the house was a crusty, nervous old man; but not wishing to be turned down altogether, I summoned courage enough to approach him.

In the place of the curt refusal I expected to receive, to my surprise, he asked in a quick, sharp manner if I would be in my room at the hotel at twelve o'clock. Receiving a reply in the affirmative, he promised to meet me there at that hour. With eager expectancy I went back to wait out the interval. I was nervous and dreaded his coming, for that was my first experience face to face with a big merchant.

He was on time to the second. With youthful indiscretion I greeted him rather more effusively than the occasion required, which he failed to notice, however, for he pushed right by me into the room without any ceremony whatever. Before I had recovered my mental equilibrium, he was firing questions at me, two at a time, concerning the value of various items in the line. Without giving me time to answer even his first inquiry, he started for the door, with the remark that he guessed there wasn't anything he wanted. Stopping on the threshold, he turned and said, "If you have a black silk at— I can use a few pieces."

"Certainly," I said, "I'm sure we have it," and commenced a search that ended in despair. The piece-goods samples were jumbled in a telescope with two or three other lines, and in spite of desperate efforts to locate that silk sample, I couldn't put my hand on the right one, although I knew it was there.

He got impatient, and I got nervous, which gave me blind staggers, and I couldn't have found that sample if it had stood in front of me as large as the statue of Liberty. Muttering something about "disorderly salesmen," he rushed out, banging the door behind him. I dropped into a convenient chair in a cold sweat. Ten minutes later I located the offending sample and started to run over to his store with it, when it struck me that he was probably at luncheon. At one-thirty I found him in his office and hastened to apologize for the delay.

"Never mind troubling yourself, young man," he said, in a rasping tone, "I have just placed an order for twenty pieces of the silk I wanted with a New York salesman who keeps his samples where he can find them." And then to give good measure, he added, "If you

remain on the road and expect to succeed, you'll have to keep your wits about you."

The loss of that order amounted to four hundred dollars, besides a chance to get an opening-wedge in with a gilt-edge concern. I didn't need any coaching after that, on how to keep stock in the sample-room.

Proper care of samples is as necessary as effective display or orderly arrangement.

Three Vital Factors.

The three vital factors in the successful sale of goods from samples are: first, the standing of your house; second, your own power of persuasion; third, the condition of your samples.

The most painstaking salesman will find that with packing and unpacking his trunks every day, his samples soon become worn and unattractive. What then happens to the careless man? Many a time I have seen a line of what had once been choice goods in an utterly shabby condition before they had been out ten days, and for the balance of a trip of several weeks the salesman carrying them was obliged to make the best showing he could with ruined samples.

It is a difficult matter, even for a buyer possessing the keenest imagination, to stretch his fancy from a straw-hat sample that looks like a punctured bushel basket to the smart article of headgear it was when it came fresh from the factory.

When a clothing salesman extracts from a pile a garment that resembles a linen duster instead of the snappy, up-to-date coat that it once was, his customer is very likely to class it with the "has-beens" and ask to be shown something in the prevailing style.

A good-looking sample is a sale half-made.

An Illustrative Story.

When I was in the jobbing business at D—, a prominent straw-goods manufacturer called on us, accompanied by his regular salesman.

The occasion of his visit was to introduce a new line. He succeeded in arousing the interest of our hat-buyer, who induced me to go along with him to the manufacturer's sample-room to look his line over. Picking up a certain block that he thought was destined to have a great run, the manufacturer started to show forth its merits. Stopping suddenly, his eyes riveted on a certain spot on that hat, he called his salesman over to our group, and there in front of us

all gave the unlucky fellow the worst "roasting" I ever heard.

"Do you see that dent in the crown of this hat?" he asked.

It was so small that the rest of us had failed to notice it; but his salesman admitted it was there.

"Well," continued the manufacturer, "haven't I told you repeatedly to pack your samples so as to insure them against damage? In another two weeks this sample will be utterly worthless. Do you expect to finish your trip introducing this hat, and to take orders from it in a dilapidated state?"

The manufacturer worked himself up to a great state, while his salesman stood before him, utterly unable to defend himself. Although he was guilty of carelessness, he was too manly to offer excuses, so said nothing.

"Perhaps you know where another line is coming from; I don't," his employer started in again. "I tell you

(Continued on page 78.)

Mr. Groceryman

☞ You are in a favorable position to take advantage of the offer of the Orange Meat people.

☞ They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

☞ These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

FRUITS, VEGETABLES AND FISH

Canadian Fruits Expanding Their Markets—Preserving Season Now On—
Grapes a Bumper and Peaches a Good Crop—New Brunswick Potatoes
Displacing Native Lines in Interior Markets—Smoked and
Dried Fish Lines Coming to the Front.

Canadian fruit lines appear to be enlarging their markets. British Columbia is looking after territory as far east as Winnipeg, and will this year try Australia and Great Britain. Niagara Peninsula fruit is now being sold on practically all the Ontario markets and not a few centres in Quebec Province, Montreal being a remarkably good customer, and Nova Scotia is looking after the Eastern Quebec and Maritime field. Southern and Western Ontario and the districts about Georgian Bay are increasing the output of hardy fruits and are cultivating the export trade as well as enlarging their local selling boundaries.

Preserving is now going on up and down the country, and this fact has kept all fruit and vegetable preserving lines firm in price, although supplies are freer than last year. Grapes will be a bumper crop this year about St. Catharines and the Niagara River, and much of them will find their way to the markets, as the wine-makers are offering but half the price they did a year ago. Something like 20 cars of grapes went out from St. Catharines to Montreal one day recently. Of course this does not mean that that city took them all, but that they would be distributed from that centre. Peaches, too, are a good crop. They do not seem to last long on the markets, however. If there is any financial depression in the country, there certainly is no reflection of it in the fruit line.

New Brunswick potatoes are increasing their hold farther and farther away from home, some Ontario markets selling practically no other line. They sell from five to ten cents a bushel more than the natives, but the demand is for New Brunswicks, even at the higher price. They certainly look better than Ontarios. Western Ontario, however, reports the home variety as more than holding their own, and at a price better than New Brunswicks obtain in the larger centres.

Fish lines are beginning to undergo a seasonable change. The interior markets are beginning to handle dried and smoked lines, though as yet the demand is light. Fresh fish just now are better and firmer than for three or four weeks past, but by October supplies will be rather scarce.

MONTREAL.

GREEN FRUITS—A strong feeling prevails in the fruit market, many lines having gone ahead since our last quotations. Bananas are an exception, however, and are a little easier, while some fruits remain the same as at our last report. The sudden firming up of

the market is due to the fact that supplies are not keeping up to the demand. Canadian apples are going forward to England in fairly large quantities, and the local trade in apples is good.

California oranges, large Valencia	4 00	5 00
Peaches, boxes	1 50	2 00
Plums, 4 basket rate	1 70	2 00
Pears, boxes	2 75	3 25
Verdellemontons	3 75	4 00
Bananas, per bunch	1 25	1 75
Cocoanuts, per box	3 50	
Watermelons, each	0 30	0 40
Pineapples	4 75	5 50
Blueberries, 18-20 qt. box	1 75	2 00
New Apples, per bbl	1 75	3 25
Montreal melons, per basket of 13-14 melons	3 00	5 00
Blackberries, per quart	0 04	0 12
Can Peaches, basket	0 50	1 00
Plums, basket	0 50	0 75
Pears, basket	0 40	0 60
Blue Grapes	0 30	0 40
Green "	0 25	0 35

VEGETABLES—The vegetable market is about evenly divided between declines and advances. Some lines have gone forward, while others have weakened. Among the former are parsley, green peppers, lettuce and cabbage. Celery, beets, carrots, tomatoes, beans, corn, turnips and squash have declined. Other lines remain the same. The demand has been only fair during the week.

Parsley, per doz. bunches	0 25
Sage, per doz.	0 50
Celery, doz.	0 25
Water cress, large bunches, per doz.	0 25 0 50
Spinach, box	0 50
Green peppers, doz.	0 15 0 20
Montreal cucumbers, doz.	0 15
Beets doz bunch	0 10
Carrots, doz. bunch	0 10
Montreal tomatoes, gin box	0 15 0 40
Spanish onions, large crates	2 75
Lettuce, per doz.	0 40
Radishes, doz.	0 10 0 20
Horse radish, per lb.	0 10
Beans, green, bag	0 75
Egg plant, doz.	0 40
Cabbage, doz.	0 70 0 50
Montreal new potatoes, bag	0 90 1 00
Onions large bunch	0 15 0 20
Fresh corn, per doz.	0 07 0 12
Turnips, bag	0 75
Pumpkins	0 16 0 20
Squash	0 15

FISH—Haddock and cod are more plentiful, and prices are lower. Whitefish and lake trout are arriving more freely. Dore and pike are still scarce. Brook trout is more plentiful. Small supplies of halibut are expected this week. The bulk oyster season has opened and free supplies are arriving. The demand has been very good during the week.

Fresh and Frozen Fish.

B.C. salmon, frozen	0 14
Brook trout, lb.	0 22
Haddock, per lb.	0 08 0 16
Fresh halibut	0 10
Mackerel	0 10
Dore	0 12
Steak cod	0 06 0 07
Market cod, lb.	0 04 0 05
Pike, lb.	0 08 0 06
Whitefish, lb.	0 10
Lake trout	0 10
Sea trout, lb.	0 12
Flounders, lb.	0 10
Bluefish, lb.	0 17
American live lobsters	0 24
Bullheads (dressed)	0 10

TORONTO.

GREEN FRUITS—The Exhibition over, business is settling back to the old grooves. There was a waver for a day or two, but quite early in the

FRUIT NEWS

Elberta Peaches, fine shipping stock now arriving. Advise you to place your order this week. Will see you get good value.

Grapes are reasonable and should be good sellers.

McWILLIAM

Mc. AND E.
EVERIST

Let Us Have Your Orders.

Will Charge Market Price Day of Shipment.

Our Goods are First Class and Prices Right.

25-27 Church Street, Toronto

B. L. O. E.

Best Lemons on Earth

"ST. NICHOLAS"

"HOMEGUARD"

"KICKING"

"MAPLE LEAF"

"PUCK"

THE BEST QUALITY
HONESTLY PACKED

J. J. McCabe

32 Church Street, Toronto

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MEN WHO SELL THINGS.

(Continued from page 75.)

what it is, I want you to take more care with these samples. If it takes all day to pack up, you see to it after this that they are packed to avoid breaking."

The salesman was saved from further reprimand by a telephone call from the office. When he had left the room I asked his employer if he wasn't a little rough on him, and whether such talks were not more effectively conducted in private.

"Perhaps so. No doubt you are right," he answered in a half-apologetic manner, "but it is so exasperating. I lost my self-control for the moment. Permit me to explain, however, what my salesman knew from long experience, that a new line of samples like these is made ready only after weeks of work and great expense. Our sample line is our stock in trade until the orders are all in and the factory running. A duplicate line could not be had, excepting at great cost and a loss of time. In any event, there is really very little excuse for careless packing. A damaged sample is a poor foundation argument upon which to build a satisfactory business in a new line."

Barring the unpleasantness of the sample-room incident that talk impressed me so, that, immediately on returning to my office, I caused to be sent out to our own traveling men a detailed account of what had taken place.

The Duty to the House.

A salesman's duty to his house does not consist alone in reaching a satisfactory figure in volume of sales. Other things require his attention to complete his real worth. Profit, not sales, is the objective point of every house. Chasing sales instead of profits is a disastrous game for either salesman or employer. Wanton extravagance in expense, loss from damage on samples, returned goods, and claims of whatsoever nature, resulting from loose methods in making sales, are all profit-drainers. If you wish your sales to increase, and if you have an honest interest in seeing your house make profits, see to it that your sample-line is kept in the best possible condition.

Again: orderliness plays an important part in the clerical work every salesman is obliged to do each day. Your bad penmanship may be pardoned if you have not had the advantages of thorough training, but there can be no possible excuse for you if your orders are so carelessly transcribed as to be incomprehensible.

We had in our employ a man of exceptional ability as a salesman; but in spite of his superior attainments in other respects, it seemed impossible for him to transcribe an order properly. The habit of carelessness had such a hold upon him that, in spite of the repeated efforts of the head of the house and others, down to the order clerk, he could not be made to reform. He would invariably omit the name of the town,

or the customer's name, or neglect to state departments, so that the office was in a constant turmoil when filling his orders. He was great on abbreviating. He would so abbreviate words that only he and a mind-reader could have deciphered them. We never could get him into the habit of being orderly about these things.

Avoid Disorderliness.

Don't let the habit of disorderliness grow upon you if you want to be a help instead of a nuisance to the order-filling department, where so much depends upon quick service. Be particular also to see to it that your manager is kept in constant touch with your movements on the road. At times it means much to any business to be able to reach a salesman within a few hours by wire.

Some men travel their itinerary with the precision of an advance agent for a theatrical company. The office can put its finger on them any time, anywhere around the circuit, almost on the instant. And their return home occurs on the very day and hour of their original schedule left in the office on their departure. Others leave behind a carefully prepared route list, and from the moment their backs are turned on headquarters, they proceed to hop, skip and jump erratically over their territory. They are never to be located, and seldom return within three or four days of scheduled time. When they do come in, it is ten to one that a bee-line is made for the manager's office, where they begin to kick about being "neglected" on new samples and other current matter such as was sent out to the men every few days.

Keep in touch with the office if you want the office to keep in touch with you.

Be orderly about everything pertaining to your work, and your interests and the interests of your house will move forward with clock-like precision, bringing satisfaction of a triple alliance nature to customers, house, and salesman.

(To be Continued.)

AID FOR THE TRAVELER.

Some people think it's an easy matter—selling goods. A man in the manufacturing business said the other day: "It's easy enough when the salesman is showing something the trade **KNOW ABOUT**. But it's a mighty hard proposition to sell anything, however good, which is not known to the trade." That manufacturer knew what he was talking about; he had tried the selling game under both conditions and now he helps his salesmen by continued and **GINGERY** advertising in good trade newspapers. **Stands to reason, too, when you come to think about it!**

WHERE TRAVELERS STOP.

Good hotel accommodation makes the life of the traveler on the road for weeks much more "like at home." Ottawa has a number of fine hotels, but for cosy, home-like rooms, excellence of cuisine, and attentive politeness of the attendants, none can surpass, and few equal, the Hotel Cecil. Walter B. Walby is the proprietor of this hotel for commercial men, and he has endeavored to make it perfect from the standpoint of the man with the grip. That he is succeeding in his efforts is evidenced by the increasing number of travelers stopping at the Cecil, and still further by the good words all have for the Cecil who have stopped there. Being up-to-date in every particular, running water in the rooms, rooms with bath, electric light, etc., and being centrally located, it appeals to the business man every time. Mr. Walby's many friends who knew him during his 17 years at the Grand Union will be pleased to learn of his success.—Adv.

MORE NEW BOATS.

A few days ago Boston joined the choir of American cities chanting a dirge over the loss of the grain-exporting trade.

An eminent Canadian statesman has said that "the 19th century belonged to the United States, but that the 20th was Canada's." It begins to look like it. News has reached this side of the launching of the White Star liner *Laurentie*, designed for the St. Lawrence route. A sister ship, the *Magantie*, will also soon slide down her ways into the water.

These steamships are specially constructed for the St. Lawrence route, and the *Laurentie* will be the largest ship plying these waters. All of these happenings are significant, and point to the high probability of the prophecy relating to the possession of the 20th century by Canada.

Patriotic Canadians will be delighted to see the great progress being made by the national port, Montreal.

A. T. Holland, of the Holland Agencies, Montreal, was in Ontario last week on business.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1850
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager



Price \$40,

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Save Money!

Use a
**National
Cash
Register**

Price \$40, new.

OUR new prices leave no excuse for any merchant being without one.

Guaranteed new National Detail Adders, \$30.00, \$40.00 and \$50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., \$25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, \$60.00 up. We supply Registers from \$15.00 to \$900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

Corner of Wilton Ave.
and Yonge Street

TORONTO, ONT.

GROCERS!

We handle all the Brands of

**BONELESS,
SHREDDED
and GREEN COD**

Put up by the

**ATLANTIC FISH CO.'S
HALIFAX FISH CO.**

Also **Crown Brand Kippers** and **Bloaters**.

These lines we sell at CATALOGUE prices, and, furthermore,

We Deliver Promptly.

**O'Connor's Fish Market
Montreal**

PHONES, UP 4512-4513

REINDEER condensed COFFEE

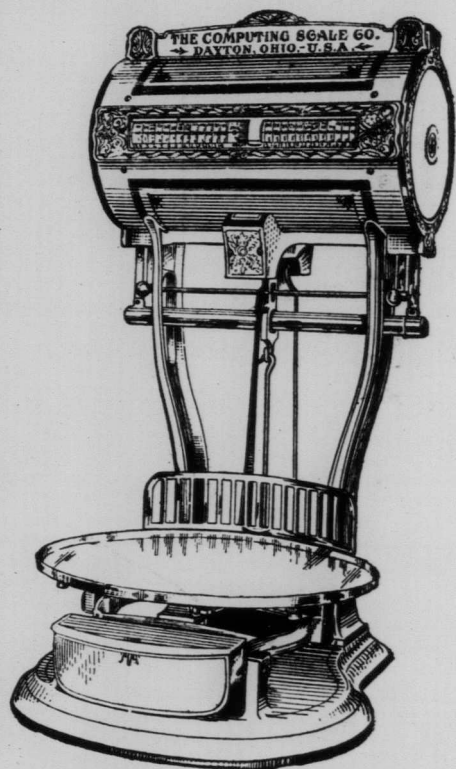
Hot Water Only Required for

**A CUP OF COFFEE
A SPLENDID SELLER**

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

THE THREE LEADERS

CONNORS BROS., Limited
Black's Harbor, N.B.



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem Solved!

With this 1907 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

- Gives the exact weight for the exacting dealer.
- Gives the exact weight to all customers.
- True as steel and built for a lifetime of exact weighing.
- Weighs to an ounce computes to a cent.
- Low platform—only 6½ inches from the counter.
- Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
- No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

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FACTS ABOUT GROCERIES

Information of Interest to Grocers and Clerks Regarding the Goods They Hand Over the Counter.

Sugar in Olden Times.

Cane sugar was produced by the Chinese at a very remote epoch. In Western countries it was a more recent introduction. The Roman writers, Pliny, Varro, and Lucian, at the beginning of our era, barely mentioned it. It was then known by the name of Indian salt and honey of Asia, Arabia or India. In 1090, Crusaders arriving in Syria discovered sugar cane, which became a favorite dainty of the soldiers. During the following centuries the sugar cane was introduced into Cyprus, the Nile Delta, the north coast of Africa as far as Gibraltar, Sicily, and the kingdom of Naples. It reached Spain in the fifteenth century and thence was carried to Madeira and the Canaries. In 1644 the French imported it into Guadeloupe and a little later into Martinique and Louisiana. The Portuguese introduced it into Brazil and the English into Jamaica.

According to the Rivista Scientifico-Industriale, a hundredweight of sugar cost the following amounts in London and Paris, from the middle of the thirteenth to the end of the nineteenth century:

Date.	London. Francs.	Paris. Francs.
1260	1,031=	\$206
1300	1,250=	250
1350	837=	167
1372		2,845=\$569
1400	1,156=	231
1426		1,441= 288
1450	1,500=	300
1482		1,375= 275
1500	267=	53
1542		340= 68
1550	458=	92
1598		534= 107
1600	397=	79
1650	402=	80
1700	266=	53
1750	103=	20
1800	191=	38

In regard to the price of transportation, in 1550 it cost 10 francs, or nearly \$2, to send 250 kilogrammes or about 553 pounds of sugar from Antwerp to London, and 24 francs to send 50 kilogrammes by sea from Venice to Antwerp. It is well known that the discovery of the saccharine principle of beet root was made by Olivier de Serres, the gardener of Henri IV., in 1605. The first beet sugar factory was established in 1795, near Berlin, by Achard. In France, at the time of the continental blockade, the increase in price of sugar to 6 francs or \$1.20 per pound proved a powerful stimulant to the establishment of beet-sugar factories. On January 2, 1812, Benjamin Delessert, a Paris sugar refiner, presented for the first time specimens of indigenous sugar to Chaptal and declared that the manufacture of beet

sugar was in actual operation at Passy. —Scientific American.

Honey in Australia.

The method of obtaining the honey in South Australia is interesting, and even suggestive of poetry and romance. A large number of beekeepers who have taken up the business seriously travel their bees around to wherever the best blossoms are to be found, and the honey is gathered from the flowers of the sugar gum, and, therefore, in addition to the delicious flavor, contains the valuable properties of the eucalyptus, though one would never imagine there was any eucalyptus in it from the taste. South Australian honey is obtained also from the red gum and the blue gum, but the beekeeper is careful not to pitch his camp or place his hives anywhere near many stringy barks or peppermint gums. —Practical Confectioner.

SALESMEN AND ADVERTISING.

Advertising introduces the goods and paves the way for the salesman.

Advertising insures for the traveler a respectful hearing when he arrives.

Advertising brings orders when the salesman is not on the ground.

Advertising increases the volume of the order which the salesman can secure in person.

Advertising makes the merchant respect the firm and the salesman.

Advertising cements the friendship between the house and the merchant.

Advertising tells the merchant what the salesman forgets to mention.

Advertising supports the salesman in his statements to the merchant.

Advertising brings about a better acquaintance and understanding between the merchant and the traveler.—Profitable Advertising.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars:

Champlain St. Louis (6c. retailer)
Havana Second El Sergeant (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.

If your jobber refuses to procure these brands for you write direct to

JOS. COTE

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272

Warehouse 119 Rue St. Andre

Branch 179 Rue St. Joseph. Phone 2097

QUEBEC

Tel. Up 2076

Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



THE IDEAL STORE FIXTURE



"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE
Norton Manufacturing Co.
HAMILTON



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
**Fastest Grinders
Easiest Runners**

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



GROCCERS and BUTCHERS
At YOUR service

With the following special lines, discounts for cash or easy terms net.

- THE TOLEDO AUTOMATIC SCALES
- THE EUREKA REFRIGERATORS
- THE CLIMAX CHEESE CUTTER
- THE STERLING MEAT SLICER
- THE CLIMAX AUTOMATIC SLICER
- THE WESTERN CASH REGISTER

Office and Store Fixtures, Counters, Shelving, etc.
Butcher Supplies in General.

Don't hesitate to write, call, or phone us for further information.

THE UPTON & REED SPECIALTY CO.

Phone Main 5399.

149 QUEEN ST. W., TORONTO, ONT.

We make a specialty of
COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,
123 Bannatyne Avenue East WINNIPEG, MAN.

Manufacturers' Agents and Brokers.

Open to handle one or two more lines of groceries or fruit.

Class

Advertiser first insertion
Contractors \$1,000 are
Cash remittance advertisement
Advertisement acknowledged
Where reports cents must be

100 words
" "
50
25

THE GROCER and Illustration Provisions Chandlery, Stationery, & Sins, Ltd.

ADVERTISEMENT in good printing LISHNER, 10 Front St.

CANADIAN ENGINEERING using machinery, and a practical engineer in the operation of "Machinery" to the GRIEMENTS one on request. East, Toronto

COMPLETE goods, given STATION per annum

THE BU... lar pe... issue... interest in... most time... ing in the... month... too valuable... all news... subscription... MAGAZINE

THE... MET... paint... Friday... HARDWARE... Winnipeg

WANT... in... spe... experience

EXPER... oper... Mar... CANADA

HIGH... floor... Lin... phone, M... methods.

NATIO... in... The Canadian... Ont.

ADDI... in... Ba

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractors 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.

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " " 1 year.....	10 00

PERIODICALS.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (48)

EXPERIENCED TRAVELLER, best references, open for high grade line, on commission, for Maritime Provinces. Apply Box 210, **THE CANADIAN GROCER**. (38)

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited, Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. R. In Every retail grocer should learn the methods set forth in this book—which is specially written for grocers—how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications: Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

SITUATIONS WANTED.

PREPOSSESSING YOUNG MAN (railway stenographer) wants make change to grocery line. No objections to clerking in store. Box 215, **CANADIAN GROCER**, Toronto.

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.



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

When writing to advertisers, kindly mention having seen the advertisement in this paper.

FOR SALE.

A LIVE GENERAL BUSINESS, in one of the most desirable towns in Eastern Saskatchewan (population 1500). Best stand in the town, bright and attractive. Stock about \$7,000, all clean and well equipped. 90 cents. Will arrange terms to suit purchaser. This is a good live proposition, the only reason for selling being that present owner has other interests which necessitate his entire attention. Full particulars by addressing Box 7, **THE CANADIAN GROCER**, Winnipeg, Man. (38)

SITUATIONS WANTED.

WANTED—Position as traveller in Ontario by experienced grocery and specialty salesman. Married man, steady, sober and best of references. Address Box 216, **CANADIAN GROCER**, Toronto. (39)

THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

When the Fall Rush Begins

you will need every convenience that will increase the efficiency of your business organization—every device that will eliminate unnecessary work, reduce liability to error, cut out friction and lost motion, everything that will make the wheels run smoother. In a word you will need the **Allison Coupon System** and the time to install it is NOW, before another day has been lost.



Here is how it works:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

Allison Coupon Co.

INDIANAPOLIS, IND.

**RISING
SUN
STOVE POLISH
IN CAKES**



**SUN
&
PASTE
STOVE POLISH
IN TINS**

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polish is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides

MORSE BROS., Props. - Canton, Mass., U.S.A.

As Pure as Windsor Salt

\$1.00 Sold \$25 Worth of Groceries It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

**Windsor
Salt**

Honest Value--Well Advertised

makes it very advisable for you to keep a good stock of

2 in 1



The World's Best
**SHOE
POLISH**

The people want 2 in 1, and there's lots of profit for you in supplying them.

The F. F. DALLEY CO., Limited

HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

3
M
P
G
F

BARGER'S
Agents,
1-lb. glass,
Prices of
Compound
12-oz. glass
3-lb. tin, 1
5 and 7-lb.
crate.
7 and 14-lb
30-lb. wood
Compound
12-oz. glass
3-lb. tin, 1
7 and 14-lb
30-lb. wood
Pure Jam
gem) 1

IMP
CART

MacLar

Assorted
Lemon
Orange
Raspber
Strawber
Chocolat
Cherry
Peach
weight 8 lb

YOU ARE IN BUSINESS TO
3
 MORE
 POINTS

MAKE MONEY
 MAKE NEW CUSTOMERS
 RETAIN YOUR OLD CUSTOMERS

GOODWILLIE'S FRUITS
 WILL DO ALL THESE

Agents:
 ROSE & LAFLAMME, LIMITED
 MONTREAL AND TORONTO

Shelled Almonds
 Valencias and Jordans
Table Raisins
 from Sunny Spain

You can give your customers
 the richest flavor, most tender
 skin and finest quality if you
 insist on having the pack of

José Segalerva
 Malaga, Spain

ROSE & LAFLAMME Limited
 Montreal and Toronto

Jams and Jellies.
 BATGER'S WHOLE FRUIT STRAWBERRY JAM
 Agents, Rose & Laflamme, Montreal and Toronto.
 1-lb. glass jar, screw top, 4 doz., per doz. \$ 2 20
 THOMAS J. LIPTON
 Prices on application.
 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. 07½
 5 and 7-lb. tin pails, 2 and 3 pails in
 crates, per lb. 0 07
 7 and 14-lb. wood pails, per lb. 0 07
 30-lb. wood pails " 0 06½

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 07½
 7 and 14-lb. wood pails, 2 pails in crate
 per lb. 0 07
 30-lb. wood pails " 0 06½

Pure Jams—1-lb. glass jars (12-oz.
 gem) 2 doz. in case, per doz. \$1 8

Jelly Powders
 IMPERIAL DESSERT JELLY



PURE AND DELICIOUS
 TRUE FRUIT FLAVORS
 CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.
 MacLaren Imperial Cheese Co. Limited
 GENUINE PURE FOOD CO.

JELL-O
 The Dainty Dessert

Assorted Case, Contains 4 doz. \$3.60
 Assorted Case, Contains 2 doz. \$1.80
 Lemon (Straight) Contains 2 doz. \$1.80
 Orange (Straight) Contains 2 doz. \$1.80
 Raspberry (Straight) Contains 2 doz. \$1.80
 Strawberry (Straight) Contains 2 doz. \$1.80
 Chocolate (Straight) Contains 2 doz. \$1.80
 Cherry (Straight) Contains 2 doz. \$1.80
 Peach (Straight) Contains 2 doz. \$1.80
 weight 8 lbs. per case; freight rate 2nd class

T. ROSE & REIG CO.
 White Swan, 15 flavors.
 1 doz. in handsome
 counter carton, per
 doz., 90c.




List price
 'Shirriff's' (all
 flavors) per doz. 0 90
 Discounts on ap-
 plication.

Lard.
 THE N. K. FAIRBANK CO. BOAR'S HEAD
 LARD COMPOUND.

Tierces... \$0 09½
 4-bbls. ... 0 10
 Tubs, 80 lbs. 0 10
 30-lb. Pails, 2 05
 30-lb. tins.. 1 95
 Cases 3-lb. 0 10½
 " 5-lb. 0 10½
 " 10-lb. 0 10½



Licorice.
 NATIONAL LICORICE CO.
 5-lb. boxes, wood or paper... per lb. \$0 40
 Fancy boxes (50 or 50 sticks)... per box 1 25
 " Ringed " 5-lb. boxes... per lb. 0 40
 " Acme " pellets, 5-lb. cans... per can 1 50
 " (fancy boxes 60) per box 1 50
 Tar licorice and Tolu wafers, 5-lb.
 cans... per can 3 00
 Licorice lozenges, 5-lb. glass jars... 1 75
 " 30 5-lb. cans... 1 50
 "Purity" licorice 10 sticks... 1 45
 " 100 sticks... 0 75
 Dulce large cent sticks, 100 in box... 1 00

Lye (Concentrated).
 SILLITT'S PERFUMED. Per case.
 1 case of 4 doz. \$3 50
 2 cases of 4 doz. \$3 50
 3 cases or more \$ 40

Marmalade.
 W. WINDSOR, MONTREAL

Balmoral Brand
 SCOTCH MARMALADE ETC.



ABSOLUTELY PURE

Scotch Marmalade, 1 and 2 lb. glass jars
 1, 4, 5 and 7 lb. tins.
 Orange Jelly Marmalade, 1 and 2 lb. glass
 jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
 Pineapple " 1 " "
 Green Fig " 1 " "
 Green Fig and Ginger " 1 " "
 Lemon " 1 " "
 Grape Fruit " 1 " "
 Prices and special quotations.

T. UPTON & CO.
 12-oz. glass jars, 2 doz. case... per doz. \$1 00
 Home-made, in 1-lb. glass jars 1 40
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
 Golden shred marmalade, 2 doz. case,
 per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
 1-lb. glass, doz. 1 55
 2-lb. " " 2 80
 4-lb. tins, " 4 65
 7-lb. " " 7 35
 "Sbredded"—
 1-lb. glass, doz. 1 90
 2-lb. " " 3 10
 7-lb. tins, " 8 25



THOMAS J. LIPTON
 Prices on application.
Mince Meat.
 Wethey's condensed, per gross net... \$12 00
 per case of doz. net... \$ 00

ST. CHARLES CONDENSING CO.
 PRICES:
 St. Charles Cream, family size, per case \$4.7
 " hotel... 4.90
 Silver Cow Milk... 5.00
 Purity Milk... 4.10
 Good Luck... 4.30

MUSTARD
 COLMAN'S OR KEENE'S.
 D.S.F., 1-lb. tins... per doz. \$1 40
 " 2-lb. tins... 2 50
 " 4-lb. tins... 5 00
 Durham 4-lb. jar... per jar. 0 75
 " 1-lb. jar... 0 25
 F. D. 4-lb. tins... per doz. 0 25
 " 1-lb. tins... 1 45

Olive Oil.
 LAPORTE, MARTIN & CIE, LTD
 Minerva Brand—
 Minerva, qts. 12's... \$5 75
 " pts. 24's... 8 50
 " 4-pt. 24's... 35

SAUCES.
 PATERSON'S WORCESTER SAUCE.
 Agents, Rose & Laflamme, Montreal and
 Toronto.
 4-pint bottles, 3 & 6 doz., per doz. 0 90
 Pint " 3 doz. 1 75

THOMAS J. LIPTON
 Prices on application.

Soda.
 COW BRAND.
 Case of 1-lb. contain-
 ing 50 packages pe-
 box, \$3 00.
 Case of 1-lb. (con-
 taining 120 pkgs.
 per box, \$3 00.
 Case of 1-lb. and 1-
 lb. (containing 50
 1-lb. and 50 1-lb.
 pkgs.) per box, \$3 00.

DWIGHT'S BAKING SODA

Case of 50. pkgs. containing 50 pkgs. per
 box, \$3

MAGIC BRAND. Per case
 No. 1, cases, 50 1-lb. packages... \$ 75
 No. 2, " 120 1-lb. " " 2 75
 No. 3, " (50 1-lb. " " 2 75
 No. 4, " (50 1-lb. " " 2 75
 No. 5 Magic soda—cases 100—10-oz. pkgs.
 1 case... 2 25
 5 cases... 2 75

THE CANADIAN GROCER

First in Quality!
First in the Estimation of Countless Admirers!

A new era was inaugurated when these packages were first introduced.

They were first in the great tea trade "to assume such a shape."

Wood's Package Teas

are always young in the qualities that impart life to trade as well as the system of the consumer.

They are the pick of the Orient.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL



MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maple soap, colors	per gross	\$10 40
black		13 30
Ortol soap		19 20
Charola soap		13 00
Maple soap		18 30



3 doz. to box..... \$3 45
6 doz. to box..... \$6 90
30 days.

Canada laundry	0 06
Silver glass, 8-lb. draw lid boxes	0 08
Silver glass, 6-lb. tin canisters	0 08
Edward's silver glass, 1-lb. pkgs.	0 08
Kege silver glass, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, blit. and kegs	0 06
Canada White glass, 1-lb. pkgs.	0 06
Benson's enamel	per box 1 50 to 3 00

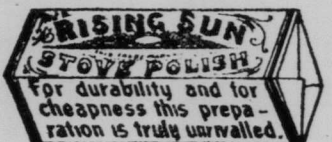
Edwardsburg Starob Co., Limited	
Laundry starches	per lb.
No. 1 White or blue, 4-lb. cartons	
No. 1	
Canada laundry	0 06
Silver glass, 8-lb. draw lid boxes	0 08
Silver glass, 6-lb. tin canisters	0 08
Edward's silver glass, 1-lb. pkgs.	0 08
Kege silver glass, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, blit. and kegs	0 06
Canada White glass, 1-lb. pkgs.	0 06
Benson's enamel	per box 1 50 to 3 00

Edwardsburg No. 1 white, 1-lb. car.	0 10
" " " " or blue,	
4 lb. lumps	0 08
BRANTFORD STARCH WORKS, LIMITED	
Ontario and Quebec.	
Laundry Starches	
Canada Laundry, boxes of 40-lb.	\$0 06
Acme Glass Starch	
1-lb. cartons, boxes of 40 lb.	0 04
Finest Quail y White Laundry	
8-lb. Canisters, cases of 48 lb.	0 06
Barrels 250 lb.	0 72
Kege 100 lb.	1 10

Lily White Glass	
1-lb. fancy cartons, cases 20 lb.	0 08
8-lb. toy trunks, 8 in case	0 08
8-lb. enameled tin canisters, 3 in case	0 08
Kege, ex. crystals, 100 lb.	0 07
BRANTFORD GLASS	
1-lb. fancy boxes, cases 50 lb.	\$0 06
Canadian Electric Starch	
Boxes of 40 fancy pkgs., per case	3 00
Onionoid Starch	
Boxes of 45 cartons, per case	3 60

Challenge Prepared Corn	
1-lb. packages, boxes 40 lb.	0 04
No. 1 Brantford Prepared Corn	
1-lb. packages, boxes 40 lb.	0 07
Crystal Malice Corn Starch	
1-lb. packages, boxes 40 lb.	0 07
MAN TOY STAROB	
pkgs., cases 5 doz., per case	4 75
Stove Polish	

Rising Sun, 8-oz. cakes, 4-gross box	\$8 50
Rising Sun, 4-oz. cakes, gross box	4 50
Sun Paste, 10c. size, 4-gross boxes	10 00
Sun Paste 5c. size, 4-gross boxes	6 00



JAMES' DOME BLACK LEAD	Per gross
6a size	\$2 40
2a "	2 50
NICKLE PLATE STOVE POLISH	
Pints	2 90
Quarts	5 40
1/2 gallons	5 10
Gall ns.	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup	
Barrels, 60 lbs.	0 03 per b.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs.	0 03 "
2-gal. pails 25 lb.	1 25 each
3 " 38 1/2 lbs.	1 75 "
Plain tins, with label	Per case
2 lb. tins, 2 doz in case	2 40
5 " 1 " "	2 75
10 " 1 " "	2 65
20 " 1 " "	2 60
(5, 10 and 20 lb. tins have wire handles.)	

ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup	
Barrels, 60 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03 per lb.
Kegs, 150 lbs.	0 03 "
2-gal. pails 25 lb.	1 25 each
3 " 38 1/2 lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 49
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

'SALADA'	SALADA CEYLON.
Wholesale	Retail.
Brown Label, 1's, 1/2's	\$0 25 \$0 30
Green Label, 1's and 1/2's	0 27 0 35
Blue Label, 1's, 1/2's and 1/4's	0 30 0 40
Red Label, 1's and 1/2's	0 38 0 50
Gold Label, 1/2's	0 44 0 60

LIPTON'S TEA	
Thomas J. Lipton	
75 Front St. East,	
Toronto.	



Packed in air-tight tins only.	
Green label, 1's only	0 20 0 25
Blue " 1/2's and 1's	0 24 0 30
Orange " 1/2's, 1's and 1/4's	0 30 0 40
Pink " 1/2's & 1's, tins	0 35 0 50
Red " Dominion blend,	
1/2's and 1's	0 44 0 60
Gold " Afternoon blend,	
1/2's and 1's	0 50 0 70



Blue Label, 1's..... \$0 30 \$0 25

Blue Label, 1/2's	0 31 0 25
Orange Label, 1's and 1/2's	0 23 0 30
Brown Label, 1's and 1/2's	0 28 0 40
Brown Label, 1/2's	0 30 0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1/2's	0 40 0 60

LAPORTE, MARTIN & COE, LTD.	
Japan Teas	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19

Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., TORONTO

Wholesale	Retail
Yellow Label, 1's	0 20 0 25
" 1/2's	0 21 0 25
Green Label, 1's and 1/2's	0 24 0 30
Blue Label, 1's and 1/2's	0 25 0 35
Red Label, 1's, 1/2's and 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 07 1 00



Wholesale	Retail
Pink Label 1's and 1/2's	30c 40c.
Gold Label 1's and 1/2's	35c. 50c.
Lavender Label 1's and 1/2's	42c. 60c.
Green Label 1's and 1/2's	50c. 75c.



MELAGANA TEA. MINTO BROS., 55 Front St. East

Wholesale	Retail.
Black, green, mixed, 1/2's	0 70 1 00
" " " " 1 lb.	0 55 0 80
" " " " 1/2 lbs. & 1/4's	0 44 0 60
" " " " 1 lb. & 1/2's	0 40 0 60
" " " " 1/2 lbs. & 1/4's	0 38 0 50
" " " " 1 lb. & 1/2's	0 35 0 50
" " " " 1/2 lbs. & 1/4's	0 30 0 40
" " " " 1 lb.	0 25 0 30
" " " " 1/2 lbs.	0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.	\$0 20
" 1-lb.	0 21
Blue Label, retail at 30c.	0 22
Green Label	0 30
Red Label	0 35
Orange Label	0 45
Gold Label	0 55

RIDGWAYS. London, Vancouver, Winnipeg and Ceylon.



Wholesale. Retail.
Capital Household, 1's and 1/2's 0 20 0 40
Old Country, 1's and 1/2's 0 35 0 50
5 o'clock, 1's and 1/2's 0 43 0 60
H.M.B., 1's and 1/2's 0 75 1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO. Montreal and Boston

Wholesale	reta
Wood's Primrose, per lb.	0 40 0 60
" Golden Rod	0 35 0 50
" Fleur-de-Lis	0 30 0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.	

THE EMPIRE TOBACCO CO., LIMITED	
Smoking—Empire, 4s, 6s, and 12s	\$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15


Chewing—Currency, 12s, and 6s	0 45
" 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, 8s, and 12s	0 53
" Club, 6s, and 12s	0 46
" Universal, 12s	0 47
" Dixie, 7s	0 56

JOB COYE, QUEBEC.	
Cigars, per thousand.	
Cote's Fine Cheroote, 1-10	\$15
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. Cl, Havana P. Finos, 1-20	75 00

Out tobaccos.	
Petit Havana, 1/2 1-12—1-6	0 40
Queens, 1-4, 1-3	0 65
" 1-9	0 68
Cote's Choice Mixture, 1-lb tins	0 75
" " 1-lb	0 70
" " 1-lb	0

Veterinary Remedies.	
W. F. YOUNG	
Absorbine, per doz.	\$18 00
Absorbine Jr., or dosen	1 00

Yeast.	
Royal yeast, 3 doz. 5 cent. pkgs	\$1 10
Gillette's cream yeast, 1 doz. in case	1 10



"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

Brunner Mond & Co.'s
WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
 Montreal

SOLE AGENTS FOR CANADA.

The Vinegar Problem



is easily solved if you just
 stock

**WHITE,
 COTTELL & CO'S
 Pure Malt Vinegar**

It is a perfect vinegar, of delicious flavor, guaranteed strength, and rich delicate aroma. Keeps well in bottle or wood and gives such satisfaction that you'll find it desirable to stick to this particular brew and hold your trade with a good article.

CANADIAN AGENTS—
 Hudson's Bay Co. Vancouver, B.C.
 W. L. MacKenzie & Co., Ross Ave., Winnipeg
 Kenneth H. Muir, Cecil St. Bldg., Montreal
 Kyle & Hooper, Front St. E., Toronto
 Royal Stores, St. John's, Nfld.

White, Cottell & Co.,
 Camberwell Street, LONDON, ENG.

Your Fall stock of

SALT

Why not order it now, while weather and roads are good?

VERRET, STEWART & CO.

LIMITED

MONTREAL

Yellow Peaches

In 2's, 3's or Gallons. Light and Heavy Syrup, also Standards.

We are able to supply you this year with the best goods that have ever been packed.

We have just installed a most up-to-date system for peaches *solely*, which embodies the most approved Californian ideas. *Our quality will surprise you.*

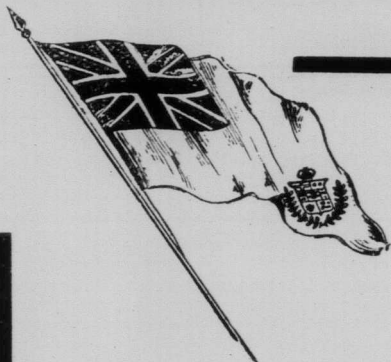
What about Your Order?

Place it now. We will ship after a while if you wish.

J. H. WETHEY, LIMITED

ST. CATHARINES

PACKERS OF LAUREL CANNED GOODS



Empire Brand

RANGOON BEANS

— Cheap — Get Prices —

Are you sending us mail or phone orders? You are often in a hurry for goods, you want to know prices, etc. Here we are waiting for you to call us up. If you have not, why not? Other merchants find it **PAYS**, so would you.

4 Free Phones

USE THEM FREELY

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton,

Ontario

MONTREAL

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TO