

# CANADIAN GROCER

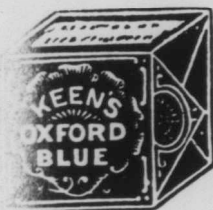
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.  
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

OL. XXIII.

PUBLICATION OFFICE: TORONTO, OCTOBER 1, 1909.

NO. 40



"At home and abroad"

## KEEN'S OXFORD BLUE

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

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

## Two Important Lines

For Canadian Grocers

Edwardsburg "Silver Gloss" Starch (for the laundry)

Benson's "Prepared" Corn (for cooking purposes)

These starches are the recognized "best sellers" in Canada.  
Every grocery jobber sells them.

In Table Syrups—The remarkable increase in the demand for "Crown" Brand  
Corn by the consumers of Canada shows that its richness,  
purity, flavor and healthful qualities are appreciated—Sell  
"Crown" Brand Table Syrup.

### EDWARDSBURG STARCH CO.

ESTABLISHED 1858

LIMITED

53 Front St. E., TORONTO, Ont.

Works: CARDINAL, Ont.

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

# A Handy Can of Soap Powder

## **SURPRISE** **BORAX WASHING** **(PULVERIZED SOAP) POWDER**

*See the Sifting Holes; Saves Waste*



*Face Similar  
of Can*



*A Large  
Package for  
5 cents*

**"SURPRISE"**  
**Washing Powder**  
is dry soap in fine powder,  
with Borax added, possessing  
wonderful lathering and  
cleansing properties. Can be  
used for all washing, cleans-  
ing and purifying purposes,  
in hard or soft, hot or cold  
water, without the use of  
Soap, Soda or any other  
preparation.

Order a case when next buy-  
ing your "SURPRISE"  
Soap.

From any Wholesale Grocer.

**The St. Croix Soap Manufacturing Company**

**Factory at St. Stephen, N.B.**

**BRANCHES: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES**



## **"THISTLE" Canned Fish**

Canned Haddies, Kippered Herring and Tunny Fish packed in lined tins under the label and brand of "Thistle," come direct from the famous St. Mary's Bay Fishing grounds. The motto of the Packers is: "not how cheap but how good." The verdict of connoisseurs is: "the finest ever produced."

## **SARDINES From Norway**

Packed in perfectly pure Olive Oil by Olsen & Kleppe at Stavanger, Norway, and packed with wondrous care and skill in the selection. Their special leading brands "Albatross" (small fish) and "Ambrosia" (a trifle larger) command ready and large sales to the most fastidious people.

*Sold by  
the  
Leading  
Dealers.*

Griffin & Skelley's Dried and Canned Fruits (all packed under the "Griffin" brand) are unique in the possession of that absolute confidence which wins permanent trade—the "Griffin" brand is like the "sterling" mark on silver. Seedless and Seeded Raisins, Sterilized Prunes, Cured Fruits and Canned Fruits.

## **Griffin's Dried Fruits**

Vermicelli, Macaroni, Spaghetti and Fancy Pastes, bearing the name "Codou" on the package, are accepted the world over as the best of their kind—nothing finer can be produced. Cleanliness is absolute in the factory whence they come—the model factory of national repute. The rigid maintenance of quality is absolute. "Codou" is the name.

## **CODOU'S Macaroni**

ARTHUR P. TIPPET & CO., Agents.

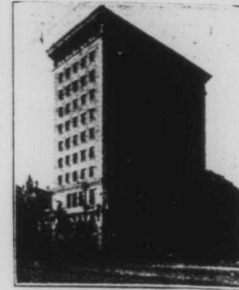
Montreal.



Montreal Office

# Manufacturers' Agents and Brokers' Directory

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



Winnipeg Office

### Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

#### G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East  
"Face-to-Face Business" HAMILTON

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

**The Irish Grocer, Drug, Provision and General Trades' Journal.**

10 Garfield Chambers, Belfast, Ireland.

### 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.

### FOR SALE

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

### J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

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

If you want the real thing, buy MUNN'S genuine, non-freezing Cod Liver Oil. Norwegian Process. In 25-gallon, tin-lined barrels. Highest Prizes and Gold Medals at European Exhibitions. Stock carried. Wholesale only.

**ROBERT ALLAN & CO.**  
MONTREAL  
General Commission Merchants

### WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley. Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities  
**Dominion Warehousing Co., Ltd.**  
52 Nicholas Street, Ottawa  
J. R. Routh, Manager.

### D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.  
Manufacturers' Agent and Warehouseman.  
Importing Commission or Buying Agent.  
Warehouse: City Spur Track.  
Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.  
P.O. Box 793 MOOSE JAW, SASK.

### CLARE, LITTLE & CO., WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,  
Western Canada

### W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

**Selected Raisins,  
Currants,  
Evaporated Apples.**

Prices Right.

### W. H. Millman & Sons

Wholesale Grocery Brokers  
TORONTO

NEWFOUNDLAND

### T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND  
MANUFACTURERS' AGENTS  
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.  
Codes: A, B, C, 5th edition, and private.

### G. C. WARREN

Box 1036, Regina

IMPORTER WHOLESALE  
BROKER, and MANUFACTURERS'  
AGENT

Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea - stood the test in Western Canada for over 12 years - sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.  
Yours truly,  
G. C. WARREN

### W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

### W. G. PATRICK & CO.

Manufacturers' Agents  
and  
Importers

29 Melinda Street, Toronto

### MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

### RAW SUGAR ON SPOT

One Car Barbadoes Muscavado  
One Car Bright Jamaica Crystal

PRICES SUBMITTED

LIND BROKERAGE CO. Toronto  
23 Scott Street

### WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and  
Manufacturers' Agents.  
WINNIPEG, - - - MAN.

Domestic and Foreign Agencies Solicited.

TO

## Brokers and Manufacturers' Agents

- Your business card on this page will keep  
- your name and field of operations before  
- Manufacturers, Importers and others  
- looking for responsible representatives.  
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

### The Canadian Grocer

Montreal Toronto Winnipeg

Try a business card in  
The Canadian Grocer.



Just a Word About  
 "Anchor," "Riverdale" and "Old Homestead"  
**CANNED VEGETABLES**

As usual, we are filling all orders in full—100% delivery.

If you are one of the many who have had 60-80% delivery on Canned Peas and the prospect of a short delivery on Corn and Tomatoes, DON'T YOU THINK it would be wise to fill up the shortage by sending us your orders for the above brands?

Your enquiries will have prompt attention.

**EBY-BLAIN, LIMITED**  
 Wholesale Grocers TORONTO

**A PHENOMENAL SELLING LINE**



40c.	Grade costs you	30c.	per lb. in lead packages.
50c.	"	"	35c.
50c.	"	"	35c.
50c.	"	"	36c.
60c.	"	"	42c.
75c.	"	"	50c.
1.00	"	"	70c.
1.00	"	"	72c.

in 5lb and 3lb fancy tins.  
 1lb and 1/2lb  
 in lead packages  
 in 1/2lb fancy tins  
 1/4lb

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

**RAM LAL'S PURE TEA CO., Limited**  
 266 St. Paul St., MONTREAL

# GET BUSY

Owing to a general short pack of Peas, Corn, Tomatoes and Pumpkin

## PRICES ARE ADVANCING

Have you booked your full requirements? If not, write us at once for assorted cars of above-mentioned lines, together with fruits.

Act quickly, as we have only a limited number of cases to offer.

THE ESSEX CANNING AND PRESERVING CO., Limited

ESSEX - ONTARIO

## A strong combination-

¶ An extensive garden of three thousand acres in the heart of Prince Edward County, Ontario; a canning factory without a peer in the completeness of its modern sanitary and mechanical equipment, and the cleanliness and skill of its employees; that is the combination which produces "Farmer Brand" Canned Fruits and Vegetables.

¶ Consequently every can of Farmer Brand is pure in quality and perfect in flavor. Farmer Brand brings and retains for you the quality customers — people who want the very best and are willing to pay a fair price to get it.

The Farmers' Canning Company

Bloomfield, - Ontario



# THE CREAM OF THE TRADE

IS SECURED WITH THE

# RIVERDALE BRAND

The only sure, steady and sound way to retain it is to keep on selling this brand of canned fruit and vegetables, which is the standard of quality and excellence. It represents something that bears out exactly what we claim--absolute purity.

The **LAKESIDE CANNING COMPANY, Limited**

WELLINGTON, ONTARIO



When over 95% of your customers use

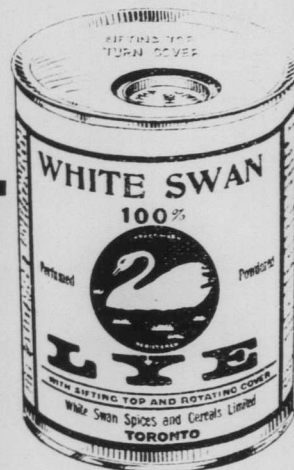
## Windsor Salt

for table and dairy, what is the use of taking up room in your store with any other brand?

Windsor Salt satisfies everybody, and it's never dead stock on your hands.

**The Canadian Salt Co.**  
*Limited*

Windsor - - - Ontario



**THIS TIN CONTAINS**

**100%**

PERFUMED - POWDERED

**LYE**

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

**A MUCH LARGER PROFIT** THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

**A TIN CONTAINING** ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

**A TIN WITH ROTATING COVER** AND SIFTING TOP

YOU WANT MORE PROFIT  
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS

TAKE IT TO-DAY

**WHITE SWAN SPICES AND CEREALS LIMITED**  
TORONTO

**Comparison—  
Your own safe test—  
Is made easy.  
We invite it!**

So convinced are we of the absolute merit of every  
can of

# Old Homestead Canned Goods

that we invite comparison of our brand with any  
other line on the market, be it higher or lower priced.

**You can't have better than the best!**

WE CAN only the freshest fruit and vegetables grown  
in the Garden of Canada (everything in any way  
doubtful being rejected by our inspectors), and we  
handle them in a modern, sanitary factory, replete  
with every appliance that ingenuity, cleanliness and  
skill have suggested.

This is the line of Canned Goods that **brings the  
re-orders** to your store.

Protect your own interests when next you are ordering canned goods  
by making sure the jobber has the name right—**OLD HOMESTEAD.**

---

---

**THE OLD HOMESTEAD CANNING CO.**  
PICTON, ONTARIO



# Malta-Vita

"The Perfect Food"

Your customers will like **MALTA-VITA**—that makes it easy to sell. Nearly every grocer from Halifax to Vancouver carries it in stock. If you don't handle it you are losing sales.



**MALTA-VITA** never fails to give satisfaction, and pays the grocer a good profit. It's not necessary to purchase large quantities, as the price is the same on one case or a hundred.

Every wholesaler in Canada carries **MALTA-VITA** in stock. Order a case to-day.

**MALTA-VITA PURE FOOD CO.,** TORONTO ONTARIO.

## CURRANTS

We are proprietors of

"AFRODITE" brand, the best **AMALIAS** currant on the market.

"NARCISSUS," fine **FILIATRA** currants,  
"NAUSICAA," fine **FILIATRA** cleaned currants

and importers and distributors of

highest grade **PATRAS** and **VOSTIZZA** currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your **CURRENT** needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg  
J. A. KAVANAGH, Hamilton and London  
W. G. A. LAMBE & CO., Toronto  
H. D. MARSHALL, Ottawa  
ARTHUR P. TIPPET & CO., Montreal

**GREEK CURRANT CO.**

260 West Broadway, - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

## Guggenhime & Co.

CALIFORNIA

Packers and shippers of the celebrated

"Pansy" and "Daphne"

BRANDS

Evaporated Fruits, Prunes,  
Seeded Raisins, etc., etc.

Selling these Brands means  
satisfaction all round.

We are represented in the Dominion by the following well-known brokers:

Rose & Laflamme, Limited	-	Montreal, Que.
E. D. Adams	-	Halifax, N.S.
W. S. Clawson & Co.	-	St. John, N.B.
H. D. Marshall	-	Ottawa, Ont.
C. L. Marshall	-	Toronto
Geo. H. Gillespie	-	London, Ont.
G. B. Thompson	-	Winnipeg, Man.
Shallcross-Macauley & Co.	-	Calgary, Alta.
Dominion Brokerage Co.	-	Edmonton, Alta.
H. Donkin & Co.	-	Victoria, B.C.
H. Donkin & Co.	-	Vancouver, B.C.

## Good Coffee

Coffee better than the average.  
Coffee superior to others.  
Coffee so exquisite in flavor.

That people want it again—and again. That's what

## Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

### W. H. GILLARD & CO.

Wholesale Grocers      Coffee Importers  
**HAMILTON**

Branch House—Sault Ste. Marie

## Ginger-Bread

BRAND

## Molasses

Simply Out-Classes That's All

Packed in tins, 2's, 3's, 5's and 10's.

Pails, 1's, 2's, 3's and 5's, and in bulk.

### Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

# OK

THE  
COLD  
MEAT  
SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.  
MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.  
Hamilton, Ont.—James Somerville  
Ottawa, Ont.—Mackenzie & Co.  
London, Ont.—Wm. G. Coles & Co.  
Quebec, Que.—The F. Abel Co.  
Kingston, Ont.—James Craig

SNAP



SELLS

### SOONER or LATER

you will handle it. The other enterprising dealers are doing so, and say they would not be without it on their shelves.

And the public, so cute and discerning, says there is no preparation like SNAP for the effective chasing from the hands of dirt, grease, paint and tar. You want an article that sells.

Order "SNAP," the hand-cleanser, from your jobber to-day.

## SNAP CO., LTD., MONTREAL CANADA

"I Aunt.

FOR HO  
Aunt  
Registered  
Patent Office  
Guarantee  
PANK  
GR  
FOR

DE  
With th  
N  
Eve  
You  
ment w  
The  
prompt  
We  
their c  
SYSTE



# "I's in Town, Honey" I brings yo' money!

Aunt Jemima's Pancake Flour is Going to Sell Better Than Ever



Our everywhere advertising will take care of that. We will keep up the advertising so that you can keep up the selling.



## AUNT JEMIMA'S PANCAKE FLOUR

is the best known brand on the market. We intend to keep telling housewives about its fine qualities and about our unique coupon plan which increases your sales without increasing your work.

You can sell more of Aunt Jemima's Pancake Flour and make more money with less work than by handling any other brand on the market.

### Aunt Jemima's Rag Doll Family

Aunt Jemima and her rag doll family are the most popular premiums ever given away. Every child wants them and they are given for the coupons on the packages. This plan never fails to work and soon spreads throughout the neighborhood.

YOU SELL THE FLOUR - WE SEND THE DOLLS. Don't forget that Aunt Jemima's is the popular and reliable brand for a good profitable business. Order your stock from your jobber.

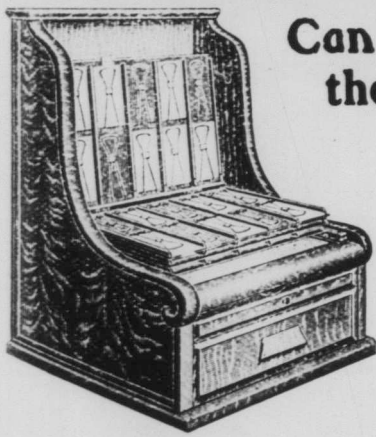
**THE DAVIS MILLING COMPANY - ST. JOSEPH, MO.**  
Manufacturers of the celebrated Aunt Jemima's Special Cake and Pastry Flour.

MacLaren Imperial Cheese Co. - Distributors for Toronto  
Rose & Lullamme, Ltd. - Montreal  
R. B. Wiseman & Co. - Winnipeg



We Want to Give Your Little One  
A FULL SET OF 4 DOLLS  
FREE

Just send us a request on your letter head (this is necessary) and we will send you FREE the entire Aunt Jemima family, all ready to sew and stuff.



Made in Canada.

## Can You Use the Money?

Many merchants complain of poor collections. They are sending statements, spending good money for postage, and time in trying to collect their bills. There is some little thing about the statement that the customer does not understand and he will come in some day and go over the account. Then the chances are he will ask for an itemized statement and take it home to have his wife look it over.

**DELAY! DELAY! DELAY!**

With the  
**McCaskey Register System**

Every account is ready for settlement at any minute. Your customer has a complete itemized bill and statement with every purchase.

They do not dispute their bills, but they do pay them promptly.

We have hundreds of letters from merchants saying their collections are 50% better by the McCASKEY SYSTEM

## Can You Use the Money?

Write us for information. A postal will do.

**Dominion Register Co., Limited**

Successors to the McCaskey Register Co.  
96 to 104 Spadina Ave. - - - - - TORONTO

## Old Friends Are Best

An old friend that has stood  
the test of years is

# Cooper Cooper's Delicious Tea

"Tea Plant" Brand

Packed in 1/2 lb. sealed canisters

at 40—50—60 cents per lb.

**You MUST Stock Cooper Cooper's  
Tea if you stock the BEST**

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario  
D. Stamper, P.O. Box 793 Moose Jaw, Sask.  
W. S. Clawson & Co., 11 and 12 South Wharf,  
St. John, N.B., Canada  
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E.  
London, England



## It isn't a question of any kind of Condensed Milk!

It is for you to supply your customers with the *best* and *most perfect*. To do this it must be

### **BORDEN'S BRANDS**

that you offer. Indisputably the best sellers are

*"Eagle Brand" Condensed Milk*  
and *"Peerless Brand" Evaporated Cream.*

**Borden's Condensed Milk Company**

ESTABLISHED 1857

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary,  
Edmonton, Vancouver and Victoria, B.C.



## Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

*Write for prices*

**John Malcolm & Son,**  
ST. GEORGE, - ONT.

### VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—TOM MURRAY, Chicago.



## IMPERIAL EVAPORATED CREAM

Has the reputation for general excellence.  
Recommend and supply to your customers  
the VERY best.

**The Canadian Condensing Co.**  
CHESTERVILLE, ONT.

GENERAL SALES AGENTS —S. H. Ewing & Sons,  
MONTREAL





## No Experiment

need be made, and no feeling of doubt or uneasiness need worry you, if you handle

## E. D. Smith's Jams and Jellies

for you know you are giving your customer a pure food product which cannot fail to give satisfaction.

**E. D. S.** brand goods are made from pure fresh fruit, and finest sugar only, and the packages, etc., are absolutely airtight. No preservative whatever is needed or used. There is no trouble in selling E. D. S. goods.

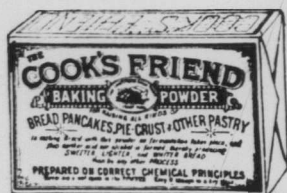
### E. D. Smith's Fruit Farms, Winona, Ont.

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

## A LEADER

FOR OVER

## 50 YEARS



**W. D. McLAREN, LIMITED**  
Manufacturers  
583-585 St. Paul Street - MONTREAL

### Mr. Grocer :

When buying canned goods always remember that

## "CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers :

Messrs. W. Galbraith & Sons, Montreal  
Messrs. Fenwick, Hendry & Co., Kingston  
Messrs. Medland Bros., Toronto

PACKED BY

**THE NAPANEE CANNING CO., Ltd.**  
W. A. Carson, Manager . . . . . NAPANEE, ONTARIO

*To the Trade:*

THAT

**CEYLON  
TEA**

**HAS THE CALL,—**

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS

**Convincing Evidence**

THAT

**Ceylon Tea is the Best**

AND THAT

**Ceylon Tea is the Cheapest**

Tr  
sellin  
W.

**B**

For  
W

**O**

W  
tir  
Pa

**Wa**

**The**



# H.P. SAUCE

A REAL LIVE SELLING LINE

THE BRIGHT, live aggressive Canadian advertising, which we are doing, is sending the people to the stores for H. P. Sauce.

STOCKS MELT LIKE SNOW

Try a bottle yourself on your own table and you will see why it's selling so freely.

W. G. Patrick & Co., Toronto and Montreal.

R. B. Seaton & Co., Halifax, N.S.

MIDLAND VINEGAR CO., BIRMINGHAM, ENG.



## BROOMS

For use in Home, Factory,  
Warehouse, Mills, Elevators.  
Buy the BEST.

## Oval Apple Baskets

We have them in

Willo-Willo Cane and old  
timer Hickory, Woodenware,  
Paper, Twine, Grocers' Sundries.

### Walter Woods & Co.

Hamilton and Winnipeg



BULK—25 lb. Pails and 60 lb. Tubs  
ALL WHOLESALERS.

NICHOLSON & BROCK, TORONTO



Be Convinced Yourself

Send to us for a sample of the famous **HOLLAND RUSKS** and be convinced that what we say is true. We say that no other food approaches them. Your customers will say the same.

YOU SHOULD HAVE A STOCK

**HOLLAND RUSK CO**  
HOLLAND, MICH. *Makers of the Original*

If your jobber cannot supply you, please notify  
**McGREGOR SPECIALTY CO.**  
672 Yonge Street, TORONTO

## Canada First

Pure,  
Fully Sterilized and  
Healthful.

Anticipate the rush  
by stocking this brand.



## Evaporated Cream

Carefully prepared  
in  
Up-to-date, Sanitary  
Factory.

Order to-day from  
your wholesaler.

**The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.**

**NEW**

# PEELS

**IN STOCK**

CANDIED AND DRIPPED.

BEST QUALITIES.

## THE DAVIDSON & HAY LIMITED

Wholesale Grocers

Toronto



A GOOD SALE!  
A QUICK TURNOVER!  
A GOOD PROFIT!  
for grocers selling

### "Soclean"

*The Dustless Sweeping Compound*

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., \$1.00.

BUY FROM YOUR WHOLESALER  
or  
**The Harnett-Ridout Company**  
Manufacturers TORONTO  
Manufacturers Sales Co., Eastern Sales Agents  
314 Birk's Bldg. Montreal



### EXPERIMENTATION

is the art of losing money by experimenting with "nearly good" products when you can get for your customers the goods with a reputation. Do not learn the art. Be sure in the first place by stocking

**McLEAN'S**  
**WHITE MOSS COCOANUT**  
The Canadian Coconut Company  
Montreal

## SUGARS

The best are the cheapest.  
Ask for, and see that you get

# Redpath

### Extra Granulated

and other grades of refined. Supply your customers with only the best sugars obtainable.

**IT WILL PAY!**

Manufactured by

**The Canada Sugar Refining Company, Limited, Montreal, Que.**

## Prince of Wales Pickling Spices

Are YOU supplied with pickling spices? You can secure the best as easily as those of an indifferent quality by ordering the above brand.

All herbs—Mint, Savory, Sage, Thyme, Marjoram, etc.,—in ¼ lb. open face cartons.

**S. H. EWING & SONS, Montreal and Toronto**



ESTABLISHED OVER 200 YEARS

# CHAMPION'S

## IS THE BEST VINEGAR



LONDON, ENGLAND      MADE FROM THE FINEST MALT  
40MMANDS A PREFEREN<sup>T</sup>E OVER ALL OTHERS

AGENTS

W. S. Clawson & Co, South Wharf, St. John, N.B.  
Green & Co., 25 Front Street East, Toronto

W. H. Escott, 141 Ballantyne Ave. East, Winnipeg  
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.  
Snowdon & Borland, Room 34, Guardian Building, Montreal

*We are open to do business on easy consignment terms*

*Write our Agents for Particulars*

The fall and winter is the season of functions—a time when the grocer finds a large demand for a really good pickle. The moral is to keep well-stocked in

## STERLING Brand PICKLES

A Quality Pickle that will not disappoint the Grocer's Best Customer.

From your jobber or order direct from the manufac-turers.

**The T. A. Lytle Co.**  
LIMITED  
Sterling Road, Toronto, Can.



NEW SEASON'S

## Fine Old English Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

**WAGSTAFFE, Ltd.**  
Pure Fruit Preservers  
Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.

# JAPAN TEAS

We have now a few lots of low grades on hand for immediate delivery.

**S. T. NISHIMURA & CO.**  
MONTREAL and JAPAN

# Forest City Baking Powder

**Always Reliable      Always Uniform      Always Satisfactory**  
**The Leader for a Quarter of a Century**

Packed In 6 oz. 12 oz. 16 oz. and 5 pound tins.      For sale by all jobbers or direct,

**GORMAN, ECKERT & CO., Limited**

LONDON

HIGH GRADE FOOD PRODUCTS

WINNIPEG

## ASEPTO SOAP POWDER

"The Enemy of Dirt"

Can be used with equal effect for the cleansing of clothes, dishes, walls or floors, etc. Takes the place of soap on every occasion, and is much more economical.

Better than the best on the market and the package is as large as the worst.

*Order from your jobber*

**Asepto Mfg. Co.**

St. John      -      -      -      N.B.

## You Can Count Upon The High Quality of QUAKER SALMON—

It is possible that there may be ground for doubt as to the quality of some packs of salmon, but you need have no hesitation in ordering QUAKER Salmon this year, as usual, for it will equal the packs of past years in this highly important particular.

*Prices from*

### MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

## Advertisers Cannot be Overlooked



**B**EING in the background of a merchant's mind, at a moment which decides the direction business shall take, may mean serious losses. When you advertise you cannot be overlooked--you always receive consideration---a consideration above that accorded the house that does not see the benefit of talking to the merchant when he has time to listen---when he sits down to read  
**THE CANADIAN GROCER.**





**Tartan**  
BRAND

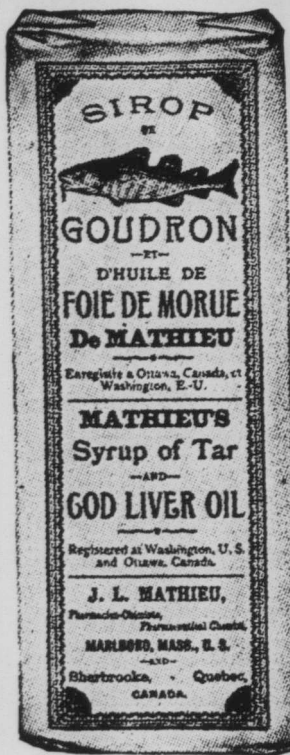
Phone 516—For hurry orders.

**Spices** Ask our travellers about a special deal that every grocer should take advantage of. Don't miss it.

**Vinegar** Imperial is the Brand you want. Don't take chances on poor vinegar.

**Wagstaffe** Pure Jams, Preserves and Marmalade, also Mince-meat, Plum Puddings, etc. Get your Fall order placed.

**BALFOUR, SMYE & CO. WHOLESALE GROCERS... HAMILTON**



**WHY YOU SHOULD SELL  
MATHIEU'S  
SYRUP**

of Tar and Cod Liver Oil  
REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nerve Powders—another simple family medication—that is very good for headaches.

Just look over your stock and send us your order.

**J. L. MATHIEU CO., Props.,  
SHERBROOKE, P.Q.**

Sold by wholesale trade everywhere  
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,  
Winnipeg, Edmonton, Vancouver.

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

*St. Lawrence*  
**Sugar**

**GRANULATED**

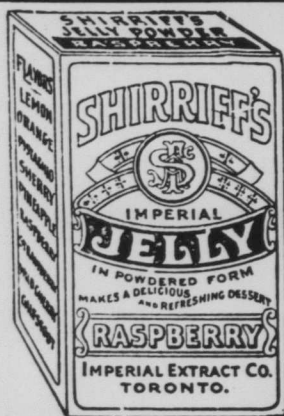
and

**GOLDEN YELLOWS**

made only from  
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

**The St. Lawrence Sugar  
Refining Co., Ltd.  
MONTREAL**



**A Genuine Business Builder!**

That is what you will find

**SHIRRIFF'S JELLY POWDERS**

to be. They produce instantly that sparkling, pure, natural-flavored Jelly which delights the dainty housewife. See to it that you are able to supply the insistent demand for SHIRRIFF'S.

**Imperial Extract Co. 18-22 Church St., Toronto**

## Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

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

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

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

### PERIODICALS.

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.

### AGENTS WANTED.

**YOUR CHANCE**—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. **THE MACLEAN PUBLISHING COMPANY, Ltd.**, Circulation Department, Toronto Ont. The largest publishers of trade newspapers in the British Empire

**UNITED KINGDOM**.—Two first-class organisers, large connection, proved ability, require sole agency, every day commodity. Unique opportunity to those wanting their goods placed successfully. Apply to "Turnover", c/o T. B. Browne's Advertising Offices, 163 Queen Victoria St., London, E.C. (40)

### AGENCIES WANTED.

**A WHOLESALE FIRM** in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

### WANTED.

**MEN** selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

### FOR SALE.

**FOR SALE**—Vancouver suburban grocery, an established business taking over \$50 a day. Low rent and good lease. Will sell at invoice price, about \$1,150, including fixtures. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C.

**FOR SALE**—An up-to-date grocery business in the town of Sarnia, Ont. Good location and well established. Good reason for selling. Address Box 321, care CANADIAN GROCER, Toronto. (44p)

**GROCERY BUSINESS FOR SALE** on Main Street Vancouver. Price at valuation, about \$3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

**HAVE YOU** a business for sale? Send me particulars and I will sell it for you. James Brooks, Merchants' Bank Building, Vancouver, B.C. (42p)

**SHOW CASES AND STORE FIXTURES** for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

### COUNTER CHECK BOOKS.

**OUR NEW MODEL** is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

### SITUATION VACANT.

**WANTED**—At once, a thoroughly experienced man for green grocery. Apply Dawson & Co., Brampton, Ont.

### MISCELLANEOUS.

**ALFRED V. DYCK & CO.**, 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

**CASH AND PACKAGE CARRIERS**.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will install a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (1f)

**IN SEVERAL GOOD TOWNS** we have not yet secured a satisfactory resident agent. This is a permanent agency worth from \$600 to \$1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your home town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

**KEEP AN ACCURATE ACCOUNT** of your Employees' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited, Office and Factory, 9 Alice Street, Toronto.

**PEERLESS CARBON PAPERS AND TYPEWRITER RIBBONS** are unequalled in typewriting, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies, handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada.

**SAVE 50% OF THE COST OF HANDLING** merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, crays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (1f)

**SIR GILBERT PARKER** is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, \$1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (1f)

**THOUSANDS OF DOLLARS** go astray in the mails every year. YOU should therefore insure against a possible loss by sending YOUR remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable and buys and sells foreign money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (1f)

**YOUR CHEQUE CAN'T BE RAISED** to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, \$10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

**WANTED**—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Write-press Company, Limited, 33 John St., Hamilton, Ont. (1f)

**WAREHOUSE AND FACTORY HEATING SYSTEMS.** Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

**JUST NOW** we are holding a special sale of second-hand typewriters. All makes are represented. Underwood, Remingtons, Oliviers, Emp res. Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (1f)

### ADDING MACHINE.

**ELLIOTT-FISHER** Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

### ACCOUNTS COLLECTED

**DOES ANYONE OWE YOU MONEY?** We recover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver. (42p)

### BUSINESS OPPORTUNITY.

**ARE YOU** looking for a business in British Columbia? I have a reliable list of "businesses for sale." 20 years practical experience. Write for free list. James Brooks, Merchants' Bank Building, Vancouver, B.C. (42p)

### BUSINESSES FOR SALE.

**TO GROCERS** If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays no commission. **VANCOUVER BUSINESS MART**, 9 Hastings Street East, Vancouver, B.C. (1f)

**FOR SALE**—Small grocery store in Vancouver, B.C. Carlisle within half block of store. Rent only \$12 a month. Stock at invoice price. If you are looking for a really good business this is your chance. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C. (1f)

**FOR SALE**—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; \$2,500 stock; \$1,500 will handle. Building solid brick, for sale or rent, easy terms. Clear profit last year \$2,200. Address Box 316, CANADIAN GROCER, Winnipeg. (42p)

### FOR RENT.

**FIRST-CLASS STORE TO RENT**, fitted up for groceries, facing on Beckwith St., Smith Falls, Ont.; good locality, lease if desired. Apply to The Washburn Millinery Emporium, Smith Falls, Ont., from whom all particulars may be secured. (40)

### PERIODICAL DEPT.

**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 subscription. Mail it to day. The Busy Man's Magazine, Toronto.

### EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Domble." Codes "A B C," fifth edition, Riverside and Adams

### DAVID SCOTT & CO.

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



**Have You Place  
in Your  
Organization for  
An A1 Business  
Builder ?**

I want to get into touch with some manufacturer or wholesaler with a proposition big enough to warrant the employment of a man to push the sales end of the game.

To such a connection I can bring an equipment of experience and energy backed up by past success. Trained in some of the best of the big organizations in the States—up from a stenographer. Railway, newspaper, road and office experience.

For a perfectly satisfactory reason I am severing my present connection as Sales and Advertising manager with a leading Canadian manufacturer, and want to tie up with a concern where resourcefulness, directed enthusiasm and the ability to show results will be appreciated and remunerated.

Have proven ability as a sales promoter and can handle advertising to trade and public if desired. Capable and diplomatic correspondent.

I am thoroughly equipped to lift the burden of this work from an executive who is anxious to devote more time to other phases of his business, but is laden down with the important detail of the sales department.

Write me fully, with the assurance that confidence will be rigidly guarded.

**G. L.**

Care

**MacLean Publishing Co.  
Toronto**

**I AM STILL  
SELLING BISCUITS  
AT OLD PRICES**

Although the price of flour has advanced I am not asking more for biscuits.

I offer some especially fine sellers at very attractive prices.

Will quote f. o. b. your station.

Send for free samples to-day.

**Victor Archambault**

Wholesale Grocer,

**SHERBROOKE, QUE.**

P.S. I am open for one or two first class Agencies. Fine connection throughout Eastern Townships.

**PATRONIZE**

**CANADIAN  
MANUFACTURES**

BY ORDERING

**WHITE DOVE**

**COCOANUT**

AND

**ALMOND  
PASTE**

Made at the factory of

**W. P. DOWNEY**

24-26 St. Peter St., Montreal

**P. & F.**

**VINCENTELLI  
& CO.**

ANTWERP, BELGIUM

**THE OLDEST CORSIGAN MAKERS OF  
CANDIED PEELS**

Specialties

**CITRON, LEMON, ORANGE**

Drained, Cut and Candied

Prices and Samples on Application

**Snowdon & Borland**

MANUFACTURERS' AGENTS

Open to represent another good manufacturer. First-class connection with trade, especially retailers.

Write to

**34 GUARDIAN BUILDING  
MONTREAL**

**BASKETS**

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.**



No Odor  
It dries them up **Common Sense**  
**KILLS** (Roaches and Bed-Bugs  
Rats and Mice)

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

# Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

## HAVE COME TO CANADA

With their well-known Brand in Glass Moulds and Tins.

**English** Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

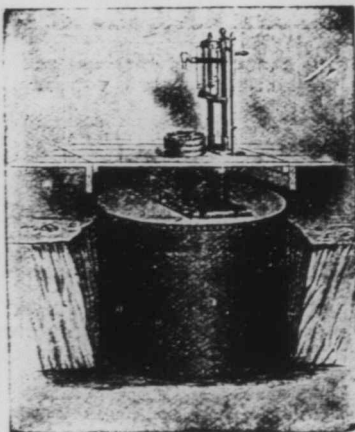
Awarded Fifteen Gold and other Medals for

**Excellence of Quality**

**Guaranteed Pure and all Packed in England**

Agents for Quebec and Ontario--ROSE & LAFLAMME, Ltd., Montreal and Toronto.

Agents for Provinces Manitoba, Saskatchewan and Alberta--MASON & HICKEY, Winnipeg.



Cut 6—Under the Floor Outfit.

## Turn Your Losses into Profits

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5046. Write to-day.

### S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer

## DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 20 for yearly rates

M.D.  
Va  
ar  
su  
of  
yo

Va  
ar  
ke  
ho  
Packed  
ROSE



“Compare our Coffees with others at similar prices and you must admit that

## **CHASE & SANBORN'S COFFEES**

are the best value on the market to-day.”

**Chase & Sanborn**  
Montreal



LOOK FOR THE BEAVER

### **M.D. & Co. “Beaver” Brand Valencia Raisins**

are of special fancy quality, and are sure to please particular customers of yours. You should have them in your store at all times.

### **“W. Abel” Brand Valencia Raisins**

are of standard quality, and also in keeping with the reputation of the house that packs them.

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:

ROSE & LAFLAMME, Ltd., Montreal and Toronto

## **José Segalerva** Malaga, Spain

Look for this trade mark. It is a guarantee of highest quality when seen on:

**Malaga Table Raisins**

**Malaga Loose Muscatels**

**Jordan Shelled Almonds**

**Valencia Shelled Almonds**

Agents:

**Rose & Laflamme, Ltd.**  
Montreal and Toronto

# NEW VALENCIA RAISINS

**600 Boxes, Now in Store**

Finest Off Stalk

Finest Selected

4 Crown Layers

**BEAVER**

**ROWLEY**

**ARGUIMBAU**

**250 BOXES EVAPORATED PEACHES AND APRICOTS**

25 lbs. each, 1909 Crop, IN STORE.

Prices submitted with pleasure.

## L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers - - MONTREAL

### **To the Toronto Trade:**

When low in sugars, telephone **Main 1788**,  
and your orders will receive prompt attention.

Only No. 1 quality sugars manufactured.

CRYSTAL SUGARS are the best in the  
world for **preserving**.

## **Dominion Sugar Co., Ltd.**

**T. W. EDWARDS, Toronto Representative.**

Tr  
Tr

Witho  
Mr. E.

A groc  
other t

This  
ad

Adams, J. T.  
Allen, Robt. C.  
American Cooper  
American Tob  
Barnault, J.  
Bepta, Mr. C.  
Borden, Conde

Buller, Snyce  
Candell, F. J.  
Cass, Ribbon T  
Carter, Conde  
Cochran, J. J.  
Coker, S. F.  
Coker & Co.  
Cotton, Geo. &

Canada Sugar  
Canadian Bisc  
Canadian Can  
Canadian Coe  
Canadian Con  
Canadian Salt  
Canadian Manu  
Carr, J. H.  
Carter, Tea As  
Carter, S. J.  
Carter, Fils &  
Carter & Sande  
Carter, Bro  
Carter & Little  
Carter, W.  
Carter & Co  
Carter, Sen  
Carter, Carri  
Carter, Bros.  
Carter, H.  
Carter, Cooper  
Carter, Co.  
Carter, J. & G.

Chaput, The F.  
Chaput & Ha  
Chaput Milling C  
Chaput Comm  
Chaput, Ltd.  
Chaput, Me  
Chaput, Mol  
Chaput Reg  
Chaput Sug



# Trade that pays - Grows Trade that grows - Pays

Without comment we publish this week a letter received recently from Mr. E. S. Johnson, of Grimsby.

"P. C. LARKIN & Co.,  
Toronto.

GRIMSBY, Aug. 22nd, '09.

DEAR SIRS:—

I thank you for your very prompt shipment of my rush order. I might add that in the last sixty days our trade for "SALADA" has increased over 100 per cent. and I believe in the near future it will be over 200 per cent.

Yours faithfully,  
E. S. JOHNSON."

A grocer always expects better results from "SALADA" than from any other tea. He has a reason to, a right to, and we want him to.

The "SALADA" Tea Co., Toronto or Montreal

## INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

<b>A</b>	Adams, J. T. & Co. .... 2	Adams, Robt. Co. .... 2	American Canning Co. .... 69	American Tobacco Co. .... 69	Amherst, Victor, & Co. .... 16	Amper Mfg. Co. .... 13	Amper Condensed Milk Co. .... 13	<b>B</b>	Barton, Snyce & Co. .... 17	Barnet, F. L. .... 58	Barnet Ribbon Tea Co. .... 3	Barnet Condensed Milk Co. .... 18	Barnet, J. J. .... 47	Barnet & Co. .... 20	Barnet, Geo. & Co. .... outside back cover	<b>C</b>	Canada Sugar Refining Co. .... 14	Canadian Biscuit Co. .... 55	Canadian Cannery ..... 36	Canadian Coconut Co. .... 14	Canadian Condensing Co. .... 10	Canadian Salt Co. .... 5	Canadian Manufacturing Co. .... 70	Canadian Tea Assn. .... 12	Canadian & Shoe ..... 15	Canadian Fils & Co. .... 22	Canadian & Sanborn ..... 21	Canadian & Little ..... 2	Canadian, W. .... 53	Canadian & Co. .... 2	Canadian Sense Mfg. Co. .... 19	Canadian Canning Co. .... 65	Canadian Bros. .... 55	Canadian, H. .... 58	Canadian Cooper & Co. .... 9	Canadian & G. .... 57	<b>D</b>	Dalby, The F. F. Co., Limited. .... 70	Dalton & Hay ..... 14	Davis Milling Co. .... 9	Dawson Commission Co. .... 64	Dawson, Ltd. .... 55	Dawson, Mahiques ..... 12	Dawson Molasses Co. .... 8	Dawson Register Co. .... 9	Dawson Sugar Co. .... 22	Dawson Warehousing Co. .... 2	Downey, W. P. .... 19	Dunn, W. H. .... 10	<b>E</b>	Eastern Canning Co. .... 47	Elo Blain Limited ..... 3	Edmonds & Baker ..... 47	Edwardsburg Starch ..... outside front cover	Empress Mfg. Co. .... 46	Epps, Jas. & Co. .... 54	Essex, W. H. .... 52	Essex Canning Co. .... 4	Estabrooks, T. H. .... 47	Evans, F. G. & Co. .... 47	Ewing, S. H., & Sons ..... 14	<b>F</b>	Farmers' Canning Co. .... 4	Fearman, F. W., Co. .... 50	Fisher, A. D., & Co. .... 67	<b>G</b>	Gibb, W. A. Co. .... 64	Gillard, W. H., & Co. .... 53	Gillett, E. W., Co., Ltd. .... 24	Goodwillie & Co. .... 91	Gorham, J. W., & Co. .... 2	Gorman, Eckert & Co. .... 16	Grant, W. J. .... 69	Gray, Young & Sparling ..... 54	Grook Current Co. .... 7	Guggenheimer ..... 70	Gunn, Ltd. .... 50	<b>H</b>	Harnet-Ridout ..... 14	Hill, Wm. A. .... 20	Hillock, John & Co. .... 22	Holbrook, Ltd. .... 13	Holland, Rusk Co. .... 13	H. P. Sauce ..... 13	Huber Account System ..... 46	<b>I</b>	Imperial Extract Co. .... 17	Imperial Tobacco Co. .... 69	Irish Grocer ..... 12	Island Lead Mills Co. .... 67	<b>J</b>	Jameson Coffee Co. .... 47	<b>K</b>	Kilgour Bros. .... 47	<b>L</b>	Lake of the Woods Milling Co. .... 59	Lakeside Canning Co. .... 5	Lambe, G. W. A. .... 2	Land Brokerage Co. .... 2	Lucerma Anglo-Swiss Milk Choc. Co. .... 55	Lytle, T. A. Co. .... 15	<b>M</b>	MacKay, John, Ltd. .... 58	MacNab, T. A., & Co. .... 2	McCabe, J. J. .... 62	McDonald, Gordon & Co. .... 20	McDonald, D., & Co. .... 69	McIntosh, P. R., & Co. .... 47	McLaren, W. D. .... 11	McLeod & Clarkson ..... 47	McVitie & Price ..... 56	McWilliam & Everist ..... 62	<b>N</b>	Macintosh Bros. .... inside front cover	Magor, Frank ..... outside front cover	Mahiques, Domenech ..... 23	Malcolm, Jno. & Son ..... 10	Malta Vita Pure Food Co. .... 7	Marshall, E. A. .... 47	Mason, Geo. & Co. .... 63	Mason Miller Co. .... 24	Mathewson's Sons ..... 14	Mathieu, J. L., Co. .... 17	Midland Vinegar Co. .... 15	Millman, W. H., & Son ..... 2	Montreal Biscuit Co. .... 58	Mooney Biscuit and Candy Co. .... 57	Morse Bros. .... 70	Mott, John P. & Co. .... 56	<b>N</b>	Nagle, H. .... 70	Napanee Canning Co. .... 11	National Licorice Co. .... 56	Nelson, Dale & Co. .... 56	Nicholson & Bam ..... 49	Nicholson & Brook ..... 13	Nishimura, S. T. & Co. .... 15	<b>O</b>	Oakville Basket Co. .... 19	Oakey, John & Sons ..... inside back cover	O. K. Sauce ..... 8	Old Homestead Canning Co. .... 6	<b>P</b>	Pickford & Black ..... inside back cover	Poulton & Noel ..... 20	<b>R</b>	Richards Pure Soap ..... 52	Robertson, R., & Co. .... 47	Robinson, O. E., & Co. .... 64	Ross & Laflamme, Ltd. .... 21	Royal Polishes, Ltd. .... 57	Ryan, Wm. Co. .... 50	<b>S</b>	St. Lawrence Sugar Refining Co. .... 17	"Salada" Tea Co. .... 23	Sanitary Can Co. .... inside back cover	Scott, David, & Co. .... 20	Sealship Oyster System ..... 65	Segalova, Jose ..... 21	Sherbrooke Cigar Co. .... 61	Smith, E. D. .... 11	Smith & Schipper ..... 54	Smith & Schipper ..... 8	Snowdon & Borland ..... 19	Sprague Canning Machinery Co. .... 52	Spratts Limited ..... inside back cover	Stamper, D. .... 2	Sealship Oyster System ..... 64	Stewart, I. C. .... 66	Stringer, W. B. .... 63	<b>T</b>	Thurston & Braiddich ..... 49	Tippet, Arthur P., & Co. .... 1	Toronto Salt Works ..... 52	Truro Condensed Milk Co., Ltd. .... 50	Tuckett, Geo. E., & Son Co. .... 61	<b>V</b>	Verret, Stewart Co. .... outside back cover	Vincentelli, P. & F. .... 19	<b>W</b>	Wagstaffe, Limited ..... 15	Walker Bin and Store Fixture Co. .... 60	Walker, Hugh, & Son ..... 63	Warren, G. C. .... 2	Watson, Andrew ..... 15	Watson & Truesdale ..... 2	Weese, G. Wallace ..... 2	Wetthey, J. H. .... outside back cover	White & Co. .... 63	White Swan Spice & Cereals, Ltd. 46, 48, 52	Wilson, W. Harry ..... 47	Winn & Holland ..... inside back cover	Windsor, J. W. .... 49	Wiseman, R. B. & Co. .... 49	Wood, Thomas & Co., Ltd. .... 72	Woodruff & Edwards ..... 67	Woods, Walter, & Co. .... 13	<b>Y</b>	Young, W. F. .... 66
----------	---------------------------	-------------------------	------------------------------	------------------------------	--------------------------------	------------------------	----------------------------------	----------	-----------------------------	-----------------------	------------------------------	-----------------------------------	-----------------------	----------------------	--	----------	-----------------------------------	------------------------------	---------------------------	------------------------------	---------------------------------	--------------------------	------------------------------------	----------------------------	--------------------------	-----------------------------	-----------------------------	---------------------------	----------------------	-----------------------	---------------------------------	------------------------------	------------------------	----------------------	------------------------------	-----------------------	----------	--	-----------------------	--------------------------	-------------------------------	----------------------	---------------------------	----------------------------	----------------------------	--------------------------	-------------------------------	-----------------------	---------------------	----------	-----------------------------	---------------------------	--------------------------	--	--------------------------	--------------------------	----------------------	--------------------------	---------------------------	----------------------------	-------------------------------	----------	-----------------------------	-----------------------------	------------------------------	----------	-------------------------	-------------------------------	-----------------------------------	--------------------------	-----------------------------	------------------------------	----------------------	---------------------------------	--------------------------	-----------------------	--------------------	----------	------------------------	----------------------	-----------------------------	------------------------	---------------------------	----------------------	-------------------------------	----------	------------------------------	------------------------------	-----------------------	-------------------------------	----------	----------------------------	----------	-----------------------	----------	---------------------------------------	-----------------------------	------------------------	---------------------------	--	--------------------------	----------	----------------------------	-----------------------------	-----------------------	--------------------------------	-----------------------------	--------------------------------	------------------------	----------------------------	--------------------------	------------------------------	----------	---	--	-----------------------------	------------------------------	---------------------------------	-------------------------	---------------------------	--------------------------	---------------------------	-----------------------------	-----------------------------	-------------------------------	------------------------------	--------------------------------------	---------------------	-----------------------------	----------	-------------------	-----------------------------	-------------------------------	----------------------------	--------------------------	----------------------------	--------------------------------	----------	-----------------------------	--	---------------------	----------------------------------	----------	--	-------------------------	----------	-----------------------------	------------------------------	--------------------------------	-------------------------------	------------------------------	-----------------------	----------	---	--------------------------	---	-----------------------------	---------------------------------	-------------------------	------------------------------	----------------------	---------------------------	--------------------------	----------------------------	---------------------------------------	---	--------------------	---------------------------------	------------------------	-------------------------	----------	-------------------------------	---------------------------------	-----------------------------	--	-------------------------------------	----------	---	------------------------------	----------	-----------------------------	--	------------------------------	----------------------	-------------------------	----------------------------	---------------------------	--	---------------------	---	---------------------------	--	------------------------	------------------------------	----------------------------------	-----------------------------	------------------------------	----------	----------------------

# How a Merchant May Improve His Insurance Ratings

**Failure to Apply Principles of Economy to This Department of Expenditure — Consultation With Local Agents Advisable in Order to Ascertain Details of Rating and Necessary Items of Improvement—Where a Small Outlay Made Big Saving.**

One of the most important questions that the merchant or manufacturer can ask himself at the present time is: How can I improve my insurance rating? Authorities with whom this matter has been discussed declare that the indifference displayed by some of the most wideawake business men with reference to the risk represented by their premises is nothing short of surprising. The great majority have never taken the trouble to ascertain from local agents what their key rates are or to inform themselves with reference to those details which constitute them. It is safe to say that, if they did, they would stand self-accused of their failure to apply the first principles of economy to this department of expenditure.

## Fair Basis of Rating.

Although it is a commendable fact that forces are at work with the object of bringing about a better condition of things, the local insurance agent has not, heretofore, been expected to exercise his initiative in this matter. While a town is under a minimum tariff where risks are not always considered on their individual merits, but subject to the same rating whether good or bad, no great reform can be worked. Obviously, the specific rating which weighs the conditions surrounding a building and charges accordingly is the fairer; it discriminates justly between the good and the bad. Of course, the town's fire equipment and its fire record are always matters for consideration and are made the basis of penalties or credits as the case may be. Authorities state that the time is not so far distant when all centres of population will come under the specific rating.

## Consult With the Agent.

What step must the merchant in a town to which specific rating is applied, first take in the direction of improvement of his individual risk? He will go to his insurance agent and ascertain his key rate. The agent will inform him as to the full details of that rating, where he is penalized and where he is credited, and, if he be a competent man, will also be able to tell him what he must do to improve the risk.

On one point there cannot be too great emphasis—that the first duty of the merchant is to employ a competent insurance agent, not because he is a relative or friend, or out of charity, but because he is a competent man.

A merchant's insurance is more frequently gauged by the rate than by his own requirements. He is willing to spend three, four or five hundred or a thousand dollars for insurance, and the agent who can supply him with the largest amount of insurance for that money

is the man who is doing him a service. Low rates do not necessarily mean less premiums, but probably would mean a larger amount of insurance. The minimizing of fire possibilities is likewise an important point to keep in mind.

In stringent times, the merchant looks at his insurance and if he thinks he can save a hundred or two he is going to do it. The man who can show him how he can best affect that saving is the man who can best effect that saving is the man

## Reductions Mean Improvement.

There is scarcely a conceivable circumstance under which this rule will not apply, that reduction in rate is made for improvement. Instances are not wanting which go to show that where changes have been made to comply with recommendations with the object of securing better rates they were of such a character as to add materially to the value of the buildings, and in many cases were in contemplation before the owner had thought of their significance from an insurance point of view.

A merchant who has in view the "improving" of his risk by remodeling or rebuilding should first ascertain from the insurance agent doing his business how those changes are going to affect his rating.

Consultation between the agent and the insured, at such times, should be the rule and not the exception. It is here that the competent man can do good service; if he does not advise his clients somebody else will.

## Small Outlay for Big Saving.

Case after case can be cited in which the most inexpensive improvement to building or equipment has effected great saving in insurance bill. The Canadian Grocer's attention was recently drawn to a notable instance in which a manufacturer by an expenditure of \$50 cut down his bill by over \$500. By installing a bucket tank, by bricking up a small hole, by protecting floors or woodwork

near stoves or furnaces, by keeping packing material in proper bins—these and scores of other little things all count in the making up of a rate. The fact that there is a deduction made for no cellar or basement is significant. The cellar is so often made a dump hole for all kinds of rubbish, and is the place of origin of many fires that the penalty seems justified.

## Faults of Management.

The faults attributed to management, in the mercantile survey on which rates are based account for a large list of penalties, any one of which may be easily overcome. For example, if there are stovepipes through the floors or partition, not protected, an additional 50 cents is charged! through the window, roof or wall, with double metal chimney, 50 cents additional; not protected, \$1; entering bottom of flue vertically, 25 cents extra; entering flue in attic or unused room, 25 cents additional; bottom of elevator shaft used for closets, etc., or waste, 50 cents; untidiness, rubbish, ashes, etc., in cellar or attic, 25 cents; open lights in show windows or electric bulbs covered with tissue paper or paper shades, 25 cents extra, and so on. There may be points about the construction of a building which the tenant or owner can as easily improve upon as in removing any of the "faults of management," and with reference to these the fullest consultation with local agents is urged. There is not only the individual risk to be considered, but likewise the reputation of the town. It is safe to say that the progressive merchant who recognizes the importance of his own status will not long stand for deficiency of municipal equipment.

This paper intends to discuss the matter further and would be pleased to learn the experiences and opinions of merchants and manufacturers throughout the country by whom the question of improved risks has been seriously considered.

## Cost of an Education on Grocery Trade Matters

**Comparison Between this and the Expense of Running a Business—What an Education Means to the Success of a Business and How it can be Obtained.**

By M. Moyer.

How much do retail grocers spend to improve themselves and their clerks in the art of conducting a grocery store? How does the amount spent for this purpose compare with his other expenses? Let us take a look at it and see how it works out.

There are numerous books published by successful retailers on the best methods of conducting business, and at the same time pointing out the dangers in which many business ships have been wrecked. Besides these, there are trade papers which contain information of in-

calculable  
chants are  
their clerks  
cause in t  
much.

Is there  
about 8 per  
make succe  
considerati  
of affairs?  
is to study  
from all ov  
ads which  
clerks in ;  
success. I  
not succee  
usefulness.  
his respect  
What ab  
of a few c  
oneselves  
they, for t  
ing so, or  
employ we  
because yo  
soon excus  
knowledge  
matter, is  
to read, c  
The first i  
ness or of  
is lacking

Said C

A few c  
to sub-scri  
for himsel  
He made t  
not read i  
he was ri  
clerks are  
quicker th  
If clerks d  
themselves  
employers, th  
up room be  
employer doe  
themselves  
their work  
nor to him

Look at  
the clerks  
don't like  
scarcely k  
right, and  
work unde  
at the bil  
employer c  
his clerk i  
to his cus  
scribbling,  
from week

Although  
employer t  
people. R  
derful char  
goods and  
"Bosses"  
must learn  
within rea  
and the co  
ed to stan

Costs

Let us  
see how ri



calculable value and yet how many merchants are depriving themselves and their clerks of these helpful mediums because in their judgment they cost too much.

Is there nothing to learn, when only about 8 per cent. in the grocery business make successes, and is it not worth some consideration to improve on such a state of affairs? The object of a trade paper is to study the conditions, and gather from all over the world ideas and methods which tend to assist merchants and clerks in getting on the right road to success. If a book or trade paper does not succeed in this effort it misses its usefulness, but it is only responsible in this respect to those who read it.

What about those who, for the sake of a few dollars expense will not avail themselves of this advantage? Are they, for their own sake justified in doing so, or is it the worst kind of a depressing weed which cannot be eradicated because you cannot get at it? The common excuses for not improving their knowledge of the trade through reading matter, is either that they have no time to read, or else they cannot afford it. The first is an admission of either laziness or of untruthfulness and the latter is lacking good business judgment.

**Said Clerks Wouldn't Read It.**

A few days ago a grocer was asked to subscribe for a trade paper, if not for himself for the benefit of his clerks. He made the statement that they would not read it if he got it for them. If he was right in his opinion, then his clerks are not worth having, and the quicker they quit the job the better. If clerks do not care to learn and make themselves more valuable to their employers, then they have no right to take up room behind a counter, and if the employer does not insist on them fitting themselves better from day to day for their work, he is neither fair to them nor to himself.

Look at the qualifications of some of the clerks and then wonder why they don't like the grocery business. They scarcely know enough to do anything right, and there is no pleasure in any work unless you are master of it. Look at the bills they make out. Will an employer do his duty to himself or to his clerk if he allows those that go out to his customers that look like child's scribbling, and without any improvement from week to week?

Although it is the clerk's work, the employer falls in the estimation of the people. Retailing is undergoing a wonderful change and nothing but high-class goods and intelligent service will do. "Bosses" have to brush up and clerks must learn, and to do this they must be within reach of good helpful literature, and the cost of which must not be allowed to stand in the way.

**Costs Four Cents Per Week.**

Let us take a look at the cost and see how ridiculously small it looks when

compared with other expenses. A good weekly trade paper costs about \$2 a year which is, say 4 cents a week. The expense of running a store in a city like Hamilton or Toronto that does a business of \$500 a week is about \$75, and there are actually some retailers who pay this without a complaint and then stop and refuse to spend the 4 cents to learn how to handle their business to better advantage. Yet on this alone depends success or failure.

**JAPANESE TEA COMPETITION.**

**Finest Teas Not Extensively Exported—Popular Kind Among the Japanese.**

Under the above heading the United States "Daily Consular and Trade Reports" gives the following:—

"American markets the object of the producers.

"Vice-Consul Walter Gassett, of Kobe, quotes the following from the Osaka Asahi, showing the success which is attending the efforts of certain Japanese tea growers to secure the American trade:

"Of the 7,000,000 pounds of tea annually exported to America through Kobe, the greater part comes from Yamato and Yamashiro. Intrinsically these teas are far superior to Shizuoka tea in fragrance, taste, and color, and owing to superior facilities, both financial and transport, the tea from those districts comes to Kobe for export instead of to Yokohama or Shizuoka.

"It is noted, however, that the tea from these provinces is deteriorating in quality, owing to methods of manufacture. This year's tea, for instance, contained a good deal of stalk, with the result that its market price in Kobe was only \$16.50, or \$17 per picul (132,277 pounds). The producers are dissatisfied, saying that the price of even Kawayanagi tea, which is intended for home use only, is \$20, but they show no disposition to improve the quality of the tea for export.

"In the meantime the producers of Shizuoka tea have been making the greatest efforts to improve the quality, while the prefectural government there has granted subsidies to encourage the tea export trade. The natural result is that the Shizuoka tea is getting more and more popular in America."

A tea authority of Montreal, in commenting upon the above, said it was very true, but did not quite tell the whole

story. Yamato and Yamashiro teas are undoubtedly the best in fragrance, taste and color, and for this reason are far more popular in Japan itself than Shizuoka teas. They bring a higher price if kept at home, and are rarely exported, except in mixtures. As to the appearance of too much stalk, one of the expensive teas in Japan is composed wholly of highly toasted stalks. It is very popular among the Japanese. The amount of Shizuoka tea reaching the United States and Canada this year is about 34,000,000 lbs., whereas the Kobe teas are only 7,000,000 lbs.

As an additional reason for the retaining of the better teas in Japan, they are not sufficiently appreciated in other countries to bring the prices they will at home. A Japanese family will have three or four grades of tea in the house. One, say, at \$2.50 per lb., one at \$1 and a third at 50c. In the case of a wealthy family, these figures would be higher, \$5, \$3.50 and \$2, and a still lower grade at \$1. The first grade is only served to guests, or on special occasions. The second is for the family, and the third for the servants. In Canada and the United States people have only one grade in the house.

**WANT FIXED SUGAR PRICES TO CONSUMERS.**

**Retail Merchants Suggest Similar in Ontario to that in British Columbia.**

Editor Canadian Grocer.—Your article on "The Sugar Ultimatum" in last week's paper was a worthy one and a step which should in our opinion be taken by the St. Lawrence and the Redpath people in Ontario here, as these are the two main sugars sold by the grocers of Ontario. Sugar is one of the most staple lines sold by the grocer, and about the only one on which he does not make a fair margin of profit.

The district through here is noted for cheap sugars. At the present time sugar costs \$4.93 and is sold for \$5 per 100 lbs. or 18 lbs. for \$1. In fact, one business house advertised it for two days last week at \$4.67 per cwt. If you could in any way bring this idea to the attention of the sugar manufacturers, I am sure there are a number of grocers who would be pleased.

A. S. LAMBE & SON.

Meadowvale, September 24, '09.

**BROOM PRICES TO ADVANCE.**

Montreal, Sept. 29. — (Special)—The broom market is in a very uncertain state. Further advances have taken place, and a buyer from one of the largest Canadian broom concerns has sailed for Austria on a hunt for supplies of the raw material. Brooms, which last year sold for \$2.50 per doz., now sell for \$4.

# The Central Canada Exhibition Extending Rapidly

Thousands Visit the Ottawa Fair, Which is Another Big Success—Many Exhibits of Foodstuffs and Other Commodities Sold by Grocery Stores—Effect of Food Displays at Exhibitions Upon the Business of the Retail Merchant.

Staff Correspondence.

Ottawa, September 27. This year the Central Canada Exhibition, at Ottawa, eclipsed all previous efforts, from every standpoint, and the week that the fair was actually open to the public September 13 to September 18, saw enormous crowds from all parts of central Canada pouring into the grounds.

A new grand stand, erected at a great cost, and even yet not quite finished, was a decided improvement. The new process building attracted many thousands of visitors. It is expected that in coming years this will be made a special feature of the fair. There were a number of excellent displays by progressive manufacturers, who took advantage of the new idea promoted by the directors to show the public how their goods were manufactured.

In the Aberdeen Pavilion, and in the annex to the process building, there were

numerous and artistic exhibits of food stuffs which reflected credit upon the owners, and did much toward educating the consumer.

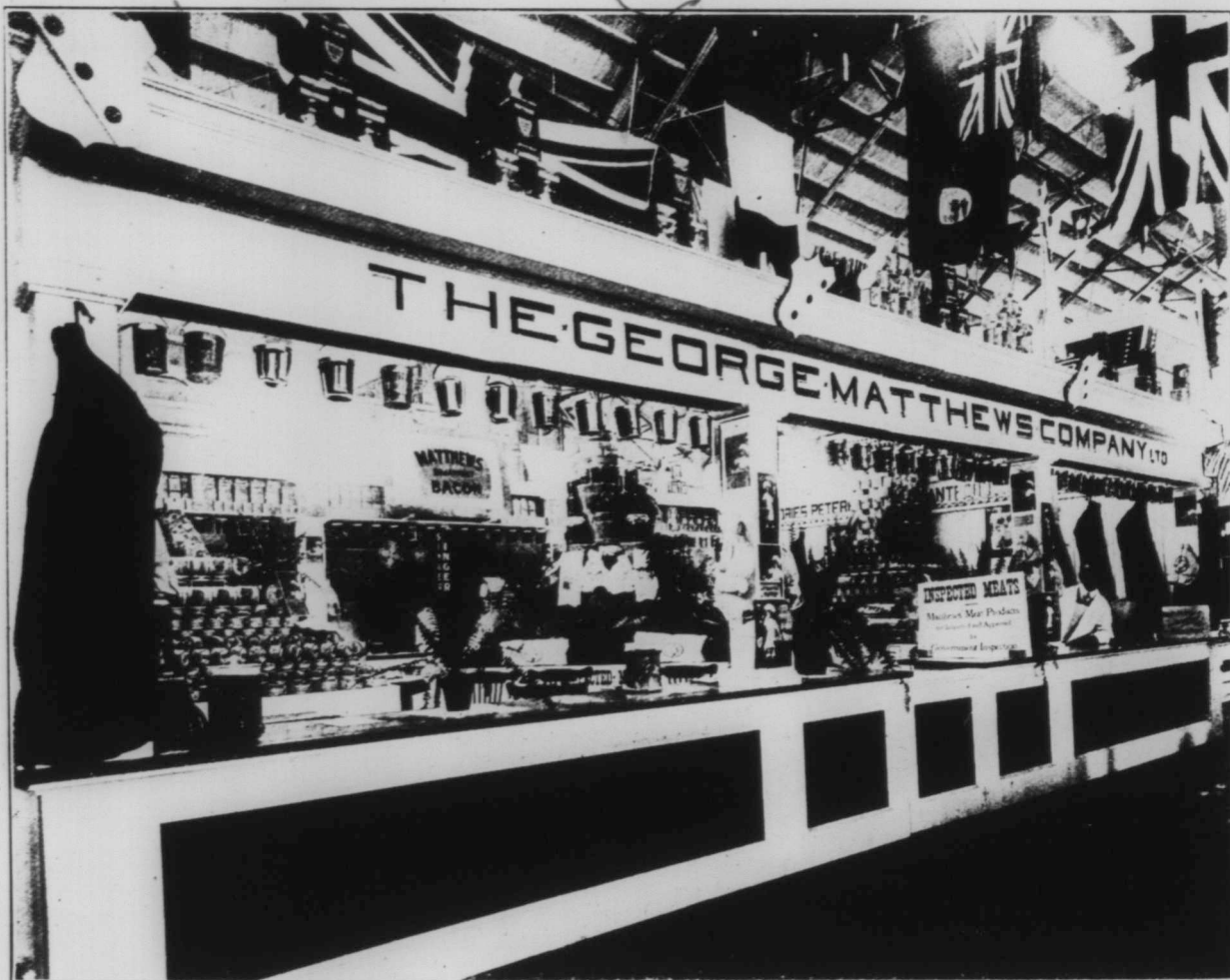
These fairs, when run on a business basis, and when the attendance can be secured, are of special benefit to the manufacturer in enabling him to give the consumer a first hand, and essentially more thorough knowledge of his products. Such displays of pure foods do a great deal to encourage the housewife in the use of only the goods of reliable manufacturers, firms who have a reputation for integrity in the manufacture of their lines.

Quite a number of the exhibitors at the Ottawa Fair employed demonstrators whose duty it was to make clear to the housewives how best to prepare the various foods shown, and to explain their composition.

Illustrated descriptions of some of the more attractive booths, and the goods therein displayed, follow.

## GEO. MATTHEWS COMPANY, LTD.

As usual, the exhibit of the Geo. Matthews Company, Limited, Hull, Peterboro and Brantford, was one which commanded immediate attention, owing to its size, the quality of the goods displayed, and the artistic arrangement of the different lines. The firm devotes special attention to their famous Indian, Ceylon teas, and to their coffees, employing demonstrators who served dainty cups of tea and coffee to thousands of visitors. Rose Brand Smoked Meats, for which the company is known all over the Dominion, occupied a very central position. Matthews' hams, bacon and other lines of smoked meats have in no small



CENTRAL CANADA EXHIBITION—The George Matthews Co.'s Display.

measure enjoyed by our countrymen. Matthews' products, so popular to their many years, are these good, pure, perfectly prepared meats, and other goods.

Matthews' reputation as to the quality of their products is well known.

and beans. The public goods are very year. Doubtless, the best at the meats, and traced to the canned meat possible, in them all. Complete line products enjoy such a and abroad cult matte



## THE CANADIAN GROCER

measure contributed to the reputation enjoyed by Canada abroad as a producing country in these lines. All of Matthews' meats are Government inspected, so that there can be no doubt as to their genuine high quality. So many years have they been putting up these goods that they have attained as near perfection as is possible, and the enormously increasing sales of their products, annually, prove the superiority of the goods.

Matthews' Rose Brand pure lard was to the fore also. It enjoys an enviable reputation, too. The firm's pork

and, as the margin of profit allowed the grocer is more than generous, it is not surprising that so many progressive dealers feature Matthews' lines.

Special praise is due the firm for the more than neat display they made.

### WAGSTAFFE, LIMITED.

Not a visitor, of the thousands who were at the fair, but was surprised at the artistic style and neatness of the booth occupied by Wagstaffe, Limited, Hamilton, known throughout the length and breadth of Canada as packers of the purest jams, preserves and marmalades.

tory. With such a guarantee going with every jar, is it a wonder that such a business has been built up?

Displayed at the fair were noticeable neat pyramids of peaches, pears, plums, cherries, strawberries, raspberries, all in 16oz., 20oz. and 28oz. jars, and 5 lb. and 7 lb. tins (marmalade and jams). These pyramids, which commanded especial attention, were in the rear of tall glass jars containing whole fruit, as it is preserved in the Wagstaffe factory. Considerable comment was heard on the perfection of the methods which made it possible for the packers to put up such



CENTRAL CANADA EXHIBITION—Wagstaffe, Ltd., Display.

and beans, which are so popular with the public, were demonstrated. These goods are selling in larger quantity every year, striking proof of their undoubted merit. They were in great request at the fair. The company's canned meats, and smoked meats in glass, attracted steady attention. Their range of canned meats is so large that it is impossible, in limited space, to mention them all. Suffice to say that the complete line is of superior quality. The products of the Matthews Company enjoy such a splendid reputation at home and abroad that it is not at all a difficult matter for the retailer to sell them,

The booth was characteristic of the goods displayed and the founder of the business. It is an enormous business that has been built up by this go-ahead firm, and, what is more to the point, it is a solid business. This would not be the case were the firm failing in its mission to please trade and people both. The name "Wagstaffe," on a jar of preserves, marmalade or jam, however, has always been and is to-day, a guarantee that the contents are of superlative quality, the very finest fruits, from the most famous fruit growing districts in the world, carefully graded, and scientifically packed in a strictly sanitary fac-

neat packages. Anyone who has been through the firm's modern and cleanly factory, however, and observed their scrupulous care and scientific methods would no longer marvel. Dainty dishes of the company's different lines were served daily.

Wagstaffe, Limited, were awarded the diploma for having the finest collection of preserved fruits.

The exhibit was in charge of A. G. Snowdon, of Snowdon & Ebbitt, Montreal, eastern Ontario and Quebec agents, and Mrs. Cole, demonstrator. Mr. Snowdon welcomed numerous grocers to the booth.

**DIAMOND CLEANSER EXHIBIT.**

"Makes Everything Glitter."—These were the words that flared before one in one attractive booth in the Lansdowne Pavilion, and it did not take one long to learn that it was Diamond Cleanser to which they referred. Since being put on the market this wonderful new cleanser has met with wonderful success. Its variety of uses, and the excellence of results obtained from its use, are largely responsible for its having won the popular favor so quickly and so completely. Diamond Cleanser is invaluable in the household for cleaning brass, copper, tin, zinc, nickel, porcelain, tile, iron, steel, glass, oilcloth, marble, wood, agate, etc.

Once the housewife tries it, she will not be without it, for it saves weary steps and does the work better than anything else. It is an article that cleanses perfectly, but it is quite harmless, being absolutely free of dangerous

**FAMOUS NUGGET POLISHES.**

Occupying a large stand, prominently located—immediately to the right of the main entrance to the Aberdeen Pavilion—the Nugget Polishes attracted thousands daily. Nugget Polishes are polishes a little out of the ordinary. No other polishes possess the same, or as many, excellent and desirable qualities. As an example, the directions for the use of Nugget Polishes state that the smallest quantity should be applied to the leather, a difference when compared to many other makes.

Another feature of these pastes is that they are quite impervious to rain, or wet of any kind. Once a shoe is shined, it stays shined much longer than if other polish was used. Nor does it take the dust; this Nugget paste. Daily demonstrations were given, showing the non-effect of water on shoes shined with Nugget Polishes. Nugget pastes give

Furniture Paste, and shoe shining outfits, consisting of brush and pad, were also featured.

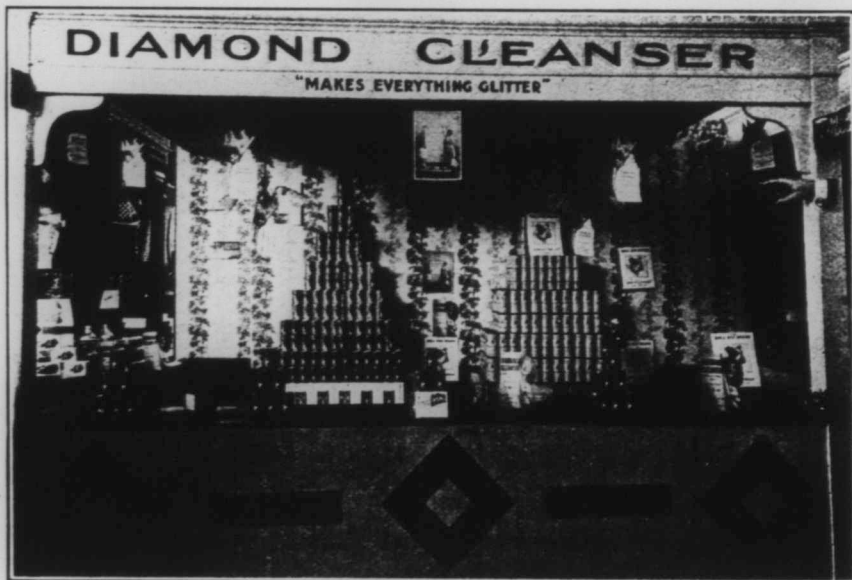
A. R. Kent, Canadian manager, was on hand throughout the fair, and met many of the firm's customers.

**"SOCLEAN," THE DRY CLEANER.**

Simply wonderful has been the success of "Soclean," the dry cleaner, since its introduction. This sweeping compound has certainly met with the approval of the housekeepers of the country, as evidenced by the number and the volume of orders filled for the retail trade throughout Canada. It is a scientifically prepared compound that makes sweeping possible without raising dust. It saves scrubbing, and kills dust of every description, and germs, while it brightens up carpets and rugs, and gives a hitherto unknown appearance of cleanliness to floors. It is a dry cleaning process—the sweeping of a floor with "Soclean," and as the article contains absolutely nothing injurious, it is not surprising that it is prized very highly in all households where it has been once used. "Soclean" is another step in modern progress. The day of the dusty daily sweeping is over. Not only is dustless sweeping highly sanitary, but it is economical as well, in the matter of both time and money. "Soclean" is fireproof, so there is no danger in that direction.

These are pointers which up-to-date grocers in all parts of the country are using in selling this modern sweeping compound. They find it an excellent side line, for there is always a strong demand for it, and it yields them a good profit. It is put up in tins which the trade retail at 25c, 50c and \$1, while it is obtainable, for commercial use in barrels of 125 lbs., 250 lbs, and 350 lbs. Many grocers have worked up quite a nice business in their own locality by introducing "Soclean" into clubs, hospitals, banks, hotels, jewelery and millinery stores. Once it is introduced the repeat orders come without solicitation.

During the fair daily demonstrations were given by an expert demonstrator, in charge of F. H. Reid, of the Manufacturers Sales Company, Montreal, eastern Ontario and Quebec agents for the Harnett-Ridout Company, Toronto, the makers of "Soclean."



CENTRAL CANADA EXHIBITION—The Diamond Cleanser Booth.

chemicals. The company, located in Ottawa, is composed of progressive business men, who are in every way endeavoring to be of the greatest assistance to the grocery trade in selling Diamond Cleanser. A large amount of advertising has been done, and a vigorous campaign to the consumer is even now under consideration. Many thousands of samples were distributed at the exhibition, which will, naturally, give rise to an increased demand for Diamond Cleanser. At the rate Diamond Cleanser has been going, it will not be a great while until it is an indispensable household article. Grocers, therefore, who early begin to push its sale are bound to share in the returns which will be forthcoming. The manufacturers have wisely left for the trade a more than generous share of the profits.

a brilliant shine to all shades of leather, and can be procured for white canvas, and buckskin shoes as well. Dealers all over the Dominion report increasing sales, largely due, aside from the merit of the goods, to the progressive methods of the Nugget Polish Company, whose Canadian head office is in Toronto, and who spare no expense in educating consumers to the use of their lines, through exhibits at fairs, and other means, calculated to assist the dealer in marketing Nugget specialties.

The pointers mentioned in the foregoing, which enable him to truthfully tell his customers that Nugget Polishes go farther, and are less expensive in the long run than other makes, and the strong co-operation of the firm in marketing their goods, make the dealer feel that in Nugget specialties he is handling the best on the market. Nugget Polishes will not dry out, nor will they freeze—two more points in their favor. Nugget

*Don't be too anxious to bore with a big auger. Keep your expenses proportionate to your receipts if you want to figure up a gain at the end of the year.*

W  
 Toronto  
 mission  
 prospects  
 the Briti  
 the Bo  
 27. The  
 Halifax,  
 Sir John  
 Fielding,  
 McCarthy  
 our's pi  
 Howell, s  
 large mi  
 and mere  
 Lord I  
 ing the n  
 commissi  
 Canada a  
 that thro  
 could do  
 the desir  
 in the h  
 man in  
 dusion.  
 J. D. A  
 reputatio  
 Halifax  
 a trip th  
 interestin  
 seemed i  
 larger tr  
 Fast,  
 Mr. Al  
 inquiry.  
 over issu  
 the mean  
 was bein  
 Halifax t  
 seemed a  
 improved  
 and large  
 as we  
 should b  
 ports and  
 condi  
 ers and  
 that part  
 of the t  
 union th  
 specially h  
 the b  
 ss of t  
 good pro  
 was paid  
 ion of th  
 season w  
 and prefer  
 the fact t  
 make.  
 grade flou  
 and it wa  
 bing to  
 West Ind  
 overcome



# Want Closer Trade Relations With Canada

**Royal Commission Investigating Prospects—J. D. Allen States Canadian Side of Question—Faster Vessels and More Frequent Service Necessary—Exchange Canadian Cheese and Island Fruit—Canadian Flour Entered as Product of U. S. Mills—From Manufacturers' Standpoint.**

Staff Correspondence.

Toronto, Sept. 28.—The Royal Commission appointed to enquire into the prospects of trade between Canada and the British West Indies, held a session of the Board of Trade on Monday, Sept. 27. The commission consisted of Lord Balfour, of Burleigh; Sir Daniel Morris, Sir John Dickson-Poynder, Hon. W. S. Fielding, Hon. Wm. Patterson, R. H. McCarthy, Hon. Geo. Gordon, Lord Balfour's private secretary, and H. Russell Cowell, secretary of the commission. A large number of manufacturers, millers, and merchants were present.

Lord Balfour, who presided, in opening the meeting, stated the object of the commission and its importance to both Canada and the United States. He hoped that those desiring to express their views would do so freely and fully, as it was the desire of the commission to gather all the important facts that would aid them in arriving at a satisfactory conclusion.

J. D. Allen, who was chairman of the deputation of the Toronto, St. John and Halifax Boards of Trade, which made a trip through the West Indies, gave an interesting account of the difficulties that seemed to exist in the promotion of larger trade between the two countries.

## Fast, Frequent Service Necessary.

Mr. Allen, in answer to Lord Balfour's inquiry, suggested, as he had in his report issued some years ago, that one of the means to the desired improvement was better transportation service from Halifax to the various islands. He instanced a number of cases showing where improved service would make for better and larger trade. In his opinion a faster as well as a more frequent service should be made between the Canadian ports and the islands. Under the present conditions, with more frequent sailings and faster boats from New York, that port was getting the largest share of the trade. Mr. Allen was of the opinion that a 15-knot service would materially help trade. A very large portion of the business now being done consists of flour, fish, potatoes and other food products. Considerable attention was paid by the commission to the question of flour. It was stated that one reason why the American millers received preference over Canadian millers was the fact that they made, and were able to make, a low grade of flour, this low grade flour being made of winter wheat, and it was felt that Canadian millers, desiring to secure a larger share of the West Indies low grade flour trade, must overcome this handicap by manufactur-

ing the same grade of flour as the United States millers.

Mr. Allen laid stress upon the fact that a large number of the small islands were touched very irregularly, and no Canadian service was given at all to these islands, all of this being handled by U. S. boats, which zigzag in-and-out of the large islands, such as Barbados, Trinidad and Jamaica. He suggested that the Canadian railways should cooperate with the subsidized steamship companies, so as to give a four-day service from, say Toronto to Halifax, or not more than five days, or seven at the outside, from Halifax to Barbados. Mr. Allen stated that when making their tour of the islands the Board of Trade commission were struck with the possibilities of trade in various fruits which were not even known here, and he found a large business could be done if this phase of trade were more thoroughly cultivated.

## Trade Possibilities in Fruit and Cheese.

Mr. Allen also instanced the possibilities of trade in West Indies fruits, not only with central Canada, but Manitoba and the Northwest, as well. In order, however, to compete with California fruit products, which were laid down in the west in good time and condition, it would be necessary to have a better transportation service between the islands and Canada.

He mentioned the necessity of Canadian manufacturers putting up goods in such style and packages as are desired by the consumer in the West Indies. He instanced that in the matter of cheese, a large trade seemed to be done in Holland cheese, which is put up in 6-lb. packages, instead of the large 50 to 60 lb. Canadian cheese. The Maritime Provinces were, of course, doing a large share of trade with the islands, principally in fish, hay and potatoes, and some N. S. firms in condensed milk, while Ontario was shipping principally flour. Canadian bacon was called for, receiving close attention on the part of the merchants in the islands. In order to encourage the shipment of bacon on small Canadian boats, Mr. Allen suggested cold storage compartments on the vessels.

"The charges for parcel post are also very heavy," continued Mr. Allen.

"That matter is under consideration by the Canadian postal authorities," said Lord Burleigh.

"The telegraph charges are also a check on trade," said Mr. Allen. "Why, when I wished to telegraph home I was

amazed when charged \$1.05 a word. The distance is not nearly as far as to Europe, yet the charge is four times as heavy. It is impossible to carry on business at that rate."

"You can't afford it; you can't afford it," declared his Lordship, emphatically.

"You say that Canadian goods are not properly placed before the people of the West Indies. Why not?" asked Sir David Morris.

"It wouldn't pay a Toronto firm to send a traveler to the West Indies and have him shut up for weeks for lack of transportation," replied Mr. Allen.

## Canadian Flour via New York.

Hedley Shaw, of the Hedley Shaw Milling Co., Toronto and St. Catharines, followed. Mr. Shaw in effect stated that mostly all their shipments to the West Indies were made through a New York commission house, and they had no knowledge as to whom this firm sold in the West Indies. The flour was shipped in bond and invoiced by his company to their New York agents. Mr. Shaw also was of the opinion that if a faster and more frequent steamship service were given from Canadian ports that his company would naturally ship by the Canadian route, and, all things being equal, they would prefer the Halifax route. In answer to Sir Daniel Morris, he stated that the shipments were made in barrels, though latterly the trade was being turned to bags. This was on account of the trouble Canadian millers had experienced with the quality of the barrels they were able to procure. There had, however, been some improvement in the matter of barrels.

Murray Brown, of the Alexander Brown Milling Co., also stated that his company's business was done mostly via New York, and was shipped in carload lots. The New York firms who had their agents at the islands and who used the small boats plying between the islands themselves, were able to distribute in lots of 25 barrels and over. Mr. Brown stated that a larger trade could be done if more frequent and faster sailings were made between Canadian ports and the islands. He thought that the Canadian lines should be able to touch at the small islands, as well as the large, and make distribution of flour in quantities to suit buyers. They had this privilege with Canadian boats running down the St. Lawrence along the Gaspé and Gulf coast. In answer to Sir Daniel Morris, Mr. Brown thought that a personal visit by Canadian representatives would materially help towards increased trade.

## The C. M. A. Viewpoint.

G. M. Murray, secretary of the Canadian Manufacturers' Association, handed to the commission a statistical statement, setting forth in comparative form the exports and imports from Canada and United States to the islands, and

in answer to the specific enquiry of Lord Balfour, he mentioned several articles in which, in the opinion of the C. M. A., trade could be very much increased, viz., biscuits, winter wheat flour, cotton goods, etc. At the request of the chairman, Mr. Murray, after consulting with interested members of the C.M.A., will furnish the secretary of the commission with a complete list of such goods as is thought could be profitably shipped to the islands. Mr. Murray stated that it was the wish of the association to encourage preferential trade between the West Indies and Canada. Asked what suggestion he could make, he said that in his opinion, and also in that of the members of the C.M.A., if it were possible to make a preferential duty on Canadian products going to the West Indies, it would be a step in the right direction. He instanced that since 1903, when the United States gave Cuba a preference of 20 per cent., the imports from Cuba into the United States had increased tenfold and exports had done as well. It was his opinion that a similar move here would have a similar result. One of the matters pointed out in Mr. Murray's testimony was the fact that Canadian manufacturers and shippers did not care to send down representatives frequently to the islands to encourage increased trade, whereas United States houses had their travelers over all the islands. Mr. Murray stated that some years ago the West Indies Association had sent up an exhibit of fruits to Canada.

In answer to Sir Daniel Morris, as to whether Canadian manufacturers would be disposed to send to the islands an exhibit of their wares, Mr. Murray thought they would not, and gave as his reason that owing to the great variety of goods manufactured by the association's 2,100 members, it would be practically impossible to do this. He, as secretary of the association, would not care to enter upon such a plan, owing to the dissatisfaction such a course would create with one shipper assuming preference over another. At the request of Hon. Mr. Fielding, Mr. Murray will arrange and forward to the commission a list of such articles as, in the opinion of the C.M.A., are desirous of having a preference accorded to them by the Government of Canada and the West Indies.

Sir Amelius Irving gave testimony on the sugar question, which will be found dealt with in another part of this issue.

H. N. Cowan, manager of Cowan Co., manufacturers of cocoa and chocolate, spoke on behalf of cocoa grinders and manufacturers in Canada. Some time ago it was suggested that there was a possibility of a duty being placed on green cocoa coming into Canada from all countries other than the West Indies. Mr. Cowan clearly showed that if this were done their business as well as that of the other cocoa and chocolate manufacturers in Canada could not be successfully carried on, for the reason that the difference between Java cocoa, for

instance, and Jamaica cocoa is so great that they are almost different products.

Jamaica cocoa is dark in color and strong in flavor and does not yield so great a quantity of cocoa butter as some others. Java cocoa is a very light golden color, mild in flavor and rich in cocoa butter. Mr. Cowan stated that there was as much difference between these cocoas as there was between a russet apple and a Northern Spy. About one-fifth of the cocoa used by the Cowan Co. is grown in the West Indies, and in reply to a question by one of the commissioners he stated that business relations between their company and Jamaica and Trinidad were of the most pleasant, and they bought as much goods from these sources as they possibly could. However, if they were forced to depend altogether upon cocoa from the West Indies, they would often find themselves in a position where they could not get certain cocoas and they must, therefore, use other kinds, grown in some other country, as it is absolutely essential for them to have different kinds for blending purposes. Mr. Cowan also stated that the demand was growing for a chocolate light in color. A very large proportion of the chocolate sold in Canada is light, and he stated it would be absolutely impossible to make light chocolates from cocoa grown in the West Indies.

Fashion is a factor in any business, and the fashion at present in Canada is for dark chocolates, which is gradually changing to light chocolates. This is a very desirable change, as it induces the manufacturer to use a higher grade of cocoa, such as Ceylon and Java. Competition in the United States is also an important factor, and it must be borne in mind that manufacturers in the U. S. are getting a drawback on sugar that enters into this product which nullifies the effect of preferential enjoyed by Canada to about 1c a lb. The manufacturer of cocoa in Canada is continually gaining ground, owing to the fact that Canadian mills have been equipped with the most modern up-to-date machinery; and many of the older mills in other countries, content to make use of obsolete machinery, do not enjoy the modern advantages which Canadians enjoy.

**A CLEVER SWINDLE THIS.**

**But on Investigation the Story Does Not Hold.**

The daily press has been publishing a story of a remarkable series of frauds said to have been uncovered in Vancouver, in which a number of Vancouver firms are interested, and in which eastern Canadian and American wholesale firms have been victimized.

Robert Kelly, head of Kelly, Douglas & Co., wholesale groceries, Vancouver, received a letter a short time ago from an eastern supply house thanking them for a large order, and stating that the

firm was very favorably impressed with Kelly's buyer, Mr. Blank. Kelly has no employe of that name, and investigation showed that a "confidence" operator had visited wholesalers in Montreal, Toronto, Winnipeg, Battle Creek, Chicago and other cities, given large orders in the name of Kelly, Douglas & Co., and cashed a thousand dollars' worth of expense cheques. These cheques are specially forged with the photo of the Kelly C. Douglas building, and marked "accepted" with a fake stamp of the Bank of Montreal. The names of other Vancouver firms and banks have similarly been used, and it is thought that the swindler has probably cleaned up at least \$10,000, while there is no telling how many carloads of goods are on the way west, on his bogus orders.

The Canadian Grocer interviewed a number of wholesale grocers in Montreal and Toronto in reference to this story, but beyond the newspaper mention of the swindle, none of those interviewed knew a thing concerning it. Some of the Montreal houses had not even heard of the swindle. Toronto grocers did not think the swindler operated in that city—certainly not among the wholesalers. If he was in the city and tried to operate he would choose as his game the manufacturers rather than the wholesalers, because the latter were competitors of Kelly, Douglas & Co., and that firm would not likely buy from the wholesalers when they could do much better with the manufacturers.

Another point brought out was to the effect that if an agent of another house bought of a rival it would be because of a rise in the market, and then the purchase would be put through a broker. In any event the quantity of goods bought of a wholesaler would naturally be limited.

**DEATH OF PROMINENT CANNER.**

Picton, Sept. 29.—(Special) — Amos H. Baker, of the Old Homestead Canning Co., Picton, Ont., died Wednesday, September 29. Mr. Baker, who was one of Canada's best-known and most prominent canners, had not been well for over a year, having met with a severe accident, which affected his nervous system and produced partial paralysis.

**TRADE NOTES.**

Arthur Leblanc, grocer, Montreal, has been assigned.

G. E. Field has sold his general store at Belmont.

A. Reid, grocer, Ottawa, is succeeded by F. J. Morgan.

The United Soap Co. will build a factory at Maisonneuve, Montreal.

The Western Soap Co., Vancouver will build a new and a modern factory.

The cereal plant of the McCann-Knox Milling Co., at Toronto, is advertised for sale by tender.

**The Car**

ESTABLISHED  
 THE MACLEAN  
 JOHN BAYNE MAC  
 Publishers of The  
 Provinces of B  
 on, Manito  
 Brunswick,  
 CANADA—  
 MONTREAL  
 TORONTO  
 WINDSOR  
 SASKATOON  
 WINNIPEG  
 VANCOUVER  
 CHICAGO, N.B.  
 UNITED STATES—  
 NEW YORK  
 Room 1109  
 Co. Bu  
 GREAT BRITAIN—  
 LONDON  
 SWITZERLAND—  
 ZURICH  
 Subscription, Can  
 Great Britain, 8s. 1  
 PUBLISHED

**WHY NO**

Several artic  
 Canadian Groc  
 to the fac  
 choice in Car  
 what should  
 as far as we  
 improve this  
 else would  
 ten in place o  
 wa fairly pro  
 the grocers, is  
 why the groce  
 of it seems to  
 pro  
 These is ret  
 what is equal  
 tie to about  
 During times,  
 many articles  
 prod. cheese  
 by grocers to  
 as cheap h  
 to be. Proper  
 than people t  
 to be aids d  
 the richness i  
 at a tim  
 from the  
 his s  
 for chee  
 ONTARIO  
 I  
 note in o  
 week drew  
 potato cro  
 amount of  
 be true r  
 our r  
 that the  
 the who



**The Canadian Grocer**

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN PRESIDENT

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

General Address: Macpubeo, Toronto. Atabek, London, Eng OFFICES

CANADA—  
MONTREAL Rooms 701-702, Eastern Town-ship Bank Building Telephone Main 1255 J. J. Gallagher

TORONTO 10 Front Street East Telephone Main 7324 W. H. Seyler, Manager

WINDSOR 511 Union Bank Building Telephone 3726 F. R. Munro

VANCOUVER R. Bruce Bennett 1737 Haro Street W. E. Hopper

NEW YORK R. B. Huestis Room 1109-1111 Lawyers' Title, Insurance & Trust Co. Building, 160 Broadway, New York, N. Y. Telephone, 1111 Cortland.

BRITAIN—  
LONDON 88 Fleet Street, E. C. Telephone Central 12360 J. Meredith McKim

IRELAND—  
DUBLIN Louis Wolf Orell Fussli & Co. Telephone, 88. 61. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

**WHY NOT PUSH CHEESE?**

Several articles have appeared in The Canadian Grocer, of late, calling attention to the fact that the consumption of cheese in Canada is altogether below what it should be, but no special effort, as far as we know, has been made to improve this state of affairs. That cheese would be eaten to a larger extent in place of meat if the value of it were fairly presented to the people by the grocers, is altogether probable, and why the grocers do not take advantage of it seems to show a lack of business sense.

Cheese is retailing at 16 cents a pound, which is equal in food value or nutrition to about 35 cents worth of meat. During times, such as the present, when many articles of food are very high priced, cheese should be recommended by grocers to their customers, not only as cheap, but also as a wholesome food. Properly used, cheese is not, as many people think, hard to digest, but it aids digestion. On account of its richness in nutrition, the quantity eaten at a time should be moderate. A hint from the grocer on this point will increase his sales and cultivate an appetite for cheese.

**ONTARIO POTATOES AN EXCELLENT CROP.**

A note in our London correspondence last week drew attention to the fact that the potato crop is short in that district on account of dry weather. While this may be true regarding potatoes in that district, our readers will be pleased to learn that the crop throughout Ontario for the whole, an excellent one. Both

quantity and quality are above the average, and prices are expected to be reasonable.

If the London people are paying 70 to 75c a bushel for them it may interest them to know that in Toronto, as well as at many other points in the province, grocers may buy them for less than that a bag. One potato dealer, when interviewed, remarked that he "never saw better potatoes," and that "they are in every respect equal to the Eastern Delawares."

From reports available, potatoes will be plentiful, of a good quality, and at a reasonable price.

**ITALY WANTS MORE OF OUR TRADE.**

Italy, according to cable dispatches, wants reciprocal trade arrangements with Canada.

"Barkis is willin'." We have no official authority to say this, but there is no reason why Canada should not be willing to enter into such an arrangement.

As a matter of fact, Italy has been looking for closer relations with Canada for some time. A year or two ago, it will be remembered, they went so far as to send a special commissioner to Canada to investigate the matter. That commissioner was particularly desirous of establishing more direct steamship communication between the two countries.

The cable dispatch to hand this week is clearly an indication that the Italian Government is still at work on the reciprocal trade idea.

What has probably accelerated the matter just now is the fact that after the commercial treaty with France is ratified the latter country will probably have an advantage over Italy in the Canadian market, and particularly in silks.

The fact that Canada produces much that Italy requires and that the latter produces what Canada requires should make the consummation of the arrangement between the two countries comparatively easy.

Canada's trade with Italy is not at present large. The aggregate of imports and exports all told, according to the returns for 1908, is \$1,156,320. Of this \$806,481 were imports and \$349,839 exports.

Our chief exports from Italy are fruits, macaroni, hats and caps, silk, oils, wines, drugs and salt, in the order named. Of these, dried and green fruit contribute nearly one half of the total, while next in order, macaroni is a very distant second.

Of our exports to Italy, fish contribute nearly one-third the amount, being valued at \$220,693. Metals and min-

erals and manufactures thereof come next, being \$96,384. Carriages come third at \$10,903.

By all means let us have a commercial treaty with Italy.

**COLLECTING ACCOUNTS.**

Just now the farmers of the country are realizing on their crops and therefore the present is a favorable time for merchants to look after their country accounts. The crops are rapidly being turned into money so there is no doubt that the farmers have the wherewithal to settle those accounts which they may have contracted during the summer season when money was rather scarce.

While the farmers who are on your books may be fully responsible for the amounts of the accounts, yet these accounts can be of no benefit whatever unless you get them taken off the books and place the cash in the drawer.

Merchants know that a tendency exists among farmers to delay the payment of their accounts until they have realized on the bulk of the season's crops. But this should not prevent any merchant from waiting for his money any longer than the time necessary for farmers to obtain enough to liquidate their indebtedness. You should not delay until the end of the year when the account has grown considerably larger and when it is more difficult to meet.

Establishing a system to protect yourself against bad debts is probably of greater importance than following up accounts properly. Be careful always when opening a new account. Where an association has a protective system in vogue, it has something substantial to work upon.

A method now used extensively in the smaller places in the United States is that of having on hand a printed form to be filled out and signed by each applicant for credit.

This printed form contains the full name, present and past address of the applicant, where he is employed whether married or single, the amount of credit which he expects to require and the terms upon which he proposes to settle. Every applicant for credit is asked to fill out and sign one of these forms before an account is opened with him and the man who refuses to fill out such a form, in all probability is not a desirable customer. On the other hand, the man who fills out the form, representing himself to be in better financial condition than he really is, can if he fails to settle as agreed upon, be proceeded against for obtaining goods under false pretences.

Some good systems at any rate should be devised where credits are extensively requested in order that poor pay customers can be carefully looked after.

## CANADA AND WEST INDIES SUGAR

The evidence of one of the witnesses before the Royal Commission on Canadian and West Indian trade affairs at Toronto on Monday, has again opened up the question regarding the treatment accorded to the West Indies sugar planters by the Canadian refineries.

The witness who produced the evidence was Sir Amelius Irving of Toronto, who is the owner of a plantation in the northern part of Jamaica.

Sir Amelius asserted that there is a combination or agreement among the sugar refineries in Canada to appropriate unto themselves the 33 per cent, which the Canadian tariff accords West Indian sugar under the custom's tariff. He said that when the preferential tariff first went into force the Canadian buyers conceded one half of the amount of the preference to the planters. Now they concede nothing. Therefore the planters received no benefit whatever from the Canadian preferential tariff. In consequence of this condition of affairs Sir Amelius said that his company now marketed their sugar in Great Britain.

The subject is not a new one, having been a bone of contention for several years. In the West Indies the feeling is particularly bitter and Canadians who have traveled of late years in the islands know.

All the complaints, however, do not emanate from sugar planters of the West Indies. The sugar buyers of Canada recriminate. They assert, not only that there is no combine among themselves as to deprive the planters of the benefit of the preferential tariff, but that one really does exist among the planters in the West Indies. As the latter emphatically deny this the public is still in the dark. Possibly the commission may be able to get at the facts.

The main point, however, to be considered is as to whether it is possible for anything to be done to remedy or remove the present anomalous conditions between the buyers in Canada and the sellers of sugar in the West Indies. Friction between buyers and sellers is regrettable whether it be nations or individuals that are concerned.

The task before the Royal Commission in this respect is undoubtedly no easy one. It appears that the best it can do is to get at the truth, and this in itself may be of some benefit. Beyond that we feel that very little can be done.

If the grievance was appertaining to the tariff it could be solved by the Government. The particular grievance which the planters have against the Canadian sugar buyers is not, however, one which appertains to the tariff. It

is simply a matter between buyer and seller.

How the Government can compel buyers in Montreal and Halifax to pay the planters in the West Indies the price which will allow the latter to enjoy part or whole of the benefit of the preferential tariff we cannot see. To compel the planters of the West Indies to sell at a certain figure would scarcely be less feasible.

Canadian refineries may be taking an undue advantage of the sugar planters of the West Indies, but if so their offence is a moral, and not a legal one, and consequently to rectify it is beyond the power of any Legislature.

While the friction between the West Indies sugar planters and Canadian refineries has no doubt interfered with the trade in the particular commodity concerned, it is at the same time worth pointing out that whereas fifteen years ago Canada imported 1,306,655 pounds of raw sugar valued at \$85,223, last year the quantity was 271,762,609 lbs., valued at \$5,836,536, which is an increase of 267,455,953 pounds in quantity and \$5,751,313 in value.

This very great increase is obviously due to the preferential tariff. How much greater it might have been were it not for the present difficulty between the buyers in Canada and the sellers in the West Indies, it is of course, impossible to say.

Unfortunately the difficulties between the planters and refiners will deter rather than facilitate the movement for better trade relations between Canada and the West Indies. And it is herein that lies its most regrettable feature.

## MARKET FEATURES.

There has been decided action in provision lines of late. From coast to coast advanced prices are noted in our correspondence columns this week. Salt pork which in Chicago is sold at \$24 a barrel, costs laid down in Halifax and St. John from \$27 to \$30. The Canadian article is not to be had at all down by the sea. Montreal and Toronto report a scarcity of hogs. One reason given for the scarcity is the high price of grains; farmers preferring to get rid of their hogs rather than fatten them for market. Vancouver and other British Columbia centres also note higher prices, both in pork and farm produce generally.

A strong feature of the market situation is the way eggs are selling out at the coast. While eastern selects are retailing at 35 cents a dozen, local fresh eggs command as high as 55 cents.

Flour has dropped in eastern, western and central Canada. The maritime pro-

vinces report a decline of 30 cents a barrel, while Quebec, Ontario and Manitoba show a decline of 20 cents. The maritime provinces have cut on Manitoba flour only; while Quebec and Ontario have cut on local flours. Dealers in the former province state that Ontario millers have been cutting in the east and as a consequence they have been compelled to do likewise.

Dried fruit in the large centres is coming up, and there is a corresponding decline in green fruit. The west will take large quantities of Ontario apples this year, and already the new evaporated apples have taken a great hold in Winnipeg.

Syrups are selling at near cost in Manitoba, but an advance of 25 cents is promised shortly. Dried fruits are also slated for an advance in the west.

Travelers are already taking orders for Christmas goods. British Columbia salmon is the new line offering.

## MADE MONEY BY READING.

That the trade paper should be read, there are ample reasons. Every week evidences of direct financial benefits of trade papers are brought home to retailers.

A case in point comes from Brantford, Ont. There is a certain grocer in that city who reads The Canadian Grocer from cover to cover every week whenever it is at all possible.

The paper was mislaid somewhere in the store one Saturday and he was heard to enquire that night, "Where is The Grocer? I just made \$5 out of that paper last week."

This is a significant statement and bears a moral. Every week it is the policy of the editors to secure as many valuable suggestions and practical hints as possible for readers. Methods of grocers who are making successful and methods of those who are not are given.

Outside of this feature, the money trade markets are carefully prepared and can be relied upon. Quotations that appear in The Grocer are always taken as authoritative by governments, so that their accuracy is unquestioned. Points in market reports are given every week that should not be overlooked and it is possible for a Brantford grocer to make \$5 by reading his trade paper, it is possible for others to do the same. The advertisements themselves convey a great deal of information that can always be used to advantage.

It is evident therefore that the business of every subscriber of a trade paper is to read it carefully, think over the hints and suggestions and do not be the last to make a change when a change is necessary.



A Splen Show-

Succ

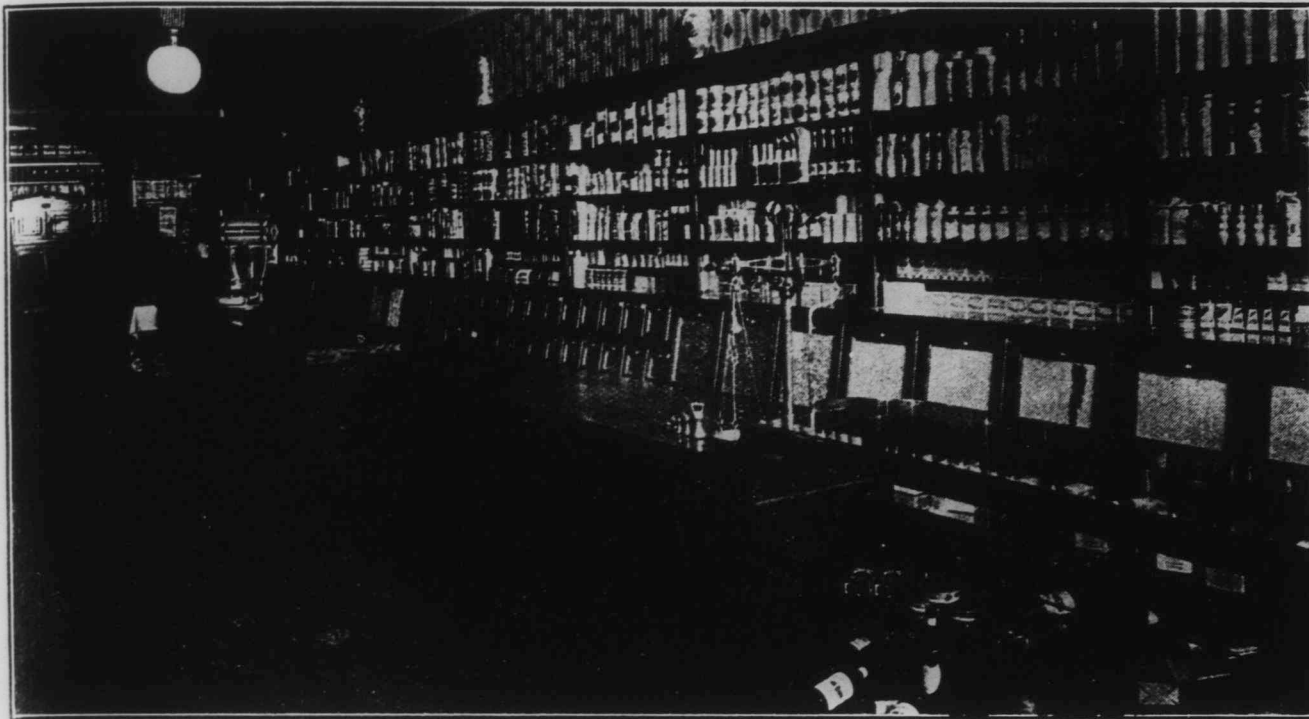
STAFF T

Bracebr  
large gro  
shed of  
there is a  
answer ca  
make some  
appreciate  
week at m  
near 2  
indise  
may seru  
on is 1  
prising  
hip or  
smoothly

MI

Chahar  
lets fro  
dent of  
up is su  
ing effe  
dees for  
A Sagi  
head of  
ducted  
the se  
late, Mi  
will be c  
valuable





A Splendid View of the Handsome Interior of the Grocery Department of Benson Bros., Guelph, Ont., Illustrating Show-Case, Modern Bin and Shelf Fixtures and Automatic Computing Scales. Benson Bros. Also Handle Crockery and Chinaware Extensively.

## Successful Methods Adopted by Canadian Grocers

**Peterboro Grocer Gives Samples to Induce Trade — Push Quality, Not Price, Says Toronto Retailer—Montrealer Advises the Study of Buying Stocks—Loyalty a Feature of Bracebridge Grocery Staff — Westmount Merchant's Experience in Lapsed Insurance.**

### STAFF TAKES INTEREST IN THIS STORE.

Bracebridge, Sept. 28.—It is one of our large grocery stores the question was asked of the proprietor, how is it your store is always bright and clean? The answer came direct, "because our staff take some interest in the store, and we appreciate it." Once a week all come back at night, arrange the stock, put up sugar and tea, open and check off merchandise and invoices, and once a month they scrub the floor. No wonder this store is blessed with a large trade in business trade, in fact when without tip or bribe the work goes along smoothly in perfect running order.

### MICHIGAN BEAN CROP.

Chatham, Sept. 27.—(Special)—Reports from Michigan indicate that the extent of this year's Michigan bean crop is such that it may have a moderating effect upon the prospective high prices for Canadian beans.

A Saginaw correspondent says: "Instead of being a half failure, as was predicted only a fortnight ago, following the severe frosts in this part of the State, Michigan's bean crop this year will be one of the greatest and most valuable on record. As against a yield

of only 3,500,000 bushels last year, it will exceed 6,000,000 bushels this year. The acreage last season was approximately 350,000, while this year there were upwards of 440,000 acres of land in the State laden with beans to harvest, or a 25 per cent. larger acreage.

"This is the estimate placed on Michigan's 1909 crop by Henry W. Carr, head of one of the largest grain commission houses in the State, following his trip last week and this week with the manufacturers' and wholesalers' trade excursion. The tour took Mr. Carr through hundreds of miles of territory in northern and northwestern Michigan, and all through the Thumb district, which is the greatest producer of beans in the State. With beans selling at from \$1.75 to \$1.99 a bushel, and a yield of 6,000,000 bushels, the value of this crop to the Michigan farmers may be appreciated."

### BEACH GROCERY AT SUMMER RESORT.

Winnipeg, Sept. 28.—W. H. Stone yesterday closed his summer store at Whyte-wold Beach. He has been very much encouraged with the trade for the past four months, and expects to open again

next spring with a larger stock. The resort is growing rapidly, and will be quite a town.

### GROCERS' EXHIBIT AT FAIR.

Bracebridge, Sept. 28.—Hutchison Bros., of this town, had a tea exhibit at the local fair. It was a beauty, and nearly every woman who attended had a drink of their famous "Queen" quality tea. Grocers in all towns should have exhibits like this one, at the county fairs. It is certainly a good mode of advertising.

### A QUESTION IN STORE-KEEPING.

Toronto, Sept. 29.—It is a very common practice, said an old grocer of this city, for store-keepers to offer the cheapest goods they have, with the notion that they can undersell other competitors. They forget that if they sold for instance, a pound of tea at 25c, they only make say 5c, whereas if they sold a 30 or 40c tea they would make from 6 to 10c, and the customer would get better satisfaction. It is all right to keep these cheaper lines to give them to people if they want them, but when a lady asks for a pound of tea, it is rank folly for the grocer to say that he had very good tea for 25c, when the lady would likely have bought a 40c or 50c tea. He only makes probably half as much as he might have made, and the lady who has been in the habit of using a better tea will not be pleased with it.

Through his want of business tact he made less profit, and did not give satisfaction. The few cents less will soon be forgotten, but the fact that the grocer sold her an inferior tea may be the cause of losing her trade.

It should be the aim of a grocer rather to cultivate a demand for higher grades of goods than for lower qualities. The tendency of the age is for higher and better things, and those who understand this freely and do their business accordingly will win in the race.

**CARE IN BUYING.**

Montreal, Sept. 28.—In a conversation with a local retailer, the subject of stock buying and overstocking came up. He gave it as his opinion that grocers should make a careful study of their trade, and buy only in direct proportion to demand. "Never let any one sell you more than you want of any line." Fresh goods, with a quick turn of stock, means good business.

**GIVES AWAY LEMON EXTRACT.**

Peterboro, Sept. 29.—Walter M. Roe-buck, who conducts the Inverlea grocery at Smith and Water Streets, is offering a particularly fine line of goods. He has some special bargains that he is announcing, and last Saturday to every purchaser he gave away a free bottle of extract of lemon. He is opening a new stock of goods and will only handle the very best.

**KEEP UP YOUR INSURANCE.**

Montreal, Sept. 28.—Insurance is one of the things a grocer must keep up. "A lapse in this regard," said a Westmount grocer, "may mean a big loss. A friend of mine, not, however, in the grocery business, but in its first cousin, the confectionery line, let his insurance lapse, and, of course, had to have a fire shortly afterward. It almost crippled him financially, and it was several years before he quite recovered."

**OPPOSITION TO NEW MANITOBA CORPORATION ACT.**

Winnipeg, September 27.—The continued examination of the Extra Provincial Corporation Act by the business men of Manitoba has tended to intensify the opposition to its coming into effect on November 1 next. Each organization, namely, the manufacturers' association, the Board of Trade and the brokerage association have appointed committees to investigate the details of the act with a view to discover its scope. They have done this quite thoroughly, having each secured legal advice upon its interpretation and having further discussed the measure with the provincial secretary who is in the main responsible for its appearance. The various committees have also discussed the act with several other members of

the cabinet and are quite prepared to submit reports to their respective associations.

The brokers' association committee has gone into the matter more thoroughly than any of the other enquirers and as a consequence the association has been hanging fire until this committee was ready. Some time this week, however, the brokers' association will hear the report of the committee, and should it be ratified then all the organizations will come together and call a public meeting, at which the conclusions of the committees will be aired.

The committees refuse to divulge anything regarding the nature of their reports, but it is known that their investigations have been thorough and the indignation keen, and little difficulty is anticipated in rousing public opinion against an enactment which according to their minds, legislates such a large volume of business away from this province.

**Unjust to Provincial Business.**

It has been made known that the provincial secretary has admitted that the act may be interpreted so as to be a severe injustice to the business of the province, but the interpretations which he puts upon it, and the interpretation which was meant to be put upon it when it was framed, does not in any way discriminate against extra provincial corporations doing business in this province through an agent or a broker. But according to the interpretation of the attorney general of the province it does aim at the outside corporations and the resident brokers also, for he says, "what I see that is objectionable in the act is the fact that resident brokers are discriminated against and encouragement given to commercial travelers which is absurd." It would seem then that the act was manifestly incongruous, but so long as there remains the slightest possibility of such an interpretation as the average business man puts into it, the associations referred to above, are prepared to fight it to the finish.

The deputy provincial secretary in discussing the measure stated recently that the act was simply a reproduction of the foreign corporation act which this act repeals. The only alteration made is that the new act provides that outside corporations cannot use the courts of the province if they are not incorporated within the province. Heretofore extra provincial corporations doing business here through the brokers had the same privileges as provincial corporations with respect to the courts, and this was considered an injustice.

**Should Not be Enforced.**

Granting that it has been in force for some time under another name, say the business men, it does not follow that it should continue, neither does it follow that because it is almost identical with the Ontario act, and very similar to the act in force in the western provinces, that it should be enforced in Manitoba. The deputy minister drew attention to the fact that the act was in force in British Columbia and that it was enforced, but that there was no complaint from B.C. brokers or the firms they represented, simply because, he said, a proper interpretation was put upon the act. Further, he said, no one can interpret the act as the business men of

Manitoba interpret it, and have it enforced without the consent of the government which reserves to itself the right of interpretation. These arguments throw the whole act into ridicule. It matters not how or where the act is enforced, or how long it has been in existence, no sane man in this province is going to stand idly by and see an act go through which may or may not throw into jeopardy the commercial life of the province. And the movement which is on foot at the present time will preserve at any cost the interests of this province and this country.

**BEET SUGAR IN ENGLAND.**

After several years' investigation, experts have pronounced the various projects to produce sugar from beets grown in England, particularly in Lincolnshire, entirely practicable. The chief obstacle has been the lack of government encouragement by way of exempting home-made sugar from the national tax on that commodity. The government has declined to take such action, on the ground that it would be inconsistent with the policy of free trade. However, the Lincolnshire promoters have now formed the Sugar Beet Syndicate of England. To the Lincolnshire farmers they propose that in consideration of a guaranty that 3,000 acres of land will be devoted 5 years to the growing of sugar beets they will build a sugar factory at Sleaford in that county. Half the required area has now been promised, and it is hoped that the factory may be built before next winter and the industry be in full operation next year. The farmer is offered \$3.52 per ton for his beets, and a market is guaranteed. The promoters are prominent and reputable residents of Lincolnshire.

A large meeting of farmers and other interested persons was recently held at Sleaford, when all phases of the subject were discussed. It appears from the remarks made that England imports annually nearly \$100,000,000 worth of sugar, more than half of it refined, and is, so one speaker thought, the only country which does not produce some quantity of sugar; and yet, he said, experiments proved that England could produce sugar beets as well as any other country in Europe. This statement was amplified by another speaker who testified that experiments showed the English beet to be superior to the German, containing 17.3 units of sugar against the German 15 units; that, in fact, the English beet contained a larger percentage of sugar than was required. It was also stated that some of the experimental crops yielded 20 tons to the acre, the average being about 18 tons.

The syndicate wishes to make the business co-operative, the beet growers to take shares. It is intended to make further proposals to the government, but if these fail it will not mean, the promoters declare, that the project will be abandoned.

**TRADE NOTES.**

Lawson & Baker, grocers at Grand Forks, B.C., have dissolved.

A. Dagenais' grocery store at Tetraultville, was burned last week. There was some insurance.



## Notes From the Maritime Provinces and Quebec

**Large Apple Shipment From Halifax to Old Country — Fresh Meat and Provisions Prices Soar High in Eastern Canada—Maritime Trade Greatly Improved.**

**HALIFAX.**

September 25.—The grocery business throughout the province is reported to be in a very satisfactory condition. Collections are improving, and the outlook generally is good. Prices are firm and some advances are noted since last report. The principal changes are: Sugar up 10c; lard,  $\frac{1}{2}$ c; hams and bacon, 1c per lb.; and cheese  $\frac{1}{2}$ c per lb.

Jobbers expect many of their customers to visit Halifax during the exhibition to be held in this city, and a number of the travelers will come in off the road to show them around. Many of the dealers combine business with pleasure during the fair, and it is expected that many of them will come this year.

The quantity of fruit that the dealers are handling this year is enormous, some of them turning over in one day on small lots as much as \$500 worth. Pears are in abundance and are selling very low. Apples are in good demand, and all the fruit marketed so far finds a ready sale. No. 1 Gravensteins are selling at \$3 per barrel. The fruit business this season is expected to be a record-breaker. Already large shipments are being made to London. One steamer sailed from here this week for Liverpool, taking 10,000 bbls. This is a very large shipment for the opening of the season. From now on they will continue to become heavier.

Eggs are in fair demand, with the price unchanged, at 27c. Butter is in fairly good supply, the choicest dairy in tubs selling at about 23c. Some of the dealers have advices of large shipments coming later in the season.

The continued strong advances in U. S. provisions has been a surprise all this season to the trade generally. Wholesale dealers have been importing pork only for hand-to-mouth quantities, for fear of a break in the high prices, but, contrary to their expectations, prices continued to steadily advance. In January, 1908, United States clear pork was quoted by the packing houses at \$16. In December of the same year it was \$20. In May, 1909, it was \$18. Since then it has been steadily advancing, till to-day the packers' price is \$23.50, which means \$28 landed here duty paid. The same strong advances apply to all grades of pork.

Lard has pursued the same course. Swift's leaf lard in pails, which, in 1908, cost 12 $\frac{3}{4}$ c to import, cost 13 $\frac{3}{4}$ c in May of this year, while to-day will cost 15 $\frac{3}{4}$ c landed here duty paid.

United States plate beef, which did not follow the strong advance in pork, has now begun to advance rapidly. Prices having gone up from 50c to \$1 and \$1.50 per barrel, according to the packer, that is to say, that some packers have advanced more than others,

but the situation is very strong. Some lines have been advanced by the packing houses a clear \$1 a barrel, while other popular brands, largely used in this market, have been advanced so much higher as to prohibit the importation. To import good plate beef from the United States would cost about \$16.25 a barrel duty paid, and if one can believe the reports from different sources, prices will be much higher in the near future. In the matter of Canadian beef there has not been any quantity to speak of brought into this market for some time, owing to the scarcity. It seems that our packers have not been able to get sufficient cattle.

**ST. JOHN.**

September 29.—Although business generally has been rather slack during the past few weeks the general opinion is that it has been a very good year thus far. The majority of the merchants report that trade has been better than up to this time last year.

Crop reports continue of a satisfactory nature. Potatoes are plentiful and except in some districts where rust is reported the quality has been very good. In some of the earlier shipments there has been complaint that many tubers affected with rot were shipped along with the good ones. In consequence the shippers have been imploring the farmers to keep them in the ground a little longer until they thoroughly mature and they also refuse to accept the shipment of any that have not been properly sorted. There is a great quantity of first class stock along the St. John valley and the shippers are determined that no more inferior grades will be loaded on cars. Owing to the glutted markets of the cities, dealers have ceased buying until the situation is relieved. Shipments to the Cuban market have been good.

The Elder-Demoster line steamer Bornu, which sailed from here last week took away 5,000 barrels of potatoes and also a large quantity of dried fish.

Oats have been a bounteous crop this

year and are selling in Carleton county at 35 to 40 cents a bushel. The hay crop has been below the average.

In the local market Manitoba flour has dropped 30 cents a barrel, present quotations being \$6.45 to \$6.50. Ontario's are unchanged at \$5.65 to \$5.70 for medium patents and \$5.75 to \$5.80 for full patents. The scarcity of canned peas is causing some of the dealers uneasiness, as they have scarcely enough to fill their orders. Quotations range from \$1 to \$1.50 a dozen. One dealer received an order last week from a firm in Halifax for 200 cases but was unable to fill it. Roll butter has advanced two cents a pound and is now selling at 22 to 24 cents, with choice tub butter 20 to 23 cents.

Moose and deer meat has been coming in plentifully during the past week and is selling very cheap. Moose is quoted at 5 cents wholesale and deer at 4 to 5 cents a pound.

The price of salt pork is now higher than at any time within the recollection of the dealers here. It is selling at \$24 a barrel in Chicago, which is a phenomenally high figure. The nearest approach to it was in 1892 when Cudahy cornered the market and it went to \$21.80, but only for a short time, as there was a big slump when the corner broke. The price now ranges from \$27 to \$30 a barrel in the local market.

The Royal Commission appointed to investigate and report upon the measures that may be taken for the promotion of closer trade relations and for the development of mutual trading facilities between Canada and the British West Indies, will meet here this week. The Board of Trade will tender the visitors a dinner at the Union Club.

The grocery store of J. B. Robinson, at St. Stephen, was broken into on Friday last and a small amount of money was stolen.

The exhibition at Fredericton which closed on Thursday last was very successful. The total attendance for the ten days was 30,016. This week the Charlotte County Agricultural Society is holding a fair at St. Stephen. Governor Tweedie and Premier Hazen officiated at the opening.

Frank Vanwart who is associated in the grocery business with his father at Fredericton is to be married shortly.

E. A. Smith, of the Smith Brokerage Co., returned last week from a business trip to England. D. J. Purdy, ex-M. P.P., the north end grocer, also arrived home last week after an extended trip to the Pacific coast.

## Interesting Trade Items Gathered in Ontario

**Buying Apples in Chatham District for Northwest Markets—  
New Pork Factory at Leamington—Heinz Company to Enlarge  
—Bracebridge Grocers to Drop Saturday Night Deliveries.**

**CHATHAM.**

September 27.—Thos. M. French and Richard Steen, apple buyers, report that they have purchased 3,000 barrels of apples for shipment in this section and that they can find a ready market for all they can secure. Apples are a very fair crop in this vicinity, while further north, in the Lake Huron section, they are ex-

cellent. The chief difficulty in this section is that orchards have been neglected. There is a growing demand for good apples from the Northwest.

The business outlook in this vicinity is very good. While crops in some sections are rather short, high prices are anticipated, so that the farmers this winter should be well supplied with



# Hygeian Brand Canned Goods

THIRD SEASON

Our Hygeian (Good Health) Brand of Canned Goods is intended to meet the wants of the consumers who desire "Perfection" in quality.



---

Our Hygeian (Good Health) Brand of Canned Goods is intended to meet the wants of the consumers who desire "Perfection" in quality and who are prejudiced against goods in tins. "Hygeian" Brand Goods are packed in Gold Lined Tins, which make them equal to glass, with the advantage that there is no danger of breakage. We guarantee our "Hygeian" Canned Goods to be equal to the choicest home made.

---

PACKED BY

**CANADIAN CANNERS**  
LIMITED

Head Offices: Hamilton, Canada

money. In the city there are very few unemployed at the present moment, and the various industries are running steadily.

The prospect is that egg prices this winter will be exceptionally high. The present price is 22c, and there is every indication of a real scarcity behind these high figures.

John Hales, the oldest established butcher in Chatham, is selling out. His business is being purchased by Mr. Kennedy, of Dover, who will take possession Nov. 1. The deal was put through Saturday. Mr. Hales has been in the business thirty-three years.

O'Flynn & Burgess, grocers, of Wallaceburg, have installed a McCaskey account register to facilitate bookkeeping. Another improvement is the lighting of the store, with Tungsten lights, recently installed.

Horace Brown, lately associated with Jas. S. Proal, in the pork-packing business at Leamington, has purchased his partner's interest. Mr. Proal will return to his former home in Oxford, Mich. Under the management of Mr. Brown the capacity of the factory will be enlarged, and a wholesale and retail department added. New premises have been already secured.

Leamington will have another pork-packing factory in the near future. H. Rymal, for some time past in the butcher business there, was in negotiation with Proal & Brown for the purchase of their business. The negotiations having fallen through, Mr. Rymal announces that he will set up in business for himself.

H. J. Heinz, of the H. J. Heinz Co., recently visited the Leamington factory. It is understood that the factory will be enlarged next season, with the possible addition of a plant for making vinegar.

**ST. CATHARINES.**

September 29.—W. J. Parks is having a store remodeled on Ontario St., putting in an up-to-date front. He will be leaving his present stand in a few weeks.

Wm. J. Welsh returned to the city a few days ago, having spent the last two years in the vicinity of Edmonton, Alta. He is back with Welsh & Co., the Ontario Street grocers.

W. A. Sherwood has been spending a few days' holidays with his brother near Tillsonburg.

**TORONTO.**

September 29.—Andrew S. Leekie took possession of one of the stores in the new block 1272 Yonge St., which he has fitted up and filled with fresh groceries and will be a strong competitor in that part of the city.

"Home Sweet Home"—Daniel Robinson is again back in his old stand, 49 Davenport Rd., where he was in business years ago, but during the last four years was station master at one of the Northwest railway places. He is pretty well up in years and has concluded to spend

the rest of his life in the city of his home, doing a nice business with his old friends, who no doubt are glad to see him back.

I. A. Rice, 1212 Yonge St., has bought Williams Bros.' stock and added it to his own. He employs three clerks and keeps them all hustling.

Gibb Bros., 1174 Yonge St., keep everything up to date and naturally do a large trade. Good service is the watchword all over. Price cutting belongs to those who are rapidly getting ready to go out of business.

Charles Page, 1154 Yonge St., is one of those happy going fellows, who has never a kink to make, and everything comes his way. He holds no monopoly or a patent on it, and therefore others can use it without infringing on his right.

B. S. McMurtry, 1146, is another of the north Yonge St. "bunch," who take care that no one in that part of the city suffer for want of groceries.

"Rosedale Grocery," 1064 Yonge St., is making a lively race for its share of the trade, and it is getting there.

I. W. Island, 262 Dundas Street, to put it in his own language, is

"losing his main guy," C. G. Trollope, who has been his head clerk for some time. Mr. Trollope has secured the position of city traveler for "Groceries, Limited."

MacKeon Bros., 349 Dundas St., bought out J. O. Strong, and are doing well.

D. McEachern, 934 Bloor West, who had sold his business to C. E. Hubbs a few months ago, has bought it back again, and is again at his old post, serving his customers with first class goods and renewing his old acquaintances. Nothing like "home, sweet home."

**BRACEBRIDGE.**

September 28.—Wednesday, Thursday and Friday last week our annual fair was held. The grocers more than others always prepare for the rush, especially Friday, and consequently stores of this kind had hundreds of baskets of fruit to dispose of. One grocer informed me that although Fair day was not up to last year, in cash sales, the Saturday following equalled the day before in trade and helped to clean out the enormous stock of fruit on hand.

The grocers expect the cutting off of the Saturday night delivery will come into effect the first week in November. May other towns follow this good example.

**Current Business Happenings in Western Canada**

**Winnipeg to Have Largest Flour Mill in British Empire—Annual Meeting B. C. Retail Grocers' Assn. at Victoria — High Priced Eggs at the Coast—Large Cannery to be Built on Skeena River.**

**VANCOUVER.**

Sept. 25.—This week marks the upward trend of prices of eggs, lard, ham and bacon. Select eastern eggs are jobbing at 32c, which is a rise of 2c. A short time ago, sellers offered grocers certain amounts at 30 cents, if orders were put in then, and those who did so will still be able to retail at 35c, with a fair profit. Three cents on the retail price is a close margin, but it means either that or charging more than other grocers. Local eggs retail at 55c, the wholesale price being 46c and 47c.

Hog products have gone up. Swift's premium bacon, quoted previously at 25c and 26c, is now jobbed at 27½c. Griffin's has raised from 18c and 19c to 21c and 22c. Hams are three cents higher, being 21c. Lard has made half a cent an advance, being 17c for threes, fives and tens, composition being half a cent less.

Wholesale grocers are joining in the effort being made by Vancouver merchants to secure a reduction on freight rates to western Alberta points. At present, there is about 30 per cent. of an advantage to Winnipeg, with the result that this handicap prevents Vancouver from securing trade in Alberta, which would otherwise come this way. A committee of the Vancouver Board of Trade is steadily working on the matter, and

if there is any possible way of attaining their end it will be accomplished.

At the meeting of the B. C. Retail Grocers' Association this week, the following officers were elected: President, Fred. W. Welch, Vancouver; Vice-president, E. J. Wall, Victoria; Secretary, for Vancouver Island, T. H. Futeher, Victoria; Secretary for the mainland, R. D. Dinning, Vancouver; Directors, H. O. Kirkham and T. Redding, Victoria; F. McDowell, W. Clark and W. J. Andrews, Vancouver; legislative committee, the president, J. T. McDonald, Geo. Hobson and T. H. Futeher.

The grocer who sells the best product and tries to secure trade by honest efforts, will welcome action on the part of the Alberta Government to stop the use of labels on butter that does not come from Alberta. In this city, a dealer told The Grocer, butter is put up under the label, "Alberta Government creamery butter," that never saw Alberta. The Alberta Government creamery butter is a good article, and consequently its reputation is being tampered with. The butter is secured at a cheaper price, put up in bricks and wrapped here, the labels, presumably, being printed here also.

Wallace Bros., who for a number of years have had a cannery at Claxton,

near the m erect this v packing est some time, in the bus halibut fo United Sta ness has n a plant w million dol mon and h outside ca Vancouver tention.

W. Crav Coldstream Agur, of 1 Minister o low, prese Thomas S C.P.R., wh They dise Sir Thoma would give tion. He company a hibit to th This will be in cha over last y minister c charge of the Toron Prof. P of fish in capacity, m wealth of is unexam shoals of that the ir er attenti

Manage Kamloops Ont., whe family. I of his par Salmon of the in which ter not been was not fish had were not caught, a helped to conditions aggregate much iner

Sugar, standa granulated, Val. raisins, 11 Cal. Prunes, Currants, Dried apricot Flour, Standau 100 lbs. Cornmeal, p. 1 lbs. Beans, per lb. Rice, per ton.

Sept. 2 tion of I umbia wa 21, and w



near the mouth of the Skeena river, will erect this winter one of the largest fish-packing establishments in the world. For some time, they have been experimenting in the business of freezing salmon and halibut for shipment in casks to eastern United States and Europe, and the business has now increased so greatly that a plant will be erected to cost half a million dollars. A large amount of salmon and halibut will be handled. Some outside capital, including some from Vancouver, will be utilized in the extension.

W. Crawley Ricardo, manager of the Coldstream ranch at Vernon and R. H. Agur, of Summerland, were with the Minister of Agriculture, Hon. R. G. Tatlow, present at a conference with Sir Thomas Shaughnessy, president of the C.P.R., who is on the coast this week. They discussed the fruit situation, and Sir Thomas promised that the company would give the growers every consideration. He stated his willingness of the company again taking the provincial exhibit to the Old Country free of charge. This will leave on October 22, and will be in charge of W. E. Scott, who was over last year with R. M. Palmer, deputy minister of agriculture. Mr. Scott had charge of the display of the province at the Toronto Exhibition this year.

Prof. Prince, who has made a study of fish in British Columbia waters in his capacity of Dominion Fisheries Commissioner, makes the statement that the wealth of herring in Nanaimo harbor is unexampled in the world. The dense shoals of herring were phenomenal, and that the industry has not attracted greater attention is remarkable.

Manager Wilson, of the Cash Grocery, Kamloops, has returned from Kingston, Ont., where he went to bring out his family. He also brought out the family of his partner, Mr. Davis.

Salmon fishing since the resumption of the industry after the close season, which terminated on the 15th instant, has not been satisfactory. Adequate labor was not available, with the result that fish had to be refused. The sockeyes were not very plentiful, but cohoes were caught, and both together would have helped to increase the pack materially if conditions were favorable. As it is, the aggregate number of cases will not be much increased.

Sugar, standard	0 03	Tapioca, per lb.	0 03
granulated	6 00	Evaporated	
Val. raisins, lb.	0 05	apples	0 08
Cal. "	0 06	Butter, per lb.	0 28
Prunes	0 52 0 07	Cheese, per lb.	0 15
Currants	0 06 0 07	Canned Goods—	
Dried apricots	0 11 0 13	Peas	1 00
Flour, Standard,		Tomatoes	1 32
bbd.	7 10	Corn	1 10
p. 100		Apples	3 42
lbs.	2 60	Strawberries	2 15
Beans, per lb.	0 03 0 04	Raspberries	1 65
Rice, per ton	68 00 76 00		

VICTORIA.

Sept. 22.—The second annual convention of Retail Grocers' of British Columbia was held at Victoria, Sept 20 and 21, and was well attended. The proceed-

ings were interesting; important subjects were discussed; and much benefit is anticipated from the interchange of views and resolutions adopted. Unfortunately the secretary for the Island, T. S. Fitcher was taken ill about a fortnight since, and was unable to leave his room or take any part in the proceedings. H. Kirkham was asked to take the duties pro tem, and he was assisted by other willing workers who made the meeting a complete success.

Thanks of all are due to President F. Carne and Directors, T. Redding and E. J. Wall the local members of the B. C. Association.

CALGARY.

September 25.—Alberta is being favored with bright weather, which has enabled the farmers to complete harvesting under perfect climatic conditions. The yield will in all probability much exceed earlier estimates. Prices are satisfactory, so there appears to be no cause for complaint of any kind. Owing to the splendid crops and to the fine wheat lands still obtainable at moderate prices, the rush of settlement goes unabated.

Produce of all kinds commands the best prices at all times. The moment there is an excess of any farm produce locally, the B. C. markets are always accessible. Owing to the immense crops of barley and oats this year it is likely that much stock-feeding will be carried on the coming winter. At present live hogs are worth 8c per lb.

The grocery trade continues very satisfactory. Wholesale houses are making large shipments to country points. Locally business is good, prices are gradually firming up on many staples. Canned peas are already becoming scarce, it is freely admitted that the pack will be short of the season's requirements. Canned goods generally are firm, the early buyers were the fortunate ones.

Recent advices from the coast report a fairly satisfactory run of late sockeye and Cohoe salmon. It is thought that the Fraser river pack may yet reach 600,000 cases of sockeyes.

California dried fruits are firmer in tone; large prunes are commanding attention from European buyers, consequently prices have advanced from 1½c to 1c per lb., on Santa Claras 30/40's. Apricots are well cleaned up and stocks remaining will likely command a good figure. Peaches at to-day's asking price looks like good buying.

A. Hutchison, of the St. Lawrence Starch Co., paid Calgary a visit during the week, together with his wife and daughter. He left last night for Banff, Vancouver, and will visit San Francisco before returning to Toronto.

CALGARY MARKETS.

Sugars—	
B. C. granulated	5 64
Raymond, beet	5 35
Icing sugar, in boxes	7 10
Powdered sugar, in boxes	7 10
Lump sugar, in boxes	7 10
Raisins—	
Valencia, layers, 28 lb. box	2 40
California, 3-crown muscatels, per lb.	0 06
" 12 oz. choice seeded, per pkg.	0 07
" 16 " "	0 07
" S.C. prunes, 90-100, per lb.	0 05
" (½c rise on a size).	
" S.C. prunes, 30-40, per lb.	0 10

Currants, fine Filiatras, per lb.	0 08
Cal. evap. peaches, choice, in 25 lb. bxs.	0 07
Cal. evap. apricots	0 13
Cal. evap. dates, bulk, Hallowee, per lb.	0 07
Pure maple sugar, per box 4½-lb. cakes	4 00
Rolled oats, B. & K. brand, 80's.	3 00
Flour, Hungarian, per 98 lb. sack	3 40
" Economy	3 15
" S. Bakers	2 65
Cornmeal, yellow, per 98 lb. sack	2 40
" 10-10's	2 65
Beans, Canadian, hand picked, per bush	3 00
" California, limas, per lb.	0 06
" pinks, per lb.	0 06
" Bayos, per lb.	0 06
Rice, Japan	0 04
Tapioca	0 05
Evap. apples	0 10
Butter, Alberta creamery	0 24
" dairy, No. 1	0 20
Cheese, Alberta	0 14
" Ontario, large	0 15
" twins	0 15
Eggs, fresh gathered, per case of 30 dozen	7 50
Pork, prime Alberta s.c., per brl.	22 50
" per ½ brl.	12 00
Canned Goods—	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz.	7 00
" cohoes, 1 lb. tall, 4 dozen	5 25
" pinks, 1 lb. tall, 4 dozen	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 90
Corn, in case, 2 dozen	2 40
Apples, per case 1 doz. gallon	2 00
Strawberries, per case 2 doz. gallon	4 50
Raspberries, per case 2 doz.	4 50

WINNIPEG.

Sept. 30.—According to an official report, the Ogilvie mills will double the capacity of the Winnipeg mill. This will make it the biggest mill in the British Empire, with a capacity of 8,000 barrels per day. The present mill was built in 1881, with a capacity of 1,800 barrels, and enlarged at different times until its present capacity of 4,000 barrels per day. This year the elevator capacity of the mill was increased by 300,000 bushels.

R. Simpson, president of the Guelph Board of Trade, and also president of the Simpson Wholesale Grocery Co., Guelph, passed through the city a few days ago on his way to the coast. While in Winnipeg he spent a few hours calling on the local wholesale houses, and introduced himself in the office of The Canadian Grocer. Mr. Simpson will return in a few weeks, visiting on his way the Seattle Exposition.

The Minneapolis flour mills, which grind considerable quantities of Western Canada wheat, will be influenced to handle more of the Canadian product by the new Payne Tariff Act. Heretofore millers were compelled to export the entire product, including flour and by-products, of imported wheat, and this was almost unworkable. The new Act provides that the by-products may be used for home consumption. As a consequence much of the wheat which would have moved east to Fort William from Winnipeg, will move south to Minneapolis.

George Nicholson, who for some time has been in the employ of A. Hendry, of this city, has been engaged as chief clerk in the store of Dunn & MacDonald.

W. E. McCrea, a clerk in the employ of W. H. Stone & Co., returned a few days ago from a tour in Ontario. He is very much delighted with his holiday, having visited the cities of Ottawa, Belleville and Toronto, in which latter city he visited the exhibition.

T. H. Grant, of the West End Grocery store staff, New Westminster, has been appointed manager of T. S. Annandale's grocery store at the same place.

# Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

## QUEBEC MARKETS

### POINTERS.

Flour—20c lower. Another drop probable.  
Peppers—Firm at the advance.  
Provisions—Pork and lard high.  
Sugar—Firm.

Montreal, Sept 30.

An interesting situation has developed in the flour market. Ontario millers have been cutting prices in the Maritime Provinces, and, in order to compete, Quebec millers have to meet them. A cut in the east of 30c has been made, while here the cut has been 20c per bbl. in all lines. This was a necessary reduction in sympathy with the Maritime situation. It looks as if prices would go still lower.

Fish are very plentiful and the demand is good. The close season for brook trout begins to-morrow, October 1, but at present they are plentiful at 22c.

The sudden rise of two cents in both lines of peppers last week has not yet been satisfactorily explained. Some dealers say prices have been too low, and it was only to be expected. Others that speculators have bought up the visible supply. One thing is sure, if present prices hold, and they seem firm, there will be considerable difficulty in filling contracts.

Porks and lard are high this week, and will, in all probability, go higher. A scarcity of good hogs is the cause. It was a natural outcome of the situation.

Sugar is very firm this week and trade is somewhat quiet. The reason for this is the higher price for the past two weeks. No immediate changes in price are expected.

SUGAR—Sugar remains firm at present prices. No change is expected in the near future. Sales are slightly better than last week.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 60
" " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" " 50 lb. "	5 60
" " 25 lb. "	5 80
" " 5 lb. cartons, each	0 35
Extra ground, bbls.	5 15
" " 50 lb. boxes	5 35
" " 25 lb. boxes	5 55
Powdered, bbls.	4 95
" " 50 lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30
Bbls. granulated and yellow may be had at 5c above bag prices.	

TEA—Demand is more in evidence, but very little tea to be had. Some is due soon, however, and will probably be taken up eagerly. The market continues strong.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans	0 30	0 35
" Fine	0 25	0 28
" Medium	0 22	0 25
" Good common	0 20	0 22
" Common	0 20	0 22

Ceylon—Broken Orange Pekoe	0 21	0 40
" Pekoe	0 20	0 22
" Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
" Hyson	0 20	0 22
" Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " " " pea leaf	0 20	0 20
" " " " pinhead	0 30	0 20

COFFEE—Market quiet. No changes in price.

Mocha	0 18 1/2	0 25
Rio, No. 7	0 20	0 11
Santos	0 12	0 15

DRIED FRUITS—California fruits are now showing considerable advance over lowest prices, particularly in apricots and peaches, purchasers having almost exhausted the crop. Valencia raisins remain steady at last quotations, while Sultanias are slightly easier. Currants have strengthened and shippers are now asking an advance on recent quotations. Almonds and nuts of all kinds show no change. Heavy purchases of walnuts have been made for shipment via Havre, at reasonable prices, and shippers now are disinclined to contract for further supplies by that route, except at an advance. Reports from Smyrna quote figs somewhat higher. Dates, first tide London shipment, are expected to reach here early in December at very reasonable prices.

Currants, fine filigras, per lb.	0 07 1/2	0 05 1/2
" Patras, per lb.	0 07 1/2	0 08
" Vostizias, per lb.	0 08	0 09
Dates		
Hallowes, per lb.	0 04	0 05
Sors, per lb.	0 04	0 05
Raisins		
Australian, per lb. (to arrive)	0 08 1/2	0 09
California, choice seeded, 1 lb. pkgs.	0 06 1/2	0 07 1/2
" fancy seeded, 1 lb. pkgs.	0 07 1/2	0 08
" loose muscatsels, 3-crown, per lb.	0 07 1/2	0 08
" " " 4-crown, per lb.	0 08 1/2	0 09
" sultana, per lb.	0 07 1/2	0 08
Valencia, fine off stalk, per lb.	0 05 1/2	0 06 1/2
" select, per lb.	0 06 1/2	0 07 1/2
" 4-crown layers, per lb.	0 06 1/2	0 07 1/2

SPICES—Since the unexpected rise of peppers last week there has been little change. Prices are firm at the rise. Spice dealers are still in the dark as to the reason for it.

Peppers, black	0 16	0 22
" white	0 22	0 29
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
All-spice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—Prices are the same. Demand continues fair for both rice and tapioca.

Rice, grade B, bags, 250 pounds	2 95	
" " " 100 "	2 95	
" " " 50 "	2 95	
" " " pockets 25 pounds	3 05	
" " " 1/2 pockets, 12 1/2 pounds	3 15	
" " " grade c/c, 250 pounds	2 85	
" " " 100 "	2 85	
" " " 50 "	2 85	
" " " pockets, 25 pounds	2 95	
" " " 1/2 pockets, 12 1/2 pounds	3 05	
Tapioca, medium pearl	0 04 1/2	0 04 1/2

BEANS AND PEAS—A lower market is expected. Buyers are holding off. Austrian beans are offering at \$1.85. No local stock is as yet available for immediate delivery.

Ontario prime pea beans, bushel	1 70	1 75
Peas, boiling, bushel	1 10	1 10

EVAPORATED APPLES—At present the only activity in the market is the booking of orders for November delivery, at prices from 8c to 8 1/2c.

Evaporated apples, prime	0 08	0 08 1/2
--------------------------	------	----------

MAPLE PRODUCTS—No changes are likely for some time to come.

Compound maple syrup, per lb.	0 04 1/2	0 05
Pure Townships sugar, per lb.	0 07	0 08
Pure syrup, 8 1/2 lb. tin	0 60	0 65 1/2
" " 10 1/2 lb. tin	0 70	0 75

## CANNED GOODS

Montreal.—Peas will be short this season. Other lines will, in all probability, have a full pack. The market for vegetables is brisk. The bareness of the dried California fruit market is a great help to the sale of canned fruits, which would otherwise be very slow.

Peas, standard, doz.	\$.95	\$1.02 1/2
Peas, early June, doz.	1.00	1.07 1/2
Peas, sweet wrinkled, doz.	1.07 1/2	1.12 1/2
Peas, extra sifted, doz.	1.52 1/2	1.60
Peas, gallons	3.87 1/2	3.92 1/2
Beans, doz.	.75	.77 1/2
Corn, doz.	.75	.77 1/2
Tomatoes, doz. (Ontario and Quebec)	.82 1/2	.85
Strawberries, doz.	1.37 1/2	1.40
Raspberries, 2's, doz.	1.75	1.75
Peaches, 2's, doz.	1.65	1.65
Peaches, 3's, doz.	2.65	2.65
Pears, 2's, doz.	1.60	1.60
Pears, 3's, doz.	2.30	2.30
Plums, Greengage doz.	1.50	1.55
Plums, Lombard, doz.	.95	1.00
Lawtonberries, 2's, doz.	1.60	1.60

Clover Leaf and Horseshoe brands salmon:

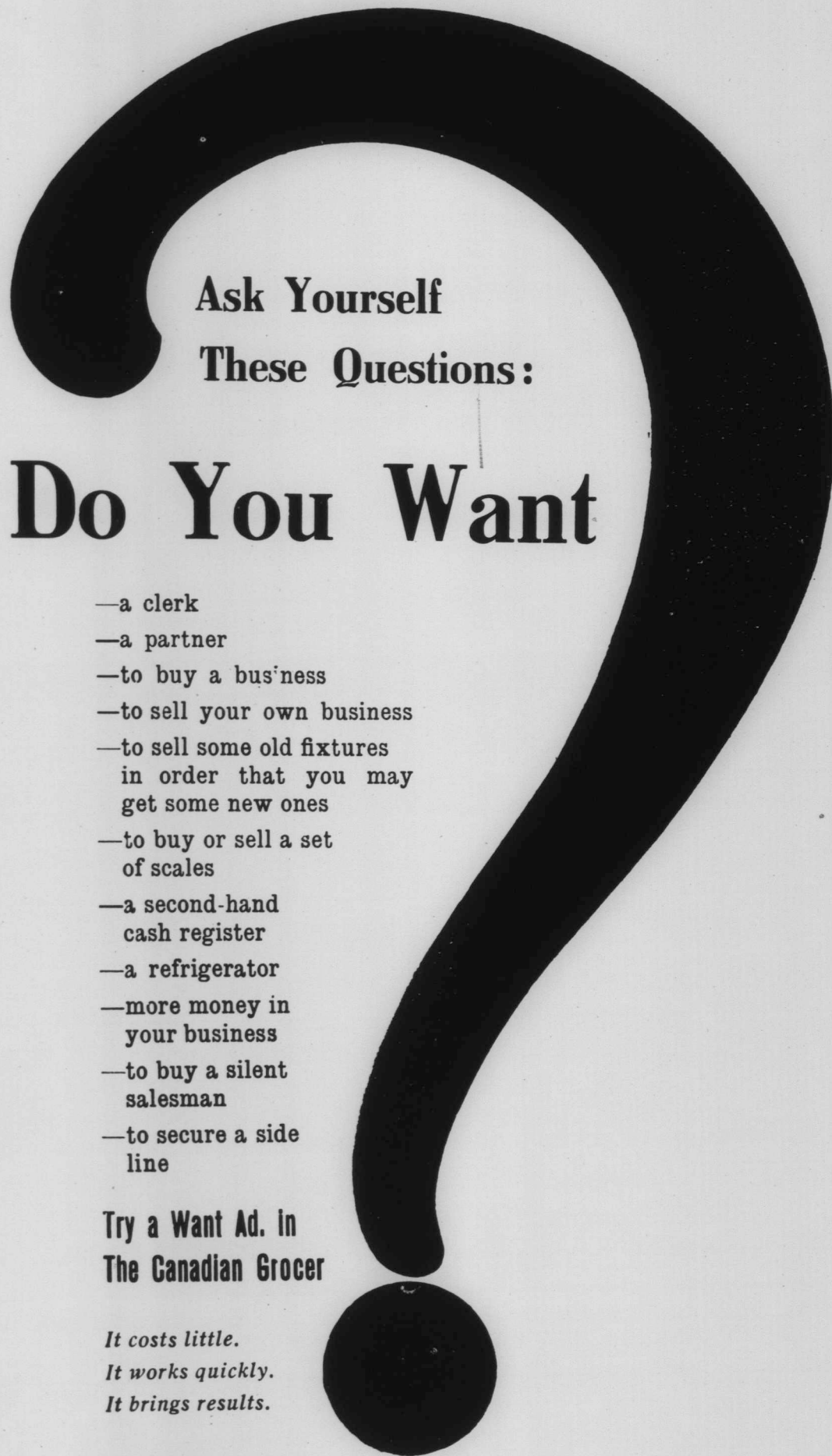
1 lb. talls, per doz.	1.87 1/2	1.87 1/2
1/2 lb. flats, per doz.	1.30	1.30
1 lb. flats, per doz.	2.02 1/2	2.02 1/2

Other salmon:  
Humpbacks, doz. \$ .95 \$1.00  
Cohoos, doz. 1.35 1.40  
Red Spring, doz. 1.60 1.55  
Red Soekeye, doz. 1.85 2.00

TORONTO—The canned goods situation is still unsettled, with a good deal of surmising as to what will be the outcome at the end of the season. Peas on account of their short pack are sold and in some cases rebought at an advance. The corn also is not a full pack compared with other years. The packing of tomatoes is still going on, and if there is no frost for a few weeks longer, the tomato pack will be all that could be desired. No one will admit that there is any change in prices, but on the quiet, sales are effected at prices slightly varying from the quotation.

Beans	\$.75	.80
Corn	.75	.80
Peas	1.00	1.40
Tomatoes, 3's	.82 1/2	.85
Strawberries, 2's	1.32 1/2	1.37 1/2





Ask Yourself  
These Questions:

# Do You Want

- a clerk
- a partner
- to buy a business
- to sell your own business
- to sell some old fixtures  
in order that you may  
get some new ones
- to buy or sell a set  
of scales
- a second-hand  
cash register
- a refrigerator
- more money in  
your business
- to buy a silent  
salesman
- to secure a side  
line

**Try a Want Ad. in  
The Canadian Grocer**

*It costs little.  
It works quickly.  
It brings results.*

otes

present  
is the  
deliv.

08 0.08  
ges are

4 0.05  
7 0.08  
9 0.05  
0 0.15

is sea  
bility.  
vege-  
e dried  
t help  
would

1.02 1/2  
1.07 1/2  
1.12 1/2  
1.60  
3.92 1/2  
.77 1/2  
.77 1/2

.85  
1.40  
1.75  
1.65  
2.65  
1.60  
2.30  
1.55  
1.00  
1.60

brands

1.87 1/2  
1.30  
2.02 1/2

\$1.00  
1.40  
1.55  
2.00

situa-  
eal of  
out-  
as on  
d and  
e. The  
pared  
f to-  
ere is  
ie to-  
e de-  
re is  
quiet.  
vary-

.80  
.80  
.40  
.85  
.37 1/2

THE CANADIAN GROCER

Raspberries, 2's	1.60	1.65
Peaches	1.55	1.55
Lawtonberries	1.50	1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90
Clover Leaf and Horseshoe brands		
1 lb. talls per doz.	1.75	1.75
1/2 lb. flats per doz.	1.15	1.15
1 lb. flats per doz.	2.00	2.00
Other salmon prices are:		
Humpbacks, per doz.	.95	1.00
Cohoos, per doz.	1.40	1.50
Red Spring, per doz.	1.55	1.65
Red Sockeye, per doz.	1.55	1.65

ONTARIO MARKETS

POINTERS—

- Evaporated Apples—Firm.
- Beans—New Crop Expected.
- Tea—Ceylon Tea Crop Short.
- Peel—New Arrivals.

Toronto, September 30.

The wholesale trade is fairly active. Sugar, to meet the wants for taking care of the large crop of fruit, is still the largest part of their trade. This is just before a great many lines of new goods are expected to arrive and, therefore, the real fall trade has not yet commenced. Raisins, prunes, apricots, etc., will be in by the middle of October.

**SUGAR**—The tone of the sugar market is firm, but no change in prices is noted. The demand is still heavy on sugar for preserving purposes.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " " 1/2 barrels	5 60
" " " " 100 lb. boxes	5 70
" " " " 50 lb. boxes	5 80
" " " " 25 lb. boxes	6 00
" " " " cases, 20-5 boxes	6 55
Paris lumps, in 50-lb. boxes	7 55
" " " " in 100-lb. "	5 80
" " " " in 25-lb. "	6 00
Red Seal	7 25
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 "	4 45
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

**SYRUP AND MOLASSES**—These lines are still quiet. Molasses is not only slow in winter, but dealers now find that to meet the convenience of grocers it also must be done up in packages instead of selling it in barrels to be re-tailed by the measure.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 50	
5 " " " "	2 85	
10 " " " "	2 75	
20 " " " "	2 70	
Barrels	0 03 1/2	
Half barrels	0 03 1/2	
Quarter "	0 03 1/2	
Pails, 3 1/2 lbs. each	1 80	
" " 2 1/2 "	1 30	
Maple Syrup—		
Gallons, 5 to case	4 80	
" " 12 "	5 40	
Quarts, 24 "	5 40	
Pints, 24 "	3 00	
Molasses—		
New Orleans, medium	0 31	0 33
" " bbls.	0 29	0 31
Barbadoes, extra fancy	0 45	0 45
Porto Rico	0 45	0 62

**DRIED FRUITS**—With the exception of several small shipments of Valencia raisins, there is nothing new on the mar-

ket, and the old stock is very low and is not much called for. There are, however, some new peels, which have just arrived and are of excellent quality.

Prunes—		Per lb.
30 to 40, in 25-lb. boxes	0 10 1/2	
40 to 50 " "	0 09	
50 to 60 " "	0 08	
60 to 70 " "	0 07 1/2	
70 to 80 " "	0 07	
80 to 90 " "	0 06 1/2	
90 to 100 " "	0 06	
Same fruit in 50-lb. boxes 1 cent less.		
Apricots—		
Standard	0 13 1/2	
Choice, 25 lb boxes	0 14 1/2	
Fancy, " "	0 15	
Candied and Drained Peels—		
Lemon	0 09	0 11
Orange	0 09 1/2	0 11
Figs		
Elemes, per lb.	0 08	0 10
Tapnets, " "	0 03 1/2	0 04
Bag figs	0 03 1/2	0 04
Dried peaches	0 08	0 08 1/2
Dried apples	0 07 1/2	0 07 1/2
Currants		
Fine Filiatras	0 06 1/2	0 07
Patras	0 08	0 08 1/2
Uncleaned 1c less.		
Raisins—		
Sultana	0 05	0 05 1/2
" fancy	0 06	0 07
" extra fancy	0 08 1/2	0 09
Valencias	0 06	0 06 1/2
Valencias, new	0 07	0 07
Seeded, 1 lb packets, fancy	0 08	0 08
" " 16 oz. packets, choice	0 07 1/2	0 07 1/2
" " 12 oz.	0 06	0 06
Dates—		
Hallowees	0 05 1/2	0 08
Sairs	0 05	0 07 1/2
Fards choicest	0 12	0 13
" choice	0 15	0 17
Mariachio, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09

**TEA**—This year's crop of Ceylon tea is short, which together with other reasons makes the tea market very firm and from two to three cents higher per pound.

**COFFEE**—There is nothing special in the coffee line, more than the usual increase in business at the approach of cold weather.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Mariachio, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09

**RICE AND TAPIOCA**—The orders are fair for these goods, with the regular prices unchanged.

Rice, stand. B.	Per lb.	
Standard B. from mills, 500 lbs. or over, f.o.b. Montreal	0 03 1/2	
Rangoon	2 85	
Patna	0 03 1/2	0 03 1/2
Japan	0 05	0 05 1/2
Java	0 06	0 07
Carolina	0 10	0 11
Sago	0 05	0 06
Seed tapioca	0 05	0 05
Tapioca, medium pearl	0 04 1/2	0 04 1/2

**SPICES**—Peppers are firm and an advance of several cents is asked. The trade is active and sales are satisfactory.

Peppers, black, pure	0 14	0 17
" white, pure	0 20	0 25
" whole, black	0 16	0 16
" whole, white	0 23	0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Maer, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

**NUTS**—There is no call for nuts and they will not be in demand for some little time.

Almonds, Formigetta	0 12 1/2	
" Tarragona	0 11	
" shelled	0 28	0 30
Walnuts, Grenoble	0 13 1/2	
" Bordeaux	0 11	
" Marbots	0 11 1/2	
" shelled	0 23	0 26
Filberts	0 12	0 12 1/2
Peanuts	0 16	0 18
Brazils	0 15	0 15
Peanuts	0 10	0 12

**BEANS**—The old crop is fairly well cleaned out, and some new stock is ex-

pected within a few days. The price of the new stock has not yet been decided upon.

Beans, per bushel..... 2 25

**EVAPORATED APPLES**—Are very firm and orders are secured at an advance.

Evaporated apples..... 0 08 1/2

THE CLEAN STORE WINS TRADE.

Cleanliness and the general appearance of your store, both inside and outside, do much to determine the enthusiasm which will be shown toward your store. Clean windows; well-scrubbed floors; neatly painted counters, shelving and tables; surplus stock cleaned away from under tables—all these things help cultivate in your customers the feeling of wanting to trade with you. Helps to make them your customers.

Try to look at your store through the eyes of a customer. Is it attractive? Does it create in you the feeling of wanting to come in and buy? Small matter, you say. It may be, but just the same it's a mighty important link in the chain which should bind trade to you.

A CANADIAN COMPANY FORMED.

The Dominion Register Co., Ltd., has been formed to take over all patents and rights for Canada of the McCaskey Register Co., of Alliance, Ohio, who have for some time operated a factory at Hamilton. The success which has attended the McCaskey Register in Canada makes it necessary for the new company to open up an extensive factory in Toronto, to be located at 96 to 104 Spadina Avenue. It is gratifying to know that these registers are being made in Canada.

A. G. Ryley, president of the McCaskey Register Co., and also president of the Dominion Register Co., is a Canadian. H. B. Macdonald, of Toronto, has been appointed managing director of the latter company.

PERSONAL.

Norman Jones, of the Park Grocery, Galt, was married on Sept. 27, to Miss O. Ludwig, of Preston.

IT IS A GREAT HELP.

Brougham, Sept. 24, 1909.  
The MacLean Pub. Co.,  
Toronto.

I have just been in business for myself a little over two years, and I find The Grocer a great help to me. It is not a new paper to me, as one of my former employers used to take it, and it was then, as it is now, eagerly looked for each week.

GEO. PHILIP,  
General Merchant.



WHEN YOU SELL

## **“Merle” Brand Valencia Raisins**

You are handling the

***Finest Packed in Spain***

### **Consistently High Quality**

### **Pleasing to Particular Customers**

***Packed by Juan Merle of Denia.***

***Selling Agents—***

## **The Robert Crooks Company of New York**

***MONTREAL.***

## **2 More Electric Tea-Packing Machines**

Two more electric weighing and packing machines were recently added to the large number already used in the Red Rose Tea blending and packing warehouse in St. John, the largest and best equipped tea warehouse in Canada, and now we can just nicely keep up with the demand for Red Rose Tea.

Only one reason can account for the remarkably rapid increase in the sales of Red Rose Tea. It is always “Good Tea.”

**You** can sell more Red Rose Tea, and **it will pay you to do it**, because every extra pound of good tea you sell will improve your business. **Try recommending**

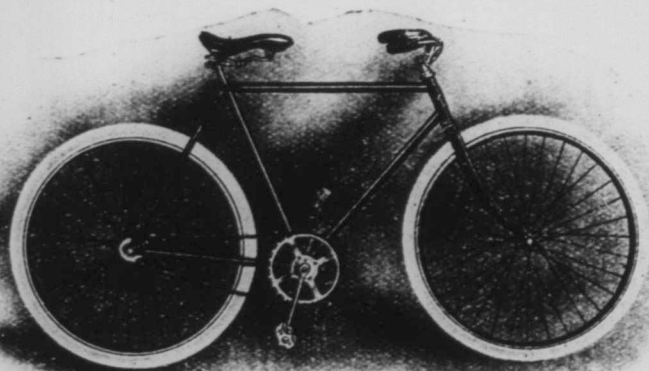
## **Red Rose Tea**

3 Wellington St. E.  
Toronto, Ont. } Branches  
315 William Ave.  
Winnipeg, Man.

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

# This is Your Wheel

You can have it free of cost by doing a little easy work for us among your acquaintances in your spare time.



MODEL 88

IMPERIAL

It is a first-class wheel made for us by The Canada Cycle and Motor Co., of Toronto, and will give you excellent service. Here is a table showing the regular sizes of the various parts, with the other sizes that may be had instead, if desired:—

Regular	Option	Regular	Option
Frame.....22-inch	.....20, 24 and 26-inch	Pedals..Rubber 3¼-inch	.....3¾-inch or 4½-inch Rat Trap.
Finish.....Black		Cranks.....7-inch	
Chain.....3-16 inch. Block.		Saddle.....No. 15.....No. 14, 11, 17.	
Gear.....77	.....72, 80, 87.	Tires..1½-inch Dunlop.....15-8-inch Dunlop or Hartford single tube	
Handle-bar.No. 20, Adjustable.		Wheels.....28-inch, with striped rims.	

**To Get this Wheel** absolutely free of cost, send us in 32 Paid-in-Advance yearly subscriptions to the **BUSY MAN'S MAGAZINE** (2 six-months or 4 three-months subscriptions count as one yearly subscription). You will find it an easy matter to get these subscriptions with surprisingly little canvassing as the Busy Man's Magazine is very attractive and interesting. Try it!

**Let your boy earn one.** This bicycle offer is an excellent opportunity for your boy to acquire some training in the art of salesmanship. Send him out to procure the 32 subscriptions with the bicycle as his reward. He will enjoy the work; it will help rouse his enthusiasm for a business career; and it will put him in possession of a splendid bicycle that will be useful in your business as well as affording the boy a lot of pleasant, healthy exercise.

The Busy Man's Magazine,  
10 Front Street East,  
Toronto, Canada.

Fill out this  
Coupon and Mail  
it to us To-day.

Gentlemen:— I would like to win one of the Imperial Bicycles you offer for 32 new, paid-in-advance subscriptions to Busy Man's. Please send me sample copy and order book, and I will do my best to win. I agree to report progress once a week.

Name .....

Street .....

Place .....



# A Department of Commerce and Finance

University of Toronto Establishes Department to Replace Commercial Course—Two Year Curriculum to be Later Extended to Four Years—To Illustrate Business Principles and Methods—Graduates Entering Business Rather Than Professions.

The utilitarian conception of universities is broadening all over the world in accordance with the spirit of an age that is eminently practical. The mere aesthetic and idealistic are giving way to the concrete and the technical. The tendency is witnessed on all sides. The cry of reform and improvement is striking rapidly, permeating every avenue of education and, animated by the broad, tolerant spirit which characterizes it, the University of Toronto has introduced a new course to its progressive curriculum. It is one that will serve to make the institution more national in operation and usefulness and wider in scope and results. The course, that for the first time is presented by the great provincial seat of learning and designed to bring it into closer and more intimate relationship with the business and commercial life of Canada and its people—for after all we are a nation of workers—is known as the Department of Commerce and Finance. It replaces the old commercial course established a few years ago and is more extensive and thorough in its application, as well as more complete and comprehensive in its scope. For the present a two-year curriculum is announced, but it is intended eventually that the course shall run through a third and fourth year.

For years the MacLean trade papers have consistently and strongly advocated such a course for all our universities, and it is pleasing to record that the subject has at last received the attention that a matter of so great and far-reaching importance merits, and a beginning made. In the inauguration of this move the University of Toronto is demonstrating that, under the guidance of President Falconer, the provincial seat of learning is growing more national in its work and worth and more in touch and sympathy with the development, spirit and expansion of the times than at any previous period in its long and honorable history. It is meeting the need and demand for a training of our young men that will fortify and equip them for the practical workaday world which surrounds them on every side.

The object of the new course of Commerce and Finance is to fit young men for business—not in the sense of making them technical experts or masters of detail which, after all, can only be learned by actual contact and experience with things—but to give them a training in the illustration of principles and mental discipline and grasp of affairs that will readily place them in a position to adopt and appropriate business methods and measures as soon as they leave college. It is well known that the trained and developed mind shines in all spheres of achievement and speedily comes to the front in all trying situations and difficult undertakings, in just the same way, that in technical success, higher standards and more efficient administration in any trade or calling the practical hand, the

skilled arm and the quick eye have accomplished much.

Speaking of the new course, President Falconer said he could not as yet venture an opinion as to what advantage it would have upon the business interests of the country as the University was merely making a beginning at present, but he had observed that every year more and more graduates of the Arts course were entering business life instead of the professions, and the indications were that this number was likely to increase. The object of the University was to turn out well-trained men, thoroughly skilled and disciplined in a mental sense, who would view things on a broad base and be so admirably prepared that they would be in a position to become masters of their chosen calling, to realize its advantages and possibilities, and grasp its full meaning and significance. Some universities across the border have courses similar to that being initiated by the University of Toronto but such courses are open only to graduates and come under the head of post-graduate departments.

It is only after a thorough and extended series of interviews with leading business men, bankers, financiers and insurance men of the province that such a step is being taken. Dr. Falconer said that these interviews were on the whole satisfactory and many valuable suggestions of a practical character were offered. The faculty found it was desirable that if a young man was to realize the highest and best in any branch of business, he should begin at an age not later than nineteen. This was the general opinion of those consulted and accordingly a two-year course has been mapped out, at the end of which a diploma will be awarded as has been the custom in the commercial course which, as already mentioned, the new one is superseding. It is not intended however, that the student shall stop here but it is hoped that he will proceed to his degree in Arts. The diploma is granted him that he may begin his business career at the end of the second year of his course and that he may go on to his degree under the guidance of the University while engaged in business. In order that a young man may do this the lectures of the third and fourth year will as far as possible be given at times convenient to those students who are engaged during business hours and, on petition, exemption from attendance at lectures may be obtained in those cases where the student finds it impossible to be present.

A recent announcement issued by the University explaining the aims and purpose of the new department of commerce and finance, says: "Each year a number of graduates enter business for which they have found training in one or other of the honor courses of which political science and mathematics have afforded the greater opportunities, preparing for commerce, finance and other

business occupations. A few years ago the University established the Commercial Course which has attracted a number of students every session, but the present time seems opportune for further advance, and accordingly the new Honor Course in Commerce and Finance will be begun in 1909-1910, with the object of providing training of educational value and instruction in branches of knowledge which are important in business. As in the Commercial Course, a diploma will be awarded to all those who complete the first and second years. The greatest freedom consistent with the maintenance of a uniform standard for the degree is permitted in the choice of options so as to meet the needs of students entering various branches of business."

An idea of the comprehensiveness of the course will be conveyed when it is stated that the scheme for the first two years includes English, Latin, physics or chemistry, at least one modern language, mathematics and history, with such commercial and financial subjects as elementary economics, money and credit instruments, mathematics of finance and insurance, commercial geography and accounting. Many subjects are eclectic so that the student, whatever end he has in view or whatever business he may choose for a career, will be strengthened and trained in these optional subjects, but the ones already mentioned are compulsory.

The subjects from which selections will be made to meet the requirements of each student, will include:

Modern history, ethics, religious knowledge, history of economic theory, history of industry and commerce, banking and corporation finance, national and local finance, transportation, statistics, the calculus of finite differences, the infinitesimal calculus, the theory of life contingencies, the science of government, commercial law, investments, partnerships and corporations, company law, French, German, Spanish, physics, chemistry, geology, mineralogy.

At a glance it will be seen these subjects are such as to afford a scientific training in the theory of the different departments of business, and young men who look forward to banking, insurance, accountancy or actuarial work, as well as those who intend to engage in other branches of commerce or manufacturing, will find, among the options provided, an appropriate theoretical training. Judging by the results of the past and the outlook for the future there seems no doubt but that the new course is bound to become popular and well patronized, and to all young men, who take it up with the right attitude and object in view and apply themselves seriously and industriously to the work and subjects in hand, that it will be practical, useful and beneficial. In truth, it may be said that the end justifies the means, and that the utilitarian application of the University is nearer to-day than ever before.

MANITOBA MARKETS

(Corrected by Telegraph.)

Winnipeg, September 30, 1909.

Pointers—

New Goods—Evaporated apples, horse-shoe salmon.

Firmer—California dried fruits, canned goods, evaporated apples.

Weaker—Fresh fruits, cereals.

Wholesalers are stocking heavily just now, replacing depleted stocks. The drain this season has been long and heavy and wholesalers have not satisfactorily prepared for the Xmas trade. It is for this trade that travelers are just now working. The demand, however, for immediate shipments is heavy, and all houses are worked to their utmost capacity. Collections are beginning to come in from Manitoba points and from a few centres in Saskatchewan and Alberta. The majority of the wheat in this province is shipped and farmers are receiving returns. Merchants will be making heavy collections just now, and his wholesale bills are receiving prompt attention.

Markets are gradually firming up as superfluous stocks are worked off. The trade on the whole is in an excellent condition.

SUGAR—The recent advances continue firm. The preserving season has been very heavy and the demand is still strong.

Montreal and B.C. granulated, in bbls.	5 25
" " in sacks	5 20
" " yellow, in bbls.	4 95
" " in sacks	4 80
Leing sugar, in bbls.	5 85
" " in boxes	6 05
" " in small quantities	6 10

Powdered sugar, in bbls.	5 65
" " in boxes	5 85
" " in small quantities	6 35
Lump, hard, in bbls.	6 05
" " in 1-bbls.	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—For some days syrup has been moving at about cost. No standard price can be quoted but an advance of about 25 cents is expected very soon. Molasses is steady.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 15
" " 5-lb. tins, per 1 " "	2 55
" " 10-lb. tins, per 1 " "	2 40
" " 20-lb. tins, per 1 " "	2 45
" " 1 barrel, per lb.	0 03
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	2 15
" " 5 " " 1 " "	2 55
" " 10 " " 1 " "	2 40
" " 20 " " 1 " "	2 45
" " 1 barrel, per lb.	0 03
" " Sugar Syrup, per lb.	0 03
Barbadoes molasses in 1-bbls., per gal.	0 50
Porto Rico molasses in 1-bbls., per gal.	0 60
1-ingerhead molasses, 1-bbls., per gal.	0 40
New Orleans molasses, 1-bbls., per gal.	0 55

FOREIGN DRIED FRUITS—California dried fruits are much firmer with the exception of raisins which are weaker than usual. Next week it is expected that all lines except raisins will advance from 1 to 1 cent per lb.

Smyrna Sultana raisins, uncleaned, per lb.	0 06
" " cleaned, per lb.	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28 s.	1 50
" " select " " 28 s.	1 70
" " layers " " 28 s.	1 80
California raisins, choice seeded in 4-lb. packages	0 05
" " fancy seeded in 4-lb. packages	0 06
" " choice seeded in 1-lb. packages	0 07
" " fancy seeded in 1-lb. packages	0 07
" " per package	0 08
Raisins, 3-crown muscatels, per lb.	0 05
" " 4 " " "	0 06
Prunes, 50-100 per lb.	0 04
" " 80-90 " "	0 05
" " 70-80 " "	0 05
" " 60-70 " "	0 06
" " 50-60 " "	0 08
" " 40-50 " "	0 08
" " 30-40 " "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" " dry, cleaned, Filiatras, per lb.	0 06
" " wet, cleaned, per lb.	0 07
" " Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08

Pears, per lb.	0 08
Peaches, standard, per lb.	0 07
" " choice	0 08
Apricots, standard, per lb.	0 11
" " choice, per lb.	0 11
Plums, black pitted, per lb.	0 11
Nectarines, per lb.	0 09
Dates, new, per lb.	0 07

EVAPORATED APPLES—Fresh supplies have arrived on the local market this week and are wholesaling freely at 2 1/2 cents per pound. This is an advance of 1 cent over last week.

MAPLE PRODUCTS—Prices are unchanged but the trade is light.

Sugar, per lb.	0 11
Syrup, gallons, 1 doz. to case, per doz.	9 00
" " 1 doz. to case, " "	5 25
" " 2 doz. to case, " "	2 85

NUTS—The nut market continues firm especially almonds. Walnuts strongly maintain the advance of last week.

Shelled Walnuts, in boxes, per lb.	0 11
" " small lots, per lb.	0 12
" " Almonds, in boxes, per lb.	0 12
" " small lots, per lb.	0 13
Peanuts, Virginia, per lb.	0 10

QUAKER OATS—These breakfast foods have a slightly weaker market since the decline in other cereals.

**WHITE SWAN**

100%  
PERFUMED - POWDERED

**LYE**

BEST PROFIT MAKER FOR YOU  
BEST VALUE FOR YOUR  
CUSTOMERS

Importers, Roasters and Grinders of  
**Coffee and Spices**

Manufacturers of  
**Jams, Jellies, Pickles,  
Sauces and  
Flavoring Extracts**

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT  
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

**Empress Manufacturing Co.**  
Limited  
VANCOUVER, B. C.

It is worth your while



to send a postal for full information regarding the HUBER SYSTEM, the new way of keeping accounts, which is immeasurably superior to every other system. It does away with all bookkeeping

and posting, and, by avoiding errors, gains the customers' confidence. It is the latest, most accurate, and most satisfactory way of keeping accounts, and is adaptable to any business.

Let us have your address to-day.

Here you have ours!

**R. B. Belden & Co.**

178 and 180 Victoria Street, Toronto, Ont.



# Manufacturers' Agents

## And Brokers Directory

### BRITISH COLUMBIA

**JOHN J. BOSTOCK**  
Wholesale Broker  
SALMON Canned and Salted  
HERRINGS HALIBUT  
100 BUILDING, VANCOUVER, B.C.

We have Competent Salesmen  
Best facilities for Distributing and Storing  
**W. HARRY WILSON & CO.**  
330-332 Cordova St. W. VANCOUVER, B.C.

**McLEOD & CLARKSON**  
Manufacturers' Agents and Wholesale Commission Agents  
144 WATER ST., VANCOUVER, B.C.  
Can give strict attention to a few first-class Grocery Agencies. Highest References.

**W. A. JAMESON**  
**COFFEE CO.**  
MANUFACTURERS  
Coffees, Teas, Spices, Etc.  
"Feather-light" Baking Powder  
Cor. Langley and Broughton Sts.  
VICTORIA, B.C.

R. ROBERTSON J. Y. GRIFFIN  
**R. Robertson & Co.**  
25 Alexander St.  
VANCOUVER, B.C.  
Wholesale Brokers  
GROCERIES, PRODUCE, FRUITS, GRAINS  
Importers and Exporters  
Reference: Bank of Montreal  
Write us for information about B.C. trade.  
Cable Address: Robin, Vancouver.  
Codes: ABC, 5th Edition, Revised Economy; Modern Economy; Utility and Dowling's.

Wholesale Manufacturers' Agents  
Correspondence Solicited.  
**F. R. McINTOSH & CO.**  
Vancouver, B.C.

W. C. FINDLAY W. CARTER  
**E. A. MARSHALL & CO.**  
Manufacturers' Agents  
SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.  
We have an established connection and can handle a few more good agencies to advantage.  
Highest References.

**F. G. EVANS & CO.**  
139 Water St. VANCOUVER, B.C.  
Wholesale Grocery Brokers and  
Manufacturers' Agents  
Correspondence Solicited.

**EDMONDS & BAKER**  
MANUFACTURERS' AGENTS  
AND GROCERY BROKERS  
100 Loz Bldg., VANCOUVER, B.C.  
Open for a few more good agencies. We get results.  
CORRESPONDENCE SOLICITED.

TRY A  
**Condensed Ad.**  
IN  
**The Grocer**

**THE CANADIAN GROCER**  
British Columbia Office at Room 51, Hartney Chambers,  
Cor. Pender and Homer Sts., Vancouver.  
H. HODGSON Manager

The Condensed Ads. in The  
Canadian Grocer bring results



## BALAKLAVA SARDINES

Enjoy enormous sale in all stores that stock them.  
Are YOU getting your share of the trade?

PRICES FROM:

**The Eastern Canning Company - - Port Canada, N. B.**

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks St., Ottawa; H. M. McBride, 312 Ross Ave., Winnipeg, Man.





# Where the Markets are not yet Glutted— WESTERN CANADA

Every line of business is not done to death in the West. The early bird catches the worm. There is no business enterprise so successful as the one which gets in on the ground floor.

If you, Mr. Shipper and Mr. Manufacturer of the East, have not yet introduced your goods to the great growing West, let us do it for you.

We have the experience, the insight, the facilities, the connection, the business ability and financial standing. Our record speaks for itself.

We have warehouses provided with sidings and affording many thousand feet of flooring space at Winnipeg, Calgary and Edmonton.

WRITE US TO-DAY

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY                      WINNIPEG                      EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

### Thurston & Braidich

128 William Street      NEW YORK CITY

Direct Importers of

VANILLA BEANS  
TONKA BEANS  
GUM TRAGACANTH  
GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

### R. B. Wiseman & Co.

123 Bannatyne Avenue East      WINNIPEG, MAN.

Warehousemen, Forwarding Agents and  
Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



### Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN  
THE CANADIAN GROCER.

IT DOES NOT TAKE A SALESMAN  
TO SELL  
**EASIFIRST**  
AFTER THE FIRST ORDER



BETTER THAN PURE LARD  
And over 4c. per lb. cheaper!  
Looks like "Easy Money" for you  
Send along your Order

Made under Government Inspection in Canada's finest  
Packing House.

**GUNNS Limited** Pork and Beef Packers  
WEST TORONTO

# LARD

The prediction which we made regarding prices for Lard during September has been more than proved correct. The quotations this week are the highest we have ever known. Such, however, is the scarcity of Pure Lard that we should not be surprised to see prices even higher before the end of the month.

We want to remind you we have excellent Lard Compounds and Cooking Oils. These are quoted at very reasonable prices and are being largely sold at the present time.

**F. W. Fearman Co.**  
LIMITED  
HAMILTON, ONT.



**Reindeer Milk**  
and  
**Jersey Cream**

The Truro Condensed Milk Co., Limited, Truro, N.S.

**Breakfast Bacon**  
**Skinned Backs**  
**Hams and Rolls**  
**Pure Lard**

Finest Quality. Made from Selected Hogs  
Made under Government inspection.

**The WM. RYAN CO.**  
LIMITED

PACKING HOUSE:  
**FERGUS, - - ONT.**

HEAD OFFICE:  
**70 and 72 Front St. East, TORONTO**

Prod

There  
ve th  
dill  
meet  
she  
one.  
of 1  
000  
one th  
fact  
tha  
ra  
The p  
the  
ant to  
ethods  
ing to  
it was  
and sim  
ested  
out t  
strongly  
ould g  
they de  
The  
ferent  
15.16c  
week, b  
margin  
ing to k  
Riddick  
home m  
ing, tha  
two-thir  
that the  
for chee  
ing p  
ould a  
he com  
end th  
There  
all this  
eady in  
contract  
ing tra  
most  
years,  
and no  
prices b

PROV  
ood ho  
ard an  
expecte  
Pure Lard -  
Boxes, 7  
Cases, 1  
"  
Pails, w  
Pails, 11  
Tubs, 5  
Tierces,  
Compound,  
Boxes, 7  
Cases, 1  
"  
Pails, w  
Pails, 11  
Tubs, 5  
Tierces,  
Pork  
Heavy Can  
Canada shor





**ADULTERATING HONEY BY THE BUSY BEES.**

(Continued From Page 48.)

is not responsible, for, in the case of necessity, instinct dictates that he gather the honey dew.

Weather conditions affect the quality of honey by raising and lowering its specific gravity. Honey is essentially a saccharine syrup — a form of crystal sugar. During a wet season the nectar becomes diluted by the absorption of moisture, its specific gravity is lowered, the syrup is weaker. During a dry season the converse is true. In collecting this nectar the bee makes either a weak or a strong honey.

The fixing of a standard for honey appeals to one familiar with bee culture and the production of honey as being decidedly ridiculous. The term honey is necessarily a general one, and the standard for honey must necessarily permit of considerable latitude. He might as well establish an arbitrary standard for wine and make all wines come under the standard. The different kinds of honey differ as much as the different kinds of wine. There is as much difference between apple-blossom honey and buck-wheat honey as there is between sherry and southerne wine. A standard to include all varieties of honey must be liberal.

**Not Much Strained Honey.**

Dr. Wiley, the pure food man of the United States, refers to "strained" honey. The practice of straining honey is as obsolete as the practice of spinning in our homes. Straining honey is only resorted to when it is hunted in its wild state, when it is taken from stony crevices or chopped out of hollow trees. Little of this kind of honey reaches our markets to-day. The practical beekeeper extracts his honey from combs by centrifugalization, and places the combs thus emptied back into the hives to be refilled. In this wise he saves the time of the bee, which would have to be consumed in making wax for the building of a new comb to replace that which would have been destroyed by the old process of straining (bees can gather fifteen pounds of honey while they produce one of wax), and he also preserves the brood in the comb—the pupa state of the bee—which the straining process, of course, destroys with the comb, and the mashing up of the brood and larvae with the comb and honey, which said process entails, is revolting to those who are precise about what they eat.

Dr. Wiley states that strained (he probably means extracted) honey should be regarded as impure because it loses something. The process of extracting does not cause it to lose anything. If it is not what the bee gathered, it is likely because something has been added to it in the way of an adulterant rather than that it has spontaneously "lost something." He also leaves the infer-

ence that honey in the comb is always pure. The comb holds what the bee has placed in it. If the bee has gathered good honey, the honey in the comb ought to be of good quality; but, if the bee has gathered an impure product, how can said comb contain good honey?

Most people think that honey in the comb escapes adulteration. It does; but the adulteration of comb honey is still an easy matter — the adulteration takes place prior to the product's being placed in the comb and sealed by the bee. There is nothing physical which will prevent a beekeeper from feeding his bees with cheap syrup and letting them deposit it in the comb and cap it nicely. To the unsuspecting, such a comb capped by the bee himself, is a guarantee of purity; yet the customer might be buying ingeniously sealed glucose.

**DEATH OF W. O. MACPHERSON.**

Gravenhurst, Sept. 27.—(Special)—W. O. McPherson, for many years traveler for Geo. E. Bristol & Co., wholesale grocers, Hamilton, died suddenly at the Station Hotel here this morning. Mr. Hutchinson, who had known deceased for the past 20 years, took charge of the body.

The late Mr. McPherson, who resided at 56 Major Street, Toronto, had been a commercial traveler for 30 years, the past 25 of which he had been connected with the Bristol firm, although the name of that concern had been changed several times. He was 55 years old. His route took in the northern part of Ontario, and he was well known in the towns north of Toronto. Deceased was troubled with acute indigestion, and this is believed to be the cause of his death. The funeral took place from his late residence on Wednesday.

Hubert Perron, cheese maker, St. Alban, Que., has assigned.

St. Arnaud & Gougeon, provision dealers at Montreal, have dissolved.

Harris & Drum, wholesale provision merchants at Montreal, have assigned.

*A maxim that is full of meat is the one reading thus: "The reason a man who minds his own business is successful is because he has so little competition."*



Besides saving money on discounts and freight, you will do a much more profitable soap business than you have ever done before—if you handle our full line.

RICHARDS—  
Quick Naptha Soap  
Snow Flake Soap  
Chips  
Ammonia Powder  
100% Pure Lye  
Toilet Soaps

**Custard Powder**

The BIG Two-Power 5c. pkg.

Manufactured only by

**EDWARD J. NATION & CO.**

BRISTOL, ENGLAND

WE STOCK IT

**W. H. ESCOTT**

Wholesale Broker

WINNIPEG MANITOBA

Let us quote you on your

**APPLE BARREL**

requirements for the coming season. Also staves, hoops and heading for sale.

**H. CARGILL & SON**

CARGILL, ONTARIO

**SALT**

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto

G. J. CLIFF, Manager.

SPRAGUE

**CANNING MACHINERY CO.,**

CHICAGO, ILL., U.S.A.





# GROCCERS FROM THE ATLANTIC TO THE PACIFIC



ACKNOWLEDGE

## Gillett's Cream Tartar

to be the best selling Cream Tartar on the market because it is **Chemically Pure**.

(Note the difference between **Pure** and **Chemically Pure**.)

Put up in Sealed Packages, Screw Top Cans and in Bulk.



Established 1852.

## Clark's Meats are Good Meats!

Every pound of meat used is most carefully selected.

Every process in the manufacture is as thorough as experience can make it.

Everything that is used is the best obtainable.

In buying, in making, in selling, there is only one end in view—to confirm and add to the reputation of Clark's Meats as the standard of excellence; to multiply the number of customers by satisfying each one; to make Clark's Meats the most profitable sellers the grocer handles.

Clark's Pork and Beans

Clark's Mince Meat

Clark's Tongue, Ham or Veal

Clark's Ox Tongue

Clark's Sliced Smoked Beef

Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL PRICE LIST.

**WM. CLARK, - MONTREAL**

Manufacturer of High-Grade Food Specialties

TRY  
A  
CANADIAN GROCER  
WANT  
AD.

IF you want a new clerk.  
IF you want to rent your store.  
IF you want a situation.  
IF you want to sell your store.  
IF you want to buy a store.

THEY  
BRING  
RESULTS

See page 18.

## Shop Cleanliness Necessary to Sell the Goods

**The First Requisite to Become a Good Salesman—Often Young Employees in an Endeavor to Get Rapidly to the Top Spoil Their Chances—Close Acquaintanceship With Goods Is Necessary.**

By J. MacFarlane.

On the question of "Salesmanship," the first thing to which I would refer is the general appearance of the store in which the salesman is to do his work. The shop should be tidy and clean, well ordered, everything in its place and a place for everything. It is a most humiliating thing when a customer comes in for an article that there should be a search required to be made. It indicates that, at any rate, the goods are not well kept, or that they have been so long in stock that it were perhaps better for the customer to cancel her order. The counters should be clean, the windows having a tidy, fresh appearance, and the goods, especially in the case of hams, bacon, butter, and cheese, should be carefully handled.

The shopman himself should be carefully groomed; one cannot be always spotlessly clean; in fact, a man having something to do will very soon present the signs of his work on his apron and jacket; but there is a difference between an apron soiled with work and a dirty apron.

When customers begin to appear they should be served with promptness; they should be studied as far as it is possible to do so in the limited time at your disposal; to some extent you can find out

the humor of your customers by the manner of their speech.

### Knowledge of the Goods.

One of the first requisites in a successful salesman is a knowledge of the goods he is handling. With long service, and an opportunity of comparing similar goods of differing qualities and prices, he will be able to get a knowledge as to the quality and relative value of much that is in an ordinary grocer's shop. But there are articles in regard to which it is well to get something more than a merely superficial knowledge. In the good old days, when a young man was apprenticed to his trade, it was doubtless the master's duty to teach his apprentice his business and in some cases it was done. But in a great many cases there was no more teaching than was absolutely necessary to enable the youth to perform the duties which his master did not wish to perform himself.

### Things Turn Out Wrong.

At the present time there is even less technical training. A young fellow rises from his message boy stage to do odd jobs at the counter getting his turn at handing out goods in packets, until he is tempted away to some other shop to assume greater responsibilities than he is fitted for. Then on he goes like a rolling stone, gaining some kind of experience, but no intelligent appreciation of his own trade.

By and by, he starts in business himself, to find, in a more or less short time, that the fortune he set out to make has not come, owing to a variety of causes,

such as "depression in trade," "extra keen competition," or a hundred and one reasons, but the real one—an utter want of knowledge of how to conduct a business when he has got it.

There are many shopmen who have little chance of gaining an all-round experience, but a young man who is determined to get on will make an endeavor to get that knowledge. There is nothing too small for him to learn; he never misses an opportunity of knowing something about his goods.

### THEY GET YOUR NAME UP.

#### The Effect of Good Window Displays—Sunday Window Suggestions.

From my own personal observation, says a writer, I have noticed that window displays do much good, as they attract the notice of the customers—and non-customers as well—and get the firm's name talked about, which is certainly conducive to increased trade. They are also conducive to a good moral effect, not only upon the assistants but upon the principals as well, encouraging in both habits of neatness as well as the necessity of keeping the stock clean and systematic, in order to correspond with the windows.

As for their effect upon the public it is certain that the majority of purchasers look upon the store having tasty window displays as one in which a complete and well-arranged stock, polite and well-dressed assistants and other attractive features will be found.

It is to be feared, however, that some grocers pay more attention toward making their windows look attractive than to make them draw trade. Of course, every window should be attractive, but the main idea, the Alpha and Omega of window dressing, the be all and end all of the window's existence—should be to "shift" the goods. There are window displays and window displays, but whether they are capable of making sales depends entirely upon the man behind the scenes.

The best Sunday display for a grocery store is doubtless a curtain, says another authority. Fresh fruits and vegetables can not, of course, be shown in the window of a store closed on Sundays—consumers naturally conclude that the place for such goods, over Sunday, is in the ice box. A pleasant impression is given by placing in the window, for Sunday, a few potted plants, when these are available. Potted plants are used for decorative purposes in many of the most attractive grocery stores, and they can be utilized in a variety of ways in any of them. They set off a good clean stock just as flowers ornament the banquet table, and their use in the Sunday window can be made without greatly taxing the energy of the Saturday night staff of assistants.

The GRAY, YOUNG & SPARLING CO., Limited  
**SALT MANUFACTURERS**  
Granted the highest awards in competition with other makes.  
**WINGHAM ESTABLISHED 1871**

GRATEFUL

COMFORTING

# EPPS'S COCOA

The Choicest of all  
**Cocoas**

The Most Delicious  
The Most Nutritive

A cup of this delightful beverage is a cup of real enjoyment, giving true exhilaration and invigorating the whole system.

The LEADING COCOA of MANY GENERATIONS

Special Agents C. E. COLSON & SON, Montreal  
Nova Scotia, E. B. ADAMS, Halifax. Manitoba, BUCHANAN & GORDON, Winnipeg

## KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK



**Christie  
Fancy  
Biscuits**

EUROPEAN BISCUIT MANUFACTURERS WOULD BE THE FIRST TO ADMIT THAT CHRISTIE FANCY LINES ARE EQUAL IN QUALITY, PURITY AND NUTRIMENT TO THE BEST MANUFACTURED ANYWHERE. Yet we would hesitate to compete with the high standard English manufacturer on his own ground. Because *we know that a long sea voyage would not add anything to the flavor of Christie Biscuits.*

There's no doubt about the high Quality of the rare European Fancy Biscuits *on the other side of the Atlantic.* But when they are shipped over here *there's a difference.* Grocers, mindful of their reputation, would as soon hand out counterfeit change as stale biscuits to their customers. Why take chances? Stock Christie Fancy Biscuits. You can always get them fresh—in small quantities—when you want them. And on this side of the Atlantic, they *are* incomparable.

*N.B. — "Maderia Mixed" and "Cherry Rings"—our newest biscuits—amply sustain the Christie reputation.*

**Christie, Brown & Co., Limited, Toronto**

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our  
**VILLAGE  
Biscuit**  
retails  
3 lbs. for  
25c.

DIGNARD, LIMITED. Biscuit Manufacturers MONTREAL

**"LUCERNA"**

IMPORTED

**Swiss Milk Chocolates**

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

**LUCERNA ANGLO SWISS MILK  
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

**A COMPLETE RANGE**

No matter what kind of biscuits you want we can supply you. Our range is quite complete and every line we make is quite unsurpassed in the matter of quality and price.

Have You a Stock?

**THE CANADIAN BISCUIT COMPANY, LIMITED**

LA PERADE, QUE.

Both the name and the design of

# Cowan's Maple Buds

are patented and registered

The great popularity of this superior confection has brought out imitators

We wish to warn the trade that all infringers of our patents and registered rights will be prosecuted.

**The Cowan Co., Ltd.**  
Toronto, Can.



SOFT MINTS—50. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS 50. bags.

and a complete line of

LOZENCES, ETC.

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES  
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver

PROVINCE OF ALBERTA, Tees & Perse, Calgary and Edmonton

By Royal



Letters Patent

# NELSON'S POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

# NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

**G. NELSON, DALE & CO., Ltd.**  
EMSCOTE MILLS, WARWICK, ENGLAND

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.  
W. E. Ashley, Winnipeg.  
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

# Mott's

"Diamond" and "Elite"

brands of

# Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

**John P. Mott & Co.**  
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor R. S. McIndoe Jos. E. Huxley Arthur Nelson  
Montreal Toronto Winnipeg Vancouver  
Arthur M. Loucks R. G. Bedlington  
Ottawa Calgary

Flour,

The wh  
be a "pu  
most exp  
pected  
sent price  
andpoint  
no reas  
From  
farmers l  
vice rea  
be in :  
the ma  
bottom of  
not ge  
siders wit  
y think  
the orderi  
their custo  
ng ever  
Business  
mouth, ea  
ed the c  
are in  
ek. Rus  
the rat  
ek. W  
on day  
assing, t  
an was  
seen w  
farmers w

FLOUR—  
per bbl. o  
maritime  
ave been  
ices in  
ave had t  
ade. It  
ction in  
sellers as  
ese to, c  
probably l  
ature, the  
time.

enter wheat p  
eight rollers,  
bbl. ...  
oyal Househol  
... bbl. ...  
Manitoba spring  
... strou  
... Roses, bbl.  
... West Queen, l

FEED—  
and for  
... has c  
... lines  
... fair.

...ario bran, pe  
...ntoba shorts,  
...bran, p  
...allie, milled,  
...straight  
...ed flour, 98-lb.

ROLLED  
... Pric

... oatmeal, ba  
...ard oatmeal  
...ulated  
... dust corne



## Flour, Cereals and Confectionery Department

**Flour Prices Decline in Eastern Canada, With Still Lower Prices Promised Later On—Ontario Markets Fairly Firm—Bran, Too, is Weakening—Farmers Holding Their Wheat.**

The wheat and flour market seems to be a "puzzler" to even the oldest and most experienced dealers. Wheat was expected to drop much below the present prices, and calculating from the standpoint of supply and demand there is no reason why it should not be cheaper. From some authority, in whom the farmers have considerable confidence, advice reached their ears that they should be in a hurry to rush their wheat into the market. This seems to be at the bottom of the whole trouble. Millers cannot get enough wheat to fill their orders without paying more for it than they think it is worth. Buyers of flour are ordering in small quantities to keep their customers supplied, and are looking every day for cheaper flour. Business is done from hand to mouth, each one watching to see what the other fellow will play. While we are in this position and are holding back, Russia is pouring out its wheat at the rate of five million bushels per week. With the Northwest showing from day to day, as threshing is progressing, that the yield is much better than was estimated, it will remain to be seen whether the advice given to the farmers was to their advantage or not.

### MONTREAL.

**FLOUR**—Flours have dropped 20c per bbl. owing to the situation in the maritime provinces. Ontario millers have been selling at greatly reduced prices in the east, and Quebec millers have had to reduce their figures to hold trade. It has resulted in a general reduction in Ontario and Quebec by local millers as well. Prices are now very close to cost of production, but will probably be even lower in the near future, though not likely for any length of time.

Winter wheat patents, bbl.	5 45
Eight rollers, bb.	5 20
Extra, bbl.	4 80
Royal Household, bbl.	5 70
Extra, bbl.	5 20
Manitoba spring wheat patents, bbl.	5 70
Strong bakers, bbl.	5 20
Red Roses, bbl.	5 70
Harvest Queen, bbl.	5 20

**FEED**—A slight falling off in the demand for both Manitoba and Ontario bran has caused a weakening in price. Other lines are unchanged. Demand is fairly fair.

Ontario bran, per ton.	21 00
Manitoba shorts, per ton.	23 00
Manitoba bran, per ton.	21 00
Maille, milled, per ton.	28 00
Straight grained, per ton.	32 00
Roll flour, 98-lb. bag.	1 55

**ROLLED OATS**—Market is somewhat dull. Prices remain steady.

Roller oatmeal, bags.	2 75
Standard oatmeal, bags.	2 75
Granulated "	2 75
Flour cornmeal, 98-lb. bags.	2 10

Bolted cornmeal, 100-bags.	1 85
White cornmeal.	2 00
Roller oats, bags.	2 50
Barrels.	5 20

### TORONTO.

**FLOUR**—A general drop in flour of from 20 to 30c. a barrel has taken place this week. This is what was looked for by the buyers of flour for some time. The millers however could not get the decline in wheat to enable them to make the reduction.

<b>Manitoba Wheat.</b>	
1st Patent.	5 20 5 30
2nd Patent.	5 00 5 10
Strong bakers.	4 90 5 00
<b>Winter Wheat.</b>	
Straight roller.	5 00 5 20
Patents.	5 20 5 30
Blended.	5 20 5 30

**CEREALS**—With the approaching cool weather the demand for cereals is improving. Prices are firm and business is brisk, but no change in prices from last week.

Roller wheat, car load.	2 60
" oats.	2 50
Oatmeal, car load.	2 75
Roller wheat in barrels, 100 lbs.	3 00
" oats in bags, per bag 90 lbs.	2 50
Oatmeal, standard and granulated, in bags 98 lbs.	2 75

### SHOP HINTS.

By Frank Farrington.

Originality is good and it pays, but not everyone can be original. However, if you can't be original you can be careful whom you copy. Don't copy anybody's worthless ideas.

Practically every man you call lucky because he has succeeded in building up a good business, is lucky because he is observant and energetic. You can be observant and energetic. You can cultivate those qualities even if they are not natural.

There are not a few successful merchants who owe their success to their careful and intelligent reading of the trade journals—and to being willing to subscribe for enough of them to cover all their lines.

New family in town? What will be their first impression of your store? Will it bring them in once? Will it bring them in again?

Money saved by hiring cheap help isn't generally well saved. A good clerk makes satisfied customers and a poor clerk sends people away disgusted and disgruntled.

The things that make a man discontented are not what he has, but what he wants.

It always worries an absent-minded man to think he can't remember what it was he was going to worry about.

## Soda Cracker Logic

Any baker can make an ordinary Soda Biscuit, but it requires the specially fitted bakeries of the

**MOONEY BISCUIT & CANDY CO.**

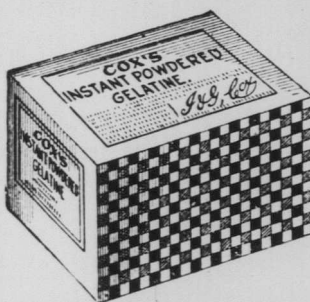
to produce a "PERFECTION" biscuit.

All Soda Crackers are food, but you want the Soda Cracker that is highest in food values, as well as crispest in freshness.

That Soda Cracker is the

**"PERFECTION"**

Order from your jobber.



**COX'S GELATINE**

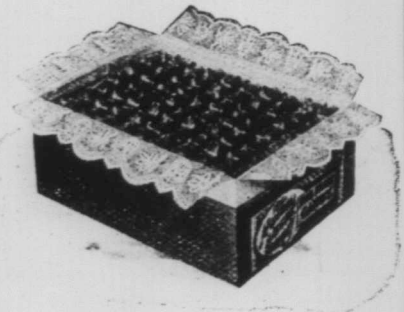
The Leading Gelatine for more than Sixty Years. Foremost in Purity and Manufactured by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

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

**J. & G. Cox, Ltd.**  
Gorgie Mills,  
EDINBURGH

Do you know  
You should know **BORDO**  
CHOCOLATES



They are made in a wholesome, up-to-date factory by the best workmen obtainable, and under the direct supervision of our Superintendent, who has held that position for the past 23 years. We have the only correct formula for Bordeaux Chocolates and are the ORIGINATORS of that brand.

We sell TONS annually at the following prices:

5-lb. Boxes, \$1.25, to the trade

10c. cartons, dozen to the box, 85c. to the trade either light or dark coating.

You can sell our candy over the counter for 40c. to 50c. per lb.

SEND FOR SAMPLES.

Don't Forget

**BORDO**  
is the name.

The Montreal Biscuit  
Company, "The Originators"  
MONTREAL

**CANNED GOODS LABELS.**

Should Directions for Use be on Them?  
—Unfair Advertising.

England has many Retail Grocers' Associations which regularly hold meetings and discuss questions of direct import to the grocery trade. That these sessions are beneficial cannot be questioned. They tend to produce a wider knowledge of the trade and often become of direct financial benefit.

At a recent meeting the Southampton Grocers' Association considered a question in relation to the directions on canned food tins. A suggestion was made that endeavors should be used to ensure that every tin of canned food bore a legible direction to the purchaser that the contents should be turned out as soon as the tin was opened. Some tins already bore such a direction, but in such small lettering that it might easily be overlooked. In the discussion which followed, there was a disposition to dwell upon the wider question of the justice of holding a grocer liable for possible ill-effects following upon the consumption of an article which the grocer himself could not know anything about, assuming that the tin was not blown.

At a meeting of the Parliamentary Committee of the Federation of Grocers' Associations correspondence on the subject of the advertising statements of certain firms with a view of pushing their goods, which statements included condemnation of other goods, were considered. The committee felt that this

form of advertising was most unsatisfactory, and that advertisers should be urged rather to sell their goods on their own merits than to endeavor to push the sale by casting any slur on other and perfectly legitimate articles of commerce.

**NO "FAKE" ADVERTISING.**

**Contract Prevents Retail Merchants From Using Anything But Legitimate Methods.**

We, the undersigned merchants and business men of the City of Sedalia, hereby obligate ourselves one to the other, to do no card or program advertising for a period of one year from and after this date.

The above is the form of contract which is signed each year by the retail merchants of Sedalia, Mo., U.S.A., as a safeguard against what they consider to be fake advertisements. The purpose of the contract is to furnish the retailer with a legitimate excuse for not advertising in cook books, hotel registers, theatre programs, on livery barn clocks, cards to be hung in lodge rooms, in song books, etc., and the plan is said to save them thousands of dollars each year.

C. C. Lawson, secretary of the State Association of Retail Merchants is the originator of the scheme. His plan works thus: When a solicitor for advertising schemes, which will cost the merchant money and will bring no results, calls on a merchant he is told that the retailer is bound by contract not to do any advertising except that which is legitimate, such as newspaper advertising; is shown the contract and referred to Mr. Lawson, who is also secretary of the local association.

It does not take Lawson long to show the solicitor how impossible it is for any member of the association to violate the contract and the deal is off. This plan makes it easy for the merchant to turn down their best friends and customers when the latter come around asking for an advertisement for some so-called illegitimate proposition.

**NEED OF GOOD BOOK-KEEPING.**

A woman grocer in Manchester, England, recently had reason to regret her loose system of giving credit, and not keeping account. She sued a customer in the Manchester County Court for £1 14s. 4d., for groceries supplied, but as evidence of the debt, could only produce a scrap of paper relating to £1 14s. 4d. The other £3 she described as "back money"—evidently a long standing debt. Judgment was given for £1 14s. 4d.

Nairn & Jackson, Moose Jaw, have purchased the general store business of McIntyre & Co., of Tuxford. They assumed charge of the business on the twentieth of last month.

**SUCHARD'S COCOA**

This is the season to push SUCHARD'S COCOA. From now on cocos 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 Largest and Oldest Barley  
Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

**Pot and Pearl Barley  
Split Peas and Feed**

**John Mackay, Limited**  
BOWMANVILLE, - ONTARIO

CIE FRANCAISE des PATES ALIMENTAIRES  
**Macaroni, Vermicelli, etc.**  
Strictly French Manufacture Guaranteed  
Manufactured at  
92 Beaudry Street MONTREAL



# Get Rid of the Barnacles, Brother Grocer

See the Ship ploughing through the heavy seas in sluggish mood, Bottom crusted with Barnacles.

Dead Weight versus Headway.

Overhauled, that *same* ship birdlike rides the waves straight on to Destination—*unhampered* because free from Dead Weight.

Consider the Business laden with the Barnacles of *Dead Stock*, Old Stock—*a slow mover*.

Why will you nurse the Slow Seller, Brother Grocer?

\* \* \*

Lifetime Opportunity *often* stares YOU in the face.

Yet you cannot Profit, because the Small Capital needed rests *distractingly* tied up in those Cheap Flour sacks in your crowded Store Room. And the New Location, the Coveted Corner goes to Brown, or Smith, or Jones.

And the Modern Improvements remain Antiquated.

All due to *Big Promise* flour of the *Poor Performance*.

\* \* \*

While you pay the Board Bill, Brother Grocer.

And the Poor Stuff deteriorates at a Rapid Pace, because lacking the Keeping Virtues of FIVE ROSES.

No Staying Power, but Shelf-Staying Power.

Part of the Dead Weight carried by your Business Ship, which cannot make the Port of Success.

Eating up Selling Enthusiasm, devouring Possible Profits.

Source of Discouraging Discomfiture to Customers, a weapon for Competition, a basis of Unfair Comparison.

Not so with FIVE ROSES flour, Brother Grocer.

Never sold at a Sacrifice, but *alive* with its Exceptional Prestige and Success Associations.

Born of Results out of High Grade. With the Selling Points of *good* material milled by Keewatin experts of twenty years' experience in Quality Milling.

With the Rare Features of the Manitoba *hardest* wheat berries, bought *direct* from the Growers by our own buyers whose years of searching have revealed where the Rare Grains grow.

\* \* \*

FIVE ROSES quality depends on no Middleman—pays no Middleman's profits, either in *cash* or *grade*.

Seventy-five elevators sift the wheatlands for the amber grain, the sundried, plump, healthy berries alone fit for FIVE ROSES.

So that the Cream of the Crop is the Foundation of FIVE ROSES Excellence.

\* \* \*

Its reputation is *already* at work in your district.

The Selling Task has long ago started, Brother Grocer.

Aren't YOU going to cash in on it? Cut out the Dead Weight flour, the Slow Seller, the sacks branded "Barnacle."

The FIVE ROSES customers are *good* customers. They insure Permanent Profits, they *guarantee* Results.

Which are You going to do, Brother Grocer—

Continue paying the Board Bill on Poor Stuff, or duplicate the Repeats with FIVE ROSES?

LAKE OF THE WOODS MILLING COMPANY, LTD.

MONTREAL—WWINNIPEG

Makers of Five Roses Flour

## Department in Aid of the Retail Grocery Clerk

**Writer Thinks Employer Should Know Where and How Clerk Spends His Evenings—How Clerks Drift Into Bad Company and Spend Money Beyond Their Means — Eventually They Lose Their Positions.**

By a Retail Grocer.

Has a retail grocer a right to know where, and in what company his clerks spend their evenings? No doubt a good many clerks will laugh at the idea, but from what has come under my observation during years of experience, I take the ground that he should, and as The Canadian Grocer devotes several columns each week in the interests of the "boys behind the counter," I would like to hear from them on this question.

The grocery trade is undergoing a wonderful change. The old haphazard, go-as-you-please way will not measure up to the requirements of the times. Clerks can no longer graduate from the delivery wagon to a full-fledged clerk. He must learn the business. He must know the goods he is selling. His life must be in his work, and his aim must be to gain the respect and confidence of his employer and his customers.

To do this his evenings must be spent in clean company, and where his expenses are within his means. Drifting into bad company has ruined thousands of young clerks, and it is right here where he needs the guiding hand of his employer.

### Employer Should Know.

The temptations of a young clerk are many and his dangers are correspondingly great. In his inexperience he thinks he can take care of himself, but he will learn his mistake when it is too late. Many a young man does his work well through the day, and the employer has reason to be well satisfied, but if his evenings are not properly spent he is sure to get into trouble, and when he does, he not only ruins himself but the employer loses the services of a man from whom he had a right to expect a profit. He therefore, for his own sake, has a right to know how his clerk spends his evenings, but besides his own, he should take enough interest in the success of his clerk to know when he drifts into bad and dangerous company. As soon as he does this, it means in nine cases out of ten that he is spending more money than he can afford, and he takes it from his employer. When I see young clerks spending money freely from evening to evening, I make up my mind that they will soon lose their position.

### Led Him to Steal.

I know of a case where a clever young boy was employed in a store where he worked for several years, gave splendid satisfaction, was well liked and had excellent prospects before him. But at last he drifted into company where it

was suspected that he was spending too much money, and in a short time he was found to take money from his sales. The poor boy had to leave his job, and was on the street. No one would employ him without a recommendation from his former employers, but he could not get one.

Knowing these dangers into which thousands of young men fall, it should be a part of the agreement when a merchant hires a clerk that he should know where and how he spends his evenings.

### TOBACCO EXPERIMENTS.

Amherstburg, Sept. 25.—(Special)—Much interest is being taken by Canadian tobacco growers in the experiments now being conducted on A. R. Ferris' experimental farm in connection with the curing of Canadian grown tobacco, especially as these experiments, if successful, are expected to revolutionize the Canadian tobacco growing industry.

Last week two kilns were started curing under the direction of Felix Charlan, Dominion tobacco expert. It is expected that Mr. O'Halloran, Deputy Minister of Agriculture, will visit here to observe results from the first kiln. As soon as the cured leaf is taken out, it is ready to strip, and Mr. Charlan has a market ready for all that has been grown here this year.

If results justify the experiments, it is expected that kiln curing will become quite common in the tobacco belt of Essex and Southern Kent, replacing the old system. The kiln curing requires three days and three nights. Already individual farmers are doing some experimenting along the same lines.

### TRADE NOTES.

The Reid, McIntyre Co., Albert, N.B., have recently purchased the general store business of J. C. Prescott, and as the company is a progressive one, a good trade should be done. Mr. Reid has for some years been in the banking business but decided to go back again into mercantile life. Mr. McIntyre has been in the employ of Mr. Prescott for the last seven years and is thoroughly posted in the business and known favorably to the many patrons of the store who are pleased to hear of his success.

**Tell Your Customers That :**

**SHAMROCK  
BIG PLUG  
SMOKING TOBACCO**

*When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist*

**CLAY PIPES**

A perfect article. Sell it  
Insist upon having McDougall's.

**D. McDOUGALL & CO., Glasgow, Scot.**

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**

"A. Trade Bringer"

**Sold by all the Wholesale Trade**





**REFLECTIONS OF THE TRAVELING SALESMAN.**

What is worth while is worth paying for, either in labor or money. What you get for nothing is generally without value.

No remedy has ever been discovered for the swelled head so valuable as the verbal pin that always pricks the bubble of conceit.

For every job there are ten applicants, so go slow before throwing up yours.

"Hitch your wagon to a star" is all right if you have a wagon and a long reach.

Banks are created to take care of money. Still, there are many banks that need care as well as need money.

Be careful what you say over the telephone. There are known cases of the operator having curiosity, and when three people know a thing, it is no secret. — Speed.

**A NEAT MAPLE DISPLAY.**

M. F. Goddard, manager Maple Tree Producers' Association, was responsible for a neat private display of maple syrup and maple sugar, in the Dairy

Building at the Central Canada Exhibition, Ottawa. Mr. Goddard won first prize at the Sherbrooke Fair, and has also two silver medals. The goods shown would not make it a surprise that so many prizes had been won.

W. C. Murray, Montreal, manager of E. W. Gillett Co., Ltd., was in Quebec this week.

Frank Cockburn, Montreal, manager of the Pugsley, Dingman Co., has just returned from a business trip to Ottawa.

## The 7-20-4 Cigar

Make that the feature of your tobacco department. If you have no department, start one to-day, for there is money in such a proposition. And it's such cigars as **7-20-4** (notice how easy it is to remember it) that win and hold customers for you.

ASK THOSE WHO ARE NOW SELLING 7-20-4 CIGARS.

**The Sherbrooke Cigar Company, Sherbrooke, Que.**

## Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

# "Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

Imported Leaf Exclusively

**The Geo. E. Tuckett & Son Co., Limited**

HAMILTON, CANADA.

## Canadian Fruit, Vegetable and Fish Markets

Suggestion for Annual Fruit Show Day—Peaches Plentiful and Cheap—Plums in Abundance—Late Lawtonberries and New Bahama Grape Fruit—Importing Onions—Potatoes of Good Quality Arriving—Cod and Haddock More Plentiful—Brook Trout Season Nearing its Close.

### MONTREAL.

GREEN FRUITS—Duchess apples are about done, though a few first are still quoted. Wealthys are on the market at \$2.50 to \$3. Crabs are quoted in barrels \$3.50 to \$4. Cranberries are \$9 per barrel. Crated goods are scarce in this line. The market is somewhat dull, and supplies, except in apples, have been short.

Apples, crabs, bbl.	3 50	4 00
"    basket	0 25	0 25
"    Duchess, No. 1	3 00	3 00
"    Alexanders, No. 1	3 50	3 50
"    No. 2	3 00	3 00
"    St. Lawrence, No. 1	3 50	3 50
"    No. 2	3 00	3 00
"    Wealthys, No. 1, bbl	3 00	3 00
"    No. 2, bbl	2 50	2 50
Bananas crated, bunch	1 75	2 00
Cranberries, per bbl	2 00	2 00
Coscautats, bag	3 00	3 25
Grapes, California, Malagas, crate	1 75	1 75
"    Tokays, crate	2 75	3 00
"    Delaware, crate	1 50	1 50
Lemons, Verdillis, box	4 00	4 00
"    Morris, box	4 50	4 50
Limes, per box	1 00	1 00
Melons, Montreal, basket of 12 to 13	3 00	10 00
"    Canadian, 6 to 9 in crate	1 50	1 50
Oranges, late Valencias	3 50	3 75
Peaches, California, box	1 50	1 75
"    Canadian, basket	0 50	1 00
Plums, California, per crate	1 75	2 50
"    Canadian, basket	0 40	0 70
Pears, California, (Bartlett) per box	3 50	4 25
"    Canadian (Bartlett), in bbls.	4 50	5 50
"    Canadian, basket	0 50	1 00
Pineapples, Florida, box	4 00	5 00
Watermelons, each	0 30	0 40

VEGETABLES—Supplies have been short but prices remain about the same. Spanish onions in ½ cases (75 lbs.) are quoted as an additional line at \$1.65. Tomatoes are still selling freely, though supplies are not so large. The end of the season is rapidly approaching, and all orders of large volume have been filled long since. There is some trading in potatoes, but no one yet cares to buy very heavily, and most sales are going into immediate consumption.

Beets, new, dozen bunches	1 00	1 00
Carrots, dozen bunches	1 00	1 00
"    bag	0 60	0 60
Cabbage, dozen	0 15	0 20
Celery, Canadian, dozen	0 40	0 75
Carrots, dozen	1 00	2 00
Corn, dozen	0 06	0 10
Cucumbers, dozen	0 05	0 10
"    basket	0 25	0 25
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 40	0 50
Leeks, dozen	1 00	1 00
Onions, doz. bunches	1 00	1 00
"    red, per bag	1 00	1 00
"    large, white, dozen	0 40	0 40
"    Spanish, cases 150 lbs	2 75	2 75
"    half cases	1 65	1 65
"    crates 50 lbs	0 80	1 00
Potatoes, Montreal, bag	0 60	0 90
Parsley, dozen	0 10	0 15
Parsnips, dozen bunches	1 50	1 50
Pumpkins, doz.	1 25	1 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box	0 40	0 50
String beans, bag	0 35	0 50
"    basket	0 25	0 25
Squash, Hubbard, per dozen	1 50	1 50
Thyme, dozen	0 40	0 50
Tomatoes, Montreal, tin box	0 25	0 75
"    hot house, lb.	0 08	0 08
"    Chateauguay, per basket	0 35	0 40
Turnips, bag	0 40	0 50
"    dozen	0 15	0 15
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen	0 40	0 40

FISH—Cod and haddock are more plentiful. Prices are lower in some lines this week, particularly brook trout, fresh salmon, dore, barbotte in the fresh; Labrador herring in bbls., and skinless cod in the salted and pickled. Large bloters are higher, while live lobsters are down to 28c. Frogs' legs have made their appearance at 40c.

The season for brook trout is nearing

its close, Oct. 1. Demand for all lines is good and supplies are plentiful.

FRESH	
Barbotte	0 08
Bluefish, per lb.	0 14
Brook trout, per lb.	0 22
Dore, per lb.	0 12
Eels, fresh, per lb.	0 18
Flounders, per lb.	0 16
Halibut, per lb.	0 10
Haddock, per lb.	0 06
Laik trout, per lb.	0 10
Market cod, per lb.	0 04
Perch, dressed, per lb.	0 10
Pike, headless and dressed	0 00
Salmon, B.C.	0 15
Salmon, Gaspe, per lb.	0 12
Sea trout, per lb.	0 12
Steak cod, per lb.	0 06
Whitefish, per lb.	0 06

FROZEN	
Dore, winter caught, per lb.	0 10
Halibut, per lb.	0 08
Mackrel, per lb.	0 10
Steak cod, per lb.	0 04
Salmon, B.C., red, per lb.	0 11
Salmon, Fall, per lb.	0 08
Salmon, Qualla, per lb.	0 09
Whitefish, large, per lb.	0 09
Whitefish, small, per lb.	0 08

SALTED AND PICKLED	
Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c per lb.	0 00
Green cod, No. 1 medium, per lb.	0 00
"    small, per lb.	0 00
"    large, per lb.	0 00
Labrador herring, bbl.	3 00
Labrador herring, half barrel	3 00
Labrador sea trout, bbls.	12 75
"    half bbls.	6 75
No. 1 mackrel, pail	1 50
No. 2 "    "    half bbls.	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls.	5 00
Salt sardines, 20 lb. pail	1 00

SMOKED	
Blotter, large, per box	1 00
Haddies, 15 lb. box, per lb.	0 07
Herring, new smoked, per box	0 10
Kipper herring, per box	1 10
Smoked salmon, sugar cured, per lb.	0 20

SHELL FISH	
Lobsters, live, per lb.	0 20
Oysters, choice, bulk, Imp. gal.	1 00
"    "    Sealship Imp gal.	1 00
Frog legs, per lb.	0 40

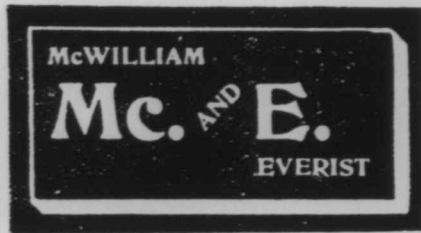
### TORONTO.

GREEN FRUITS—The people of Toronto are buying their fruit from thousands of retailers all over the city, and the best idea they can form of the excellence of the fruit is from what they see at the retail stores. Very few people know anything about the magnificent sight of the fruit of all kinds displayed at the fruit market every day. Would it not be a bright idea to let the retail merchants take possession of the market for one day. Let them buy up all the fruit and display it all over the market place? Have this as a free show of the fruit for one day, to which they would invite all their friends and customers. Each retailer would take charge of his own fruit, and could take orders as the people passed along. This could be made an annual affair, and would not only give the people an opportunity of seeing the best fruit show, but it would also add importance to the fruit trade. The fruit this year is exceptionally good, and it would certainly be a treat to the people to see more of it than what they see at the retail stores.

Peaches are very cheap. People seem to have their supply, or as many as they can take care of. Scarcity of fruit jars it is said also has its effect on the market. Plums are in abundance and are being sold at low prices. The receipts of grapes are increasing from day to day, and the quality is improving.

## CRANBERRIES NEW FIGS Jersey Sweets

are now in, have some come along with your next order. In Peaches, Elbertas are now coming in fine shape and are extra good shippers. Prices right.



25-27 CHURCH ST. - TORONTO

It

Don't require hot weather to sell

**Home Guard**  
OR  
**St. Nicholas**

Messina Lemor s

AGENT:  
**J. J. McCabe**  
32 CHURCH ST.,  
TORONTO

Lawtonber  
ly each da  
a box. C  
favor, and  
new on  
fruit has  
Florida o  
two weeks

apples, green, l  
per bar  
Bananas, .....  
Blueberries, per  
Cranberries, pe  
Grapes, small b  
Lawtonberries,  
Lemons, Verd  
Oranges, Cal. v  
Cal. s  
Peaches, .....  
Plums, Canada  
Pears, Can., ba  
Apples, per

VEGET.  
which we  
in any oth  
report it  
Ontario, i  
es are :

anners ar  
y. A ca  
from the o  
d for less  
sell, ar  
quality. T  
green cor  
condition  
damage.

Beets, per bun  
Cabbage, Cana  
Chateauguay, C  
Carrots, new, p  
Celery, Canada  
Corn, dozen, ..  
Cucumbers, per  
Ice plant, per  
Onions, Canad  
Peppers, Danv  
"    "    new, V  
"    "    Spain  
Potatoes, Can

Peppers, green,  
"    "    red, p  
Potatoes, Cana  
"    "    sweet  
"    "    sweet  
Pumpkins, per d  
Tomatoes, Can  
Watermelons, c

FISH—V  
all others  
mand. Bu

FA

New  
and for  
your w

"M

Pack  
7 lbs. e  
mand f

W A

W. B.



Lawtonberries are still arriving regularly each day and are selling for 5 to 6c. a box. Cranberries are receiving much favor, and have the advantage of being new on the market. Bahama grape fruit has made its first appearance, and Florida oranges are expected in about two weeks.

Apples, green, basket	0 15	0 35
per barrel	1 25	1 50
Bananas	1 75	2 25
Blueberries, per basket	1 00	1 25
Cranberries, per bbl.	0 15	0 20
Grapes, small basket	0 04	0 05
Raspberries	4 00	4 25
Seasons, Verdelli	1 25	1 25
Oranges, crate	3 25	3 75
Cal. Valencia	0 25	0 65
Peaches	0 20	0 50
Plums, Canadian, basket	0 25	0 44
Pears, Can., basket	0 25	0 44
Strawberries, per doz.		2 40

VEGETABLES—The vegetable in which we are all more interested than in any other is the potato, and from all reports it is an excellent crop all over Ontario, and prices are lower. Tomatoes are also ripening rapidly and the farmers are getting a good average supply. A car load of onions came to hand from the other side. These were imported for less than our farmers are willing to sell, and are said to be of a better quality. The large quantity of evergreen corn which arrived in splendid condition shows that frost has done no damage.

Beets, per bunch	0 15	0 20
Cabbage, Canadian, per barrel	1 25	1 50
Plantains, Canadian, per basket	0 25	0 30
per case	0 60	0 75
Carrots, new, per basket		0 20
Celery, Canadian, per doz.		0 00
Corn, dozen	0 08	0 10
Cucumbers, per basket	0 35	0 40
Fig plant, per basket	0 35	0 40
Onions, Canadian, green, per dozen		0 25
Peas, bag	1 15	1 25
new, Valencias, crate	2 75	3 00
Spanish	2 75	
half cases	1 75	
Peppers, green, per basket	0 30	0 35
red, per basket	0 50	0 60
Potatoes, Canadian, per bag	0 70	0 75
sweet, basket		0 65
sweet, per hamper	2 00	2 25
sweet, per barrel		4 75
Radishes, per dozen		0 25
Tomatoes, Canadian, per basket	0 20	0 30
Watermelons, each	0 30	0 45

FISH—White fish are still scarce, but all others are sufficient to meet the demand. Business on the whole is brisk.

## We offer this week :

**Finnan Haddies**

**Choice New Bloaters and Kippered Herrings**

**Digby Smoked Herrings**

**Acadia and Halifax Codfish** (In Packages)

**Long Island Native Oysters** (The finest grown)

**Also Ciscos, Labrador Herrings and a full line of Fresh Trout, White and Halibut.**

### White & Co., Limited

WHOLESALE FRUIT, PRODUCE AND FISH DEALERS

Toronto and Hamilton

## LEMONS AND HEALTH

An Act of Parliament 30 & 31 Vict., c. 124, §4, provides that every ship going to countries where lemon juice cannot be obtained is required to carry sufficient to give every one 1 oz. daily. This insures their health in unhealthy districts. If you will use more Lemons you will spend less in Patent Medicine and Doctor Bills. The acid of Lemon kills disease germs and makes a refreshing drink, hot or cold. Mr. Retailer, tell your customer, in a short time you can double your sales.

"BUSTER BROWN"

W. B. Stringer,  
Toronto

Canadian Agent,  
for Sicily Largest Exporters

Fratelli Follina,  
Palermo, Messina

## FARD DATES

New crop will shortly be offered, and for the finest dates order from your wholesaler

**"MONOGRAM"**  
Extra Fancy

**"CAMEL"**  
Extra Choice

Packed in cases containing 9 boxes, 7 lbs. each. A steady, increasing demand for this fine fruit.

**WM. HILLS, JR.**  
IMPORTER

W. B. STRINGER, Agent, TORONTO

## CANADIAN FRUITS—Now at Their Height

**P**EACHES  
**P**EARLS  
**P**LUMS and  
**G**RAPES

Large Quantities arriving daily.

Prices reasonable.

SEND US YOUR ORDERS

**HUGH WALKER & SON**  
GULEPH, ONTARIO

and in good shape. Fish arrive in good condition and everything is lovely.

Bloaters, per box	1 20
Blue fins	0 064
Carp	0 03
Cod, fresh caught	0 07
Cod, Imperial, per lb.	0 05
Cod, Arcadia	0 10
Ciscoes, per basket	1 00 1 10
Eels, per lb.	0 08
Finman haddie	0 07 0 08
Haddock, fresh caught	0 07
Halibut, fresh caught	0 10
Herring, medium, per lb., fresh caught	0 05 0 06
Herring, Digby, per box	0 15
Lobsters, each	0 25 0 20
Mackerel, each	0 20 0 25
Perch	0 07
Pike	0 06
Quail on toast	0 05 0 053
Sea salmon	0 17
Trout, fresh caught	0 10
Whitefish, fresh caught	0 10
Yellow pickerel	0 09
Oysters, select, per gal.	1 20
standards, per gal.	1 00

**PEACHES GO TO WASTE.**

The drouth in the Niagara District during the past month has had a bad effect upon the peach crop. The hot weather ripened the peaches so rapidly that sufficient pickers could not be obtained, and it is estimated that carloads went to waste. Some groves stand to lose some of what this year was a record peach crop, simply because help is scarce, and the fruit will have to rot on the trees. Pickers are paid \$1.75 and \$2 a day, and board, a record price.

**EXPENSE OF CANNING BEANS.**

**Cost a Canning Concern \$5,000 to Harvest Ten Acres and Can the Crop.**

The Picton Gazette.

The Bloomfield Packing Co., packers of the Quaker Brand of canned goods, have just finished the picking of a ten-acre field of beans, adjoining their factory in Bloomfield. The amount paid out in labor on this piece of land seems so much out of the common that they have furnished us with the items.

There were thirty-five tons of beans picked at 1c per lb., and the same price was paid for snipping the beans after being brought into the factory. This made a total of fourteen hundred dollars for these two items. For other labor, such as plowing, planting and hoeing and for the services of five men who superintended the picking and snipping of the beans, one hundred and fifty dollars was paid. For the labor concerned in the canning and labelling of these beans eleven hundred dollars was the amount of wages, making a total of twenty-six hundred and fifty dollars paid for labor done on this field.

This same land was planted with beans last year and produced about the same quantity, so that in two seasons there have been over \$5,000 paid out for labor alone on this ten-acre field. After picking these 35 tons, there are still eight or ten tons left on the vines, but these the company abandoned—wishing to reserve a little money to run the factory on other lines the balance of the season.—Picton Gazette.

**Canadian Trade Changes of Recent Occurrence**

**Sales That Have Been Made During the Past Week—Losses by Fire and Assignments Made.**

**Ontario.**

F. J. Knight, grocer, Exeter, has sold his business to David Russell.

Robt. D. McGee, grocer, Woodstock, has assigned to H. B. Sproat.

Vaisey & Wilcox, grocers, Toronto, have assigned to N. L. Martin.

Mrs. N. H. Smith, general merchant, Tilbury, Ont., sustained loss by fire recently.

P. C. Campbell, general merchant, Caledon East, advertises his business for sale.

Geo. B. McConnell, Port Burwell, is advertising his grocery and drug business for sale.

**Quebec.**

Assets of C. E. Jerome, grocer, Montreal, are sold.

M. D. Reg. Barbeau, grocer, Montreal, has sold his assets.

A demand of assignment has been made on A. Mercier, grocer, Montreal.

The assets of R. M. Moore, general merchant, at Magog, have been sold.

The assets of E. Blanchette, general merchant, St. Aubert, have been sold.

The assets of P. H. Moreault, general merchant, Little Metis, have been sold.

A curator has been appointed for E. Mounsey, grocer, at Maisonneuve, Montreal.

R. L. Cross, grocer, Richmond, Que., was burnt out recently. He was insured.

A demand of assignment has been made on Chas. A. Gray, general merchant, Brysonville.

The assets of A. Prevost & Co., general merchants, Ste. Agathe des Monts, have been sold.

The assets of O. Allard, general merchant, at Valleyfield, are advertised for sale on October 5.

William Currie, of the St. Catherine Street store, Montreal, will remove early this month to more commodious quarters on Guy Street, two doors north of St. Catherine.

**Maritime.**

McDonald & Donevan, grocers at Lormway Mines, N. S., have dissolved partnership. The business will be continued by R. J. McDonald.

**Western Canada.**

J. A. Beatty, grocer, Edmonton, Alta., has sold out.

S. Greenhalgh, grocer, Victoria, B.C., has sold to J. Young.

Dunn & Macdonald, grocers, Winnipeg, have dissolved partnership.

Wm. Stuart, general merchant, Crossfield, Alta., has sold to Geo. Fleming.

C. A. Burnett has retired from the McKay Co., general merchants, White-water, Man.

McJeannett & Hall, grocers and bakers, Kelowna, B.C., have assigned to Wilson Bros.

MacIntyre & Co., general merchants, at Tuxford, Sask., are succeeded in business by Nairn & Jackson.

H. J. Morrison, grocer, at Russell and Binscarth, Man., has sold his Binscarth business to F. Garston.

The Trust and Guarantee Co., are appointed receivers for the Gleichen Mercantile Co., general merchants, Gleichen, Alta.

Deacon & O'Reilly, general merchant, Port Essington and Prince Rupert, B.C., have dissolved, O'Reilly continuing in men's furnishings.

**PERSONAL.**

A. E. Pott, Woodstock, Winnipeg representative of the E. W. Gillett Co., Toronto, has been transferred to look after the interests of his company in Manitoba and Saskatchewan.

Samuel R. Bailey, for thirty years a member of the Bailey Broom Co., Kingston, has retired from business.

A ton of oranges and a ton of nauties have been shipped to Canada by the Natal Government, with a view to capturing the market there.—The African World.

Highest price paid for  
**DRIED APPLES**  
**O. E. ROBINSON & CO.**  
ESTABLISHED 1886  
**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

**APPLES.** If you want to buy or sell a carload it will pay you to get in touch with us.  
**THE DAWSON COMMISSION CO., TORONTO**

Sa

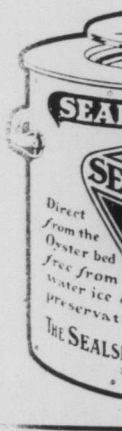
i

A  
Y

CO.  
AGENT  
Bros. Mont  
Calgary, Al

YOU

are  
You don't  
ever  
You also  
mo  
And pro  
nice  
The que  
goo





# Sardines in Oil



# Brunswick Brand

**ARE YOU BUILDING UP YOUR CANNED FISH TRADE?  
YOU CAN DO IT BY THE BRUNSWICK BRAND.**

- THEY HAVE A FLAVOR DISTINCTLY THEIR OWN.
- THEY ARE UNSURPASSED IN QUALITY.
- THEY ARE PACKED IN SANITARY CANS.
- THEY COME IN THE REGULATION—100— $\frac{1}{4}$  CASES.
- THEY WILL ASSIST IN BUILDING UP YOUR TRADE.
- THEY ARE PACKED BY SKILLED HELP AND MODERN METHODS.
- THEY YIELD THE DEALER A LIBERAL PROFIT.
- THEY ARE WELL KNOWN AND GIVE SATISFACTION.

## CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros. Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co. Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

## YOU, Mr. Retailer

are not in business for your health.  
You doubtless want to "get yours" out of every sale.  
You also without doubt want to make **more** sales to your trade.  
And probably you would not mind getting a nice slice of somebody else's trade.  
The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

**The Sealshipt Oyster System,**  
SOUTH NORWALK, Inc.  
Connecticut.

## Sardines that sell

are those that have a guarantee on each tin!

### CONCORD NORWEGIAN SARDINES

are finest small autumn fish only, packed, when freshly caught, in high grade oil. There are from 24 to 30 fish in a box, and each tin is provided with an extra cover for use after it has been once opened.

The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree.

Order from any Wholesale Grocer and don't forget the name

**CONCORD**



#### LIST OF AGENTS:

- |                                 |                                 |
|---------------------------------|---------------------------------|
| R. S. McIndoe, Toronto.         | Watson & Truesdale, Winnipeg.   |
| A. H. Brittain & Co., Montreal. | Radiger & Janion, Vancouver and |
| W. A. Simonds, St. John N.B.    | Victoria, B.C.                  |



## THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

### "WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue: "Modern Grocery Fixtures"



### The Walker Bin and Store Fixture Co., LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:

Montreal: Kenneth H. Munro, Coristine Building  
Manitoba: Watson & Truesdale, Winnipeg, Man.  
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.

## Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II:—

- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
- Tea Blending.

275 Pages Price \$2.00 Fully Illustrated

MacLean Publishing Co. Technical Book Dept.

10 Front St. East - - Toronto

## Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

**\$2.00**

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY

Technical Book Department

10 Front St. East, - TORONTO

## Mr. Level-Headed Grocer

Which will YOU do, hold the credit customer AND GET YOUR MONEY OUT OF HIM? Or lose both the customer and the money he owes you? The answer ought to be simple. There is ONE WAY to hold this class of customers, please them, and avoid loss. That way is by using the

### Allison COUPON BOOK SYSTEM

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10—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 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by ALLISON COUPON CO., Indianapolis, U.S.A. Order them from your Jobber

## Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

### ABSORBINE

will clean them off without laying the horse up. No blister, no hair going. \$2.00 per bottle deliv'd. Book 8 D. Free. ABSORBINE, J.K., for marking the. Removes Painful Swellings, Enlarged Glands, Gout, Wens, Bruises, Varicose Veins, Varieties, Old Sores. Allays Pain. Book free. W. F. YOUNG, P.O. Box 204 Temple St., Springfield, Mass. LYMAN'S Ltd., Montreal, Canadian Agents.

## THE PEOPLE OF JAMAICA

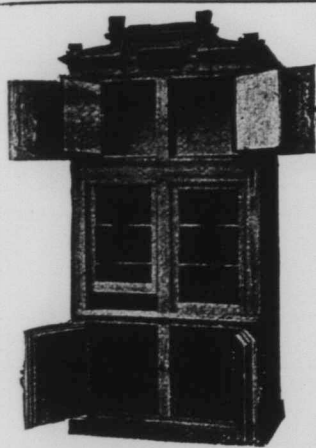
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

### KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax





*The*  
**"ARCTIC"  
REFRIGERATOR**

has proved and is still proving uniformly and completely efficient.

The system of construction gives a perfect circulation of cool, dry air.

Get our Catalogue and Discounts

**JOHN HILLOCK & CO., Ltd.**  
154 George St., Toronto

**Tea Lead,**

*Best Incorrodible*

**"Pride of the Island"**

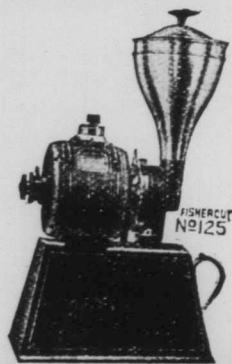
Manufactured by **BRAND**

**ISLAND LEAD MILLS LIMITED,**

Tel. Address: "Laminated," London. **LIMEHOUSE,**  
A.B.C. Codes used 4th and 5th Editions. **LONDON, E., ENG.**

Canadian Agents: **ALFRED E. LAMBE & SON, TORONTO**  
**J. HUNTER WHITE, ST. JOHN, N.B.**  
**CECIL T. GORDON, MONTREAL**

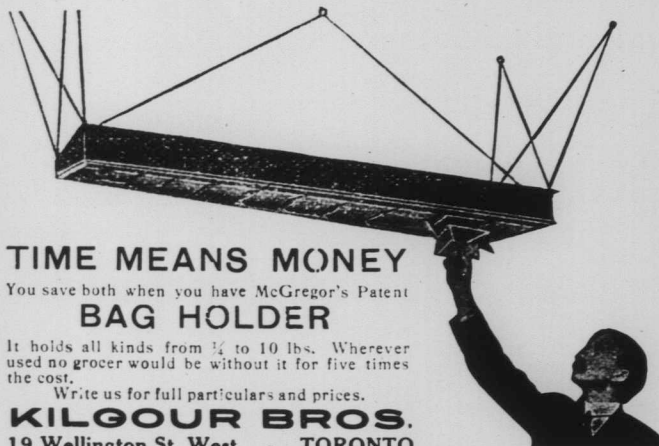
**Fisher Electric Coffee Mills**



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

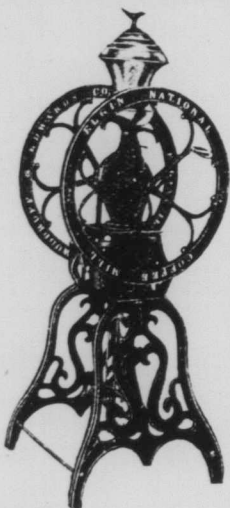
**The A. D. Fisher Co.**  
Toronto Limited



**TIME MEANS MONEY**  
You save both when you have McGregor's Patent  
**BAG HOLDER**

It holds all kinds from 1/4 to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.  
**KILGOUR BROS.**  
19 Wellington St. West, - TORONTO



**Five Essentials**

Simplicity  
Fast Grinding  
Durability  
Easy Adjustment  
Finish

are perfectly met in the

**ELGIN NATIONAL  
COFFEE MILLS**

(40 STYLES)

These are high-grade, attractive-looking mills, at a

**LOW COST**

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).  
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.  
TORONTO—Eby, Blain, Ltd.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.  
REGINA, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY

**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.

—BUY—

**Star Brand**

**COTTON CLOTHES LINES**

—AND—

**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



**Royal Polishes**

appeal to the housewife because she finds them unparalleled for all purposes.

They cannot help but appeal to you, because they are made in Canada, and they yield you a fine profit.

**ROYAL POLISHES COMPANY**  
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glasco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

# A WATCH FREE

## TO EVERY BRIGHT BOY IN CANADA

To every boy who sends us two new full-year paid-in-advance subscriptions to **BUSY MAN'S MAGAZINE** (at the regular price of \$2.00 per year) we will send post paid (registered) a genuine Ingersoll watch—"Universal" or "Monarch." We supply you with sample copies of **BUSY MAN'S** and show you how to sell it. Here is a chance to get a watch of your own that will keep time as well as a more expensive one. A good, strong movement in a well finished nickeled case.

This offer may run for a short time only, so be among the first to secure a real Ingersoll—which has the largest sale of any watch in the world. Fill in this coupon and mail it now.

**BUSY MAN'S MAGAZINE,**  
10 Front Street East  
Toronto

Please enter my name on your list of boys to whom you will send an Ingersoll watch for two new full-year paid-in-advance subscriptions to **Busy Man's Magazine**. I will send you the names of my subscribers and remit amount as soon as possible.

Name .....

Street .....

Town .....

Province .....

B  
w.  
Diamond  
1-lb. tins, 3 doz  
1-lb. tins, 5  
1-lb. tins, 4  
IMPERIAL  
Cases.  
4 doz.....  
5 doz.....  
4 doz.....  
4 doz.....  
doz.....



CANADA  
Wholesale price  
Glass Jars.  
1 lb.  
Strawberries...  
White cherries...  
1 lb. raspberries...  
Black raspberries...  
Lawsonberries...  
Red cherries...  
Black cherries...  
SIMCOE  
(Packs  
1 doz. Simcoe P  
WHITE SWAN  
White Swan B  
1-lb. tins, 3-do  
1-lb. "  
1-lb. "



Cook's P  
No. 1, 1 lb., 4 d  
" 2  
No. 2, 5-oz., 6 d  
" 3  
No. 3, 2 1/2-oz., 4 d  
No. 10, 12-oz., 4  
" 2  
No. 2, 1-oz., 6 d  
" 3  
No. 13, 1-lb., 2 d  
No. 14, 8-oz., 3  
No. 15, 4-oz., 4  
No. 16, 2 1/2 lbs...  
No. 17, 5 lbs...





QUOTATIONS FOR PROPRIETARY ARTICLES

**Baking Powder**  
W. H. GILLARD & CO.

1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

**IMPERIAL BAKING POWDER**

Cases	Sizes	Per doz.
100	10c.	\$0 85
12	6-oz.	1 75
12	12-oz.	3 50
12	15-oz.	3 40
12	2 1/2 lb.	10 50
12	5 lb.	19 75

**MAGIC BAKING POWDER**

Cases	Sizes	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	15 "	1 45
4 "	16 "	1 65
4 "	18 "	1 70
1 "	2 1/2 lb.	4 10
1 "	5 "	7 90
1 "	6 oz.	Per case
1 "	12 "	\$4 55

**ROYAL BAKING POWDER**

Sizes	Per Doz.
1 lb.	\$0 85
1 lb.	1 40
1 lb.	1 95
1 lb.	2 55
1 lb.	3 85
1 lb.	4 90
1 lb.	13 60
1 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

**CANADIAN CANNERS, LIMITED**  
Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case.)

per doz.	per doz.
Strawberries... 3 25	Sweet cherries... 2 40
Peaches... 2 85	Red currants... 2 40
White cherries... 2 85	Black currants... 2 40
Raspberries... 2 40	Green G. plums... 2 40
Black raspberries... 2 40	Lombard plums... 2 40
Blackberries... 2 40	Blue plums... 2 40
Red cherries... 2 40	Pears... 2 40
Black cherries... 2 40	

**SIMCOE PURE PRESERVES**  
(Packed 2 doz. to the case.)

1 doz. Simcoe Pure Strawberry Preserves	1 35
1 doz. "	1 75

**WHITE SWAN SPICES AND CEREALS LTD.**  
White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
4-lb. " " " "	0
1-lb. " " " "	0



**COOK'S FRIEND BAKING POWDER**  
BREAD PANCAKES PIE CRUST OTHER PASTRY

**Cook's Friend Baking Powder**

1-lb. 4 dozen	2 40
2-lb. 2 dozen	2 50
3-lb. 1 1/2 dozen	0 85
4-lb. 12-oz. 4 dozen	2 10
5-lb. 2 1/2 dozen	2 20
6-lb. 2 1/2 dozen	0 70
7-lb. 2 1/2 dozen	0 75
8-lb. 2 1/2 dozen	3 00
9-lb. 2 1/2 dozen	1 75
10-lb. 2 1/2 dozen	1 10
11-lb. 2 1/2 dozen	7 25
12-lb. 2 1/2 dozen	14 00

**Cereals**

**WHITE SWAN SPICES AND CEREALS LTD.**  
White Swan Breakfast Food, 2-doz. in case, per case, \$3.00

The King's Food, 2-doz. in case, per case, \$4.89

White Swan Barley Crisps, per doz. \$1.

White Swan Self-rising Buckwheat Flour, per doz., \$1.00.

White Swan Self-rising Pancake Flour, per doz., \$1.00.

White Swan Wheat Kernels, per doz. \$1 40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Blue

Keen's Oxford, per lb. 0 17

In 10-box lots or case. 0 16  
Gillett's Mammoth, 1 gross box 2 00

**Chocolates and Cocoas**  
THE COWAN CO., LIMITED

Co. ca—

Perfection, 1-lb. tins, per doz.	\$4 50
Perfection, 1-lb. per doz.	2 40
Perfection, 1-lb. per doz.	1 30
Perfection, 10c size 5-lb. tins	0 90
per lb.	0 37
Solu le, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18

London Pearl, per lb. 0 22  
Special quotations or Cocoa in bulk, kegs, etc.

Unsweetened Chocolate—

Plain Rock, 2 s & g s, cakes, 12-lb. boxes, per dozen	0 50
Perfection chocolate, 10c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, 2 s and 1 s, 12-lb. boxes, per lb.	\$ 1
Queen's Dessert, 6 s, 12-lb. boxes	0 40
Vanilla, 1-lb., 12-lb. boxes, per lb.	0 35
Parisian, 5 s.	0 30
Royal Navy, 2 s, 1 s, boxes, per lb.	0 30
Diamond, 7 s, 12-lb. boxes, per lb.	0 34
" 8 s " " "	0 25
" 8 s " " "	0 28

**INGERS FOR CAKE—**  
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in box, per dozen

Chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers, No. 1, " "	0 30
Nonpareil wafers, No. 2, " "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

**BRANDS OF COCOA**  
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	\$ 90
" " " " " "	2 40
" " " " " "	4 75
" " " " " "	9 00

**EPPS'S**  
Agents, C. E. Colson & Son, Montreal.

In 1, 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 55
Smaller quantities	0 57

**JOHN P. MOTT & CO.'S**  
R. S. McIndoe, Agent, Toronto.  
Arthur M. Loucks, Ottawa.  
J. A. Taylor, Montreal.  
Jos. E. Huxley, Winnipeg.  
R. J. Bedlington & Co., Calgary, Alta.  
Standard Brokerage Co., Vancouver, B.C.



**MOTT'S DIAMOND CHOCOLATE**  
JOHN P. MOTT & CO.

Elite, 10c size (for cooking) doz. 0 90

Mott's breakfast cocoa, 10c. size 90 per dz.

breakfast cocoa, 1 s.	0 35
" " " " " "	0 35
No. 1 chocolate, 1 s.	0 32
Navy " " " "	0 29
Vanilla sticks, per gross.	1 00
Diamond chocolate, 1 s.	0 24
Plain choice chocolate liquors	0 32
Sweet Chocolate Coatings	0 20

**WALTER BAKER & CO., LIMITED.** Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 5-lb. tins.	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins.	0 38
Cracked cocoa, 1-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box.	3 00

The above quotations are f.o.b. Montreal

**Cocoanut.**  
CANADIAN COCOANUT CO., MONTREAL.

Packages—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
1 lb.	0 27
1 and 1/2 lb. packages assorted	0 28
1 and 1/2 lb.	0 27
1 lb. packages assorted in 5 lb. boxes	0 28
1 lb.	0 29
1 lb.	0 30
Bulk—	
In 15 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails Tins. Bbls
White Moss, fine strip	0 19 0 21 0 17

Best Shredded	0 18	0 16
Special Shred	0 17	0 15
Ribbon	0 19	0 17
Macaroni	0 17	0 1
Deolcated	0 16	0 1
White Moss in 5 and 10 lb. square tins, 21c.		

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

**Condensed Milk**  
BORDEN'S CONDENSED MILK CO.  
Wm. H. Dunn, Agent, Montreal & Toronto.

Cases	Doz.
Eagle Brand Condensed Milk	\$6 00 1 50
Gold Seal Condensed Milk	4 25 1 10
Challenge Condensed Milk	4 00 1 00
Peerless Brand Evaporated Cream family size	3 50 0 90
Peerless Brand Evaporated Cream hotel size	3 70 1 85



**BORDEN'S PEERLESS EVAPORATED CREAM**

**TREVO CONDENSED MILK CO., LIMITED.**  
"Jersey" brand evaporated cream per case (4 doz.) \$4 00  
Reindeer brand per case (4 doz.) 5 10



**JERSEY CREAM**  
**REINDEER BRAND CONDENSED MILK**

**Coffees.**  
EBY, BLAIN CO. LIMITED.  
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.	
Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17 1/2
Golden Rio	0 14

**Package Coffees:**  
Gold Medal, 1 and 2 lb. tins, whole or ground. 0 30  
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground 0 30  
German Dandelion, 1/2 and 1 lb. tins, ground 0 22  
English Breakfast, 1 lb. tins, ground 0 18

**WHITE SWAN SPICES AND CEREALS LTD.**  
White Swan Blend.



**WOOD'S COFFEE**  
1-lb. decorated tins, 53c. lb  
Mo-Ja, 1-lb. tins 30c. lb.  
Mo-Ja, 1-lb. tins 28c. lb.  
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Eplures—1-lb. fancy glass jars, per doz. \$3.50.  
Cafe l'Aromatique—1-lb. amber glass jars, per doz. \$4.  
Presentation, with 3 tumblers, \$10 per doz

**THOMAS WOOD & CO.**

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

**Cheese—Imperial**

Large size jars, per doz.	8 25
Medium size jars, per doz.	4 50
Small size jars, per doz.	2 40

Individual size jars, per doz. 1 00

**Imperial holder—**

Large size, doz. 18 00
Med. size " 17 00
Small size " 12 00

**Roquefort—**

Large size, doz. 2 40
Small size, " 1 40



**Confections**  
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 45
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb. box, lb.	0 33
" No. 2, " " "	0 36
Maple Buds, 5-lb. boxes, lb. " "	0 38
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.O.B. Toronto.

**CLAREN'S IMPERIAL CHEESE CO. LTD.**  
Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	\$3.50 each
Small " " 50 " "	3.60 " "
Assorted, cases, 26 small, 12 large	3.55 " "

Net 30 days.

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.  
All same price one size or assorted.

**UN-NUMBERED**

Under 100 books	each 04
100 books and over	each 08
500 books to 1000 books	each 08

For numbering cover and each coupon, extra per book 1/4 cent.

**Extract of Beef.**  
LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef, Per case.	
Bottles 1-oz., case of 2 doz.	\$3 30
" " " " " "	3 00
" " " " " "	4 50
" " " " " "	4 75
" " " " " "	5 00

**Infants' Food.**  
Robinson's patent barley 1-lb. tins \$1 35  
" " " " 1-lb. tins 1  
" " " " 1-lb. tins 1 25  
" " " " 1-lb. tins 1 25

**"Mephisto" and "Purity" Canned Lobsters.**



**Flavoring Extracts**  
SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
4 " " " "	3 00
5 " " " "	3 75
8 " " " "	5 50
16 " " " "	10 00
32 " " " "	18 00

Discounts on application.



**Fly Pads.**  
Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$7 50.  
5 boxes.... 2 75

**Jams and Jellies.**  
BATER'S WHOLE FRUIT STRAWBERRY JAM Agents, Rose & Lafontaine, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz.	2 20
T. UPTON & CO.	
Compound Fruit Jams—	
12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
1-lb. tins, 3 doz. in case, per lb.	0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 06 1/2
Compound Fruit Jellies—	
12-oz. glass jars, 3 doz. in case, per doz.	1 00
1-lb. tins, 3 doz. in case per lb.	0 07 1/2
7 wood pails, 6 pails in crate, per lb.	0 07

## A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

## YOU MUST REALIZE

that an article which has a huge amount of consumer advertising behind it to pull it through the stores, as has

# 2 in 1

The World's Best  
Shoe Polish

must be a profitable and quick-selling line to handle.

But, in addition to this ad-pulling force, "2 in 1" has sterling merit behind it. It preserves the boots and makes them pliable; is waterproof; shines quickly and lasts a long time; does not soil the clothes or clog the brush, and is just now in increasing demand.

You can't afford to be without "2 in 1" on your shelves.

## The F. F. Dalley Co.

LIMITED

Hamilton, Canada, and Buffalo, N. Y.

## A Great Selling Team

☐ Buyers must be moved through several steps to be brought to the buying point.

☐ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

☐ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

Have Your Wife Try  
the famous

# "VOL-PEEK"

GRANITE CEMENT

for Mending Holes in Pots and Pans.

If it pleases her it will please others, will it not?

H. NAGLE & COMPANY  
LAPRAIRIE, QUE.



## CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat  
Put up in 1/4 gross cases

Bulk in 7-lb. Pails  
1/2 doz. in crate

25-lb. Pails and 75-lb. Tubs

Capacity one ton per hour.  
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Assorted Pails...  
Preserved Jam, 1...  
in cases...



Assorted flav...  
MacLaren Imperia



Assorted Case,  
Assorted Case,  
Lemon (Straigh  
Orange (Straigh  
Raspberry (Straigh  
Strawberry (Straigh  
Chocolate (Straigh  
Cherry (Straigh  
Lemon (Straigh  
Lemon (Straigh

GENUINE. 1



Price—Outr...  
than 5 cases...  
cases, or more.



# Goodwillie's PURE FRUITS In Glass



There is nothing to be gained by your experimenting with a dozen and one different packs of Pure Fruits.

So why not begin correctly by ordering, and featuring, GOODWILLIE'S, the brand that always leads.

You will find it to your own advantage to handle GOODWILLIE'S, and you will greatly please your customers.

Your wholesaler will gladly furnish prices.

AGENTS :

Rose & Laflamme, Ltd. - Montreal and Toronto

Per lb. 0 66  
Per doz. in case 1 75

### Jelly Powders IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co. Limited.



Assorted Case, Contains 4 dc \$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  
Lemon (Straight) Contains 2 doz. \$1.80  
Weight, 8 lbs. to case. Freight rate, 3rd class

Soap  
GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases, \$5 00  
5 cases, or more, 4 95



Last price.  
"Shirriff's" (all flavors), per doz. ...  
Discounts on application.

THE ROBERT GREIG COMPANY.  
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



### Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$0 10 1/2  
Tubs... 0 11  
Tubs, 60 lbs. 0 11  
20-lb. Pails. 2 25  
20-lb. tins... 2 15  
Cases 3-lb. 0 11 1/2  
" 5-lb. 0 10 1/2  
" 10-lb. 0 10 1/2



F.O.B. Montreal.



Tierces... 0 10 1/2  
Tubs... 0 10 1/2  
20-lb. pails. 0 11  
20-lb. tins. 0 10 1/2  
10-lb. " 0 11 1/2  
5-lb. " 0 11 1/2  
3-lb. " 0 11 1/2

### Licorice

NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper, per lb. \$0 40  
Fancy boxes (36 or 50 sticks), per box... 1 25  
" Ringed " 5-lb. boxes, per lb. 0 40  
" Acme " pellets, 5-lb. cans, per can... 2 00  
" (fancy bxs. 40), per box 1 50  
Tar licorice and tolu wafers, 5-lb. cans, per can... 2 00

Licorice lozenges, 4-lb. glass jars... 1 75  
" 20.5-lb. cans... 1 70  
" Purity " licorice, 10 sticks... 1 45  
" 100 sticks... 0 73  
Dule, large cent sticks, 100 in box...

### Lye (Concentrated)

GILLET'S PERFUMED... Per case  
1 case of 4 dozen... \$3 60  
3 cases of 4 dozen... 3 50  
5 cases of more... 3 40

### Marmalade.

T. UPTON & CO.  
12-oz. glass jars, 2 doz. case... per doz \$1 00  
16-oz. glass jars, 2 doz in case... 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Pint Sealers (24 oz.), 1 doz in case, per dozen... 2 00



ST. CHARLES CONDENSING CO.  
PRICES:  
St. Charles Cream-family size, per case... \$4.70  
Ditto, hotel... 4.90  
Silver Cow Milk... 5.00  
Purity Milk... 4.70  
Good Luck... 4.00

### Mustard

COLMAN'S OR KEEN'S  
D.S.F., 4-lb. tins... per doz. \$ 1 40  
" 1-lb. tins... 2 50  
" 1-lb. tins... 5 00  
Durham 4-lb. jar... per jar 0 75  
" 1-lb. jar... 0 25  
F.D. 4-lb. tins... per doz. 0 85  
" 1-lb. tins... 1 45

### Olive Oil

LAPORTE, MARTIN & CIE., LTD.  
Minerva Brand—  
Minerva, qts. 12's... \$ 5 75  
" pts 24's... 6 50  
" 4-pt. 24's... 4 25

### 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

### Soda

COW BRAND  
Case of 1-lb. containing 60 packages, per box, \$3.00  
Case of 1-lb. containing 120 pkgs. per box, \$3.00  
Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box \$3.00  
Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00  
MAGIC BRAND Per case  
No. 1, cases 60 1-lb. packages... \$ 2 75  
No. 2, " 120 1/2-lb. " " 2 75  
No. 3, " 30 1-lb. " " 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs  
1 case... 2 85  
5 cases... 2 75

### SHIRRIFF BRAND

"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
2-lb. " " 2 80  
4-lb. tins, " 4 65  
7-lb. " " 7 85  
"Sbrded"—  
1-lb. glass, doz... 1 90  
2-lb. " " 3 10  
7-lb. tins, " 8 25



SPRATT'S PRICE LIST  
Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz \$0 95  
Parrot Food, 1/2 lb. pkts., 1 doz cartons 0 45  
Parrot Food, 2-lb. pkts 1 35  
Bird Cage Sand, about 1 1/2-lb. bags, 1/2 gross cases, per doz. 0 30  
Bird Cage Grit, about 1 1/2-lb. bags, 1/2 gross cases, per doz. 0 30

### Mince Meat

Wethy's condensed, per gross, net... \$12 00  
per case of 3 dozen, net... 3 00



# Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

## THOMAS WOOD CO., LIMITED

No. 428 St. Paul St.

Montreal

### Soap and Washing Powders.

A. F. TIPPET & CO., Agents.

Marypole soap, colors	per gross	\$10 30
" " black	"	15 30
Oricle soap	"	15 30
Gloriola soap	"	13 00
Straw hat polish	"	18 90



3 doz. to box..... \$3 00  
6 doz. to box..... \$7 20  
30 days.



1 Box Price..... \$4.00  
5 Box Price..... \$3.90  
Freight paid on 5 box lots.



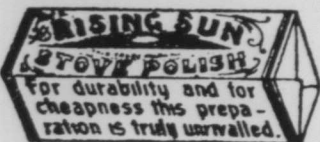
On Quick Naptha Soap (100 bars to case) in 5 cent lots (100 bars) \$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

### Starch

EDWARDSBURG STARCH CO., LIMITED.		
Laundry Starches—		
No. 1 White or blue, 4-lb. carton	per lb.	\$0 07
No. 1 " " 4-lb. "	"	0 07
Canada laundry	"	0 06
Silver gloss, 5-lb. draw-lid boxes	"	0 08
Silver gloss, 5-lb. tin canisters	"	0 08
Edward's silver gloss, 1-lb. pkg.	"	0 07 1/2
Kegs silver gloss, large crystal	"	0 17
Benson's satin, 1-lb. cartons	"	0 17 1/2
No. 1 white, blue and kegs	"	0 06 1/2
Canada White Gloss, 1-lb. pkgs.	"	0 16 1/2
Benson's enamel	per box	1 50 to 3 00
Culinary Starch—		
Benson & Co.'s Prepared Corn	"	0 07 1/2
Canada Pure Corn	"	0 06 1/2
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.	"	0 10
" " " " or blue,	"	"
BRANFORD STARCH WORKS, LIMITED		
Ontario and Quebec.		
Laundry Starches—		
Canada Laundry, boxes of 48 lb.	\$0 06	
Acme Gloss Starch—		
1-lb. cartons, boxes of 48 lb.	0 06 1/2	
Finest Quality White Laundry—		
1-lb. Canisters, cases of 48 lb.	0 06 1/2	
Barrels, 500 lb.	0 07 1/2	
Kegs, 180 lb.	0 06 1/2	
Lily White Gloss—		
1-lb. fancy cartons, cases 30 lb.	0 08	
6-lb. toy trunks, 3 in case	0 08	
6-lb. enameled tin canisters, 3 in case	0 08	
Kegs, ex. crystals, 100 lb.	0 07	
Brantford Gloss—		
1-lb. fancy boxes, cases 30 lb.	0 08	
Canadian Electric Starch—		
Boxes of 48 fancy pkgs., per case	3 00	

### Stove Polish.

Rising Sun, 5-oz. cakes, 4-gross boxes	per gross	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	"	4 50
Sun Paste, 10c. size, 4-gross boxes	"	10 00
Sun Paste 5c. size, 4-gross boxes	"	5 00



For durability and for cheapness this preparation is truly unrivalled.

JAMES' DOME BLACK LEAD

5a size	per gross	\$2 40
2a "	"	2 50

### Syrup.

EDWARDSBURG STARCH CO., LTD.  
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03 1/2 per b.
Half-barrels, 350 lbs.	0 03 1/2 "
4 barrels, 175 lbs.	0 03 1/2 "
Pails 25 lbs.	1 30 each
38 1/2 lbs.	1 80 "
Plain tins, with label—	
1 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " " "	2 75
20 " " "	2 70
(5, 10 and 20 lb. tins have wire handles.)	

### Teas

THE "SALADA" TEA CO.



Brown Label, 1's and 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 3/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1's and 1/2's	0 44	0 60
Red-Gold Label, 1/2's	0 55	0 80

GEO. E. BINSTOL & CO.,  
Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—	
Black, Mixed, and Green Ceylon.	
25c. .... 1s, 20c. 1s, 21c.	
30c. .... 1s and 1/2s, 23c.	
40c. .... 1s and 1/2s, 28c.	
50c. .... 1s and 1/2s, 35c.	
75c. .... 1s and 1/2s, Vulcan, 50c.	
100 lb. lots freight paid.	



Blue Label, 1's	\$1	0 26
Orange Label, 1's and 1/2's	0 28	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 40	0 60
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 60

LAPORTE, MARTIN & CIE, 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., MONTREAL

Yellow Label, 1's	0 20	0 25
" " "	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 3/4's	0 30	0 40
White Label, 1's, 1/2's and 3/4'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



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.
Canisters		
Gold Tins, 5s	35c. 1.75	50c. 2.50
Gold Tins, 3s	35c. 1.05	50c. 1.50
Gold Tins, 1s	36c. each	50c. each
Gold Label, 1/2's	18c. ea. 36 lb.	25c. ea. 50 lb.
Red Tins, 1/2's	35c. ea. 70 lb.	50c. ea. 100 lb.
Red Tins, 1/2's	18c. ea. 72 lb.	25c. ea. 100 lb.



MELAGAMA TEA.

Black, green, mixed, 1/2's	0 70	1 00
" " "	0 55	0 80
" " "	0 44	0 60
" " "	1 1/2s. & 1/2s.	0 40
" " "	1 1/2s. & 1/2s.	0 38
" " "	1 1/2s. & 1/2s.	0 35
" " "	1 1/2s. & 1/2s.	0 30
" " "	1 1/2s. & 1/2s.	0 32
" " "	1 1/2s. & 1/2s.	0 25
" " "	1 1/2s. & 1/2s.	0 24

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 30c.	\$0 20
" " " " " " " "	0 21
Blue Label, retail at 30c.	0 23

Green Label	" 60c.	0 30
Red Label	" 50c.	0 30
Orange Label	" 50c.	0 40
Gold Label	" 50c.	0 50

RIDGWAYS, London, Vancouver Winnipeg and Ceylon



Pure Gold Jelly Powder, 1 lb. tin, 1 50  
Pure Gold Salad Dressing Powder, 1 lb. tin, 1 50  
Discounts on application.



THOMAS WOOD & CO., LTD.  
Montreal and Boston

Wholesale	Retail
Wood's Primrose, per lb.	0 40
" Golden Rod	0 35
" Fleur-de-Lis	0 30
Pack in 1/2-lb. tins. All grades—	black, green or mixed.

### Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA LIMITED—EMPIRE BRANCH.	
Chewing—Black Watch 5s.	
Black Watch 11s.	
Bols 5s and 10s.	
Bully 6s.	
Currency 5/6s. and 10s.	
Stag 5s.	
Old Fox 12s.	
Pay Roll Bars 7/8s.	
Pay Roll 7s.	
Plug—moking—Shamrock 6s. plug or bar	
Rosebud Bars 6s.	
Empire 5s. and 10s.	
Amber 8s. and 3s.	
Ivy 7s.	
Starlight 7s.	
Out Smoking—Great West Pouches, 7s.	

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.	\$33 00
St. Louis, 1-40.	32 00
St. Louis, 1-100.	35 00
Champlain, 1-20.	35 00
Champlain, 1-40.	36 00
El Sergeant, 1-20.	35 00
El Sergeant, 1-40.	35 00
El Sergeant, 1-100.	35 00
Out tobaccos.	
Petit Havana, 1-12-16.	0 15
Queens, 1-4, 1-3	0 15
" " " " " " " "	0 15
Cote's Choice Mixture, 1-lb. tins	0 20
" " " " " " " "	0 20

### Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	\$12 00
Absorbine Jr., per dozen	5 00

### Yeast.

Royal yeast, 3 doz. 5 cent. pkgs.	1 00
Gillett's cream yeast, 3 doz. in case	1 00

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



Tell your Doggy Customers that you Stock  
**Spratt's** MEAT **Dog Cakes**  
"FIBRINE"

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch 13 St. Therese Street, St. Gabriel's, Montreal.

## Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,  
 Apples, Peaches, Pears, Plums, Etc.

## Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Black-  
 berries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"  
 "Bottom Like The Top"

Write for Samples

## Sanitary Can Company, Ltd.

Niagara Falls, . . . 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

### FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**  
 HALIFAX

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Cansisters

### 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
 Manufacturers of

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

Wellington Mills, London, England

Agent:  
**JOHN FORMAN, - 644 Craig Street**  
 MONTREAL.

## BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.  
 Profits right from the start, and Prizes.  
 No money required to begin.  
 We will mail to you FREE 5 copies of our publication.  
 These can be sold and will provide the capital for the next week's supply.  
 The work is easy.  
 You be sure to write at once and we will send you 5 copies for next week and everything necessary.

**The MacLean Pub. Company**  
 10 Front Street East, TORONTO, CANADA

**DELAY** resulting from  
scarcity of empty cars  
may be avoided by or-  
dering your require-  
ments of **SALT** now

FROM

**VERRET, STEWART & CO.**  
LIMITED

No. 12 Port Street  
**MONTREAL**

## Canned Fruits

The quality of

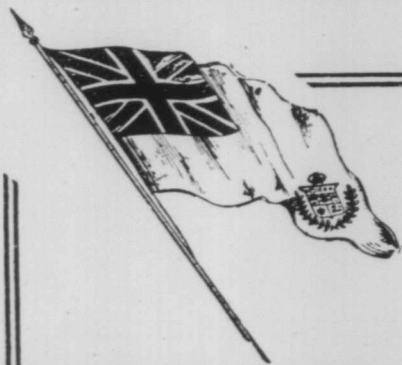
**WETHEY'S**  
**LAUREL**  
**BRAND**

speaks for itself.

Do not buy without consulting us.

Get our prices.

**J. H. Wethey, Ltd.**  
ST. CATHARINES, ONT.



**Empire Brand**  
WE OWN IT

**4 Free  
Phones**

Will have to add  
more soon. Are  
you taking advant-  
age of this facility?  
Try the system.

## TEAS

have advanced and are going higher. Our "EMPIRE BLEND" black, green and mixed, gives splendid satisfaction. Send a postal card for sample of our 25 line. It will show you big bargain.

## SALMON

has gone up and is bound to go still higher. We have picked up a line that is bargain-buying for you. How many cases do you want?

**GEO. E. BRISTOL & CO.**  
WHOLESALE GROCERS

HAMILTON, . . . . . ONTARIO

CA

A

701-702

XXIII.



FRANK

Every

D

Front St.