

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

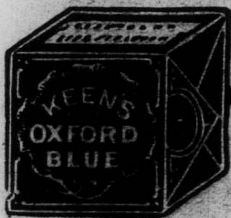
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, OCTOBER 11, 1907.

NO. 41.



There's everything in your favor when selling your customers

KEEN'S OXFORD BLUE

There's profit, there's satisfied trade, there are repeat orders; and there's the Best Blue made.

For sale by all jobbers. Ask them.

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



A trial order of

"Crown Brand" Corn Syrup

placed with your jobber **NOW** will make for you regular calls from your customers. People want a good, healthy, rich and nourishing Table Syrup. "Crown" Brand is Purest and Best.

Every jobber sells it.

PUT UP IN TINS		
2-lb. tins—cases 2 doz.	Also in Brls. 1/2 Brls.	
5 " " " 1 " "	Kegs and Pails.	
10 " " " 1/2 " "		
20 " " " 1/4 " "		

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

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

THE CANADIAN GROCER

1706



1907

CROSSE & BLACKWELL,

LTD

Purveyors to the King

C. & B. Malt Vinegar

Rep. Pints and Quarts

Imp. Pints and Quarts

An unequalled reputation for over
200 years



AGENTS:

C. E. COLSON & SON,

MONTREAL.

St



Standard Goods THE Best to Handle

SURE PROFITS

SATISFIED CUSTOMERS

Is what you want *EVERY TIME*, and you can be *QUITE SURE* of them if you supply them with these Standard Goods:—

GELATINE

MACARONI

COX'S
 STRONGEST, PUREST,
 BEST.
 Wise women
 work willingly
 with
 Cox's.

CODOU'S
 Made from Finest
 RUSSIAN WHEAT
 by Experts.
 A perfect
 article of
 Food.



"SHELL"
 CASTILE SOAP
 67% PURE OIL
 The Best
 you can
 buy.



The best houses from Victoria to Halifax sell these goods.

ARTHUR P. TIPPET & CO.,

MONTREAL

Agents

TORONTO



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

EDMONTON.

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

HALIFAX, N.S.

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

HAMILTON.

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

MONTREAL

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

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

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

NEWFOUNDLAND

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

TORONTO.

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

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

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

Green Apples
IN
CAR LOTS
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

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

TORONTO.

JAPAN PEANUTS
GOOD QUALITY IN STOCK
Anderson, Powis & Co.
Toronto Agents
15 Wellington St. East

VANCOUVER. *

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

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

WINNIPEG.

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

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

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

(Continued on page 4.)

"Every Little Bit

added to what you have got—makes a little bit more"—which is sure to be appreciated when it's PROFITS.

**Get
in
on
these
if
you
want
the
extra
profits.
Don't
wait
but
send
us
your
orders
NOW.**

Pork and Beans at a snap

1s.....45c. doz.
2s.....75c. "
3s.....95c. "

Guaranteed equal to the best Canadian packed goods and just a little better than most of them.

Plain, Tomato and Chili Sauce

Usual freight allowance on 5 case lots.

Blueberries 2s and gallons

are going to be scarce this season—"short pack." Prices are sure to be high in the spring.

Get your orders in now—you're sure to save money.

Lard

An article of every day selling—
Any grocer who has handled

Hammond, Standish Co. Detroit Lard

will appreciate this snap when we tell you our quotations are below the market. We know the quality will please you.

Olives

are no longer considered a luxury. We have a large and well assorted stock—Queen's, Manzanilla, Stuffed and Pitted. We are making a leader this week on a

Manzanilla Olive, 5 oz. bottle

Cases 2 doz., 90c. doz.

**Get your orders in NOW—
before the frost sets in.**

Our Stock of this line is limited.

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

WHOLESALE GROCERS

TORONTO

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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

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

MOOSE JAW

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

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



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

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

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

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



NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes. Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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CALGARY, ALTA.
HALIFAX, N.S.
OTTAWA, ONT.

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ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. G. IRVING, Gen. Man. Western Canada, Toronto.

Many Good Lines Lie Dormant

On Grocers' Shelves

Keep Yours on the Move

by appointing a

Working Resident Salesman and Advertiser

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.
Special Attention to Advertising

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

BASKETS

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

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

The Oakville Basket Co., OAKVILLE ONT.

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU

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.

Good Advice

"Snap lacked back bone and had little or no tact in saying NO. By the end of two years he had \$3,000 tied up. When he went home to rest he worried because he couldn't meet his bills as promptly as formerly. Being sensitive, he worried, and that affected his digestion. He didn't take a sawdust diet, nor abandon coffee for a baked cereal mixture. He became a plodder instead of a pusher. Instead of being flush he was always in a pinch. He eked out a living and in five years failed to increase his assets. Then he sold out and said: 'No more grocery business for me. It don't pay.' The next we knew of him he was ticket chopper on the 'L' road.

"Take warning from Snap. Avoid credit, pay cash, sell for cash, and get comfort out of life."

Better Advice

Stock only guaranteed brands of Canned Fruits and Vegetables, such as: "CANADA FIRST," "LITTLE CHIEF," "LOG CABIN," "HORSESHOE," "AUTO," "KENT," "LYNN VALLEY," "MAPLE LEAF," "LION," "THISTLE," "GRAND RIVER," and "WHITE ROSE."

QUALITY GUARANTEED By

CANADIAN CANNERS, Limited

**QUAKER
CANNED
GOODS**

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

DID IT EVER OCCUR TO YOU

To figure out how much loss you make on bulk teas through deterioration? How many customers you lose because the quality is not the same twice in succession?

You can always be sure of holding their trade with

"SALADA"

Tea

Because the Quality is Always the Same

Its fine flavor turns the casual purchaser into a regular customer.

"SALADA," Toronto and Montreal

A Woman's Whim

as far as starch is concerned is generally pretty sound sense. She does the work and she knows just how much trouble can be saved by using good starch. Just introduce her to

IVORINE

and she'll be a friend of yours. Ivorine is the most economical and satisfactory laundry starch on the market. How is your stock of Ivorine?

ST. LAWRENCE STARCH CO.

LIMITED

PORT CREDIT, ONT.

STERLING BRAND PICKLES

None better—none that will please customers better—none that will help better to build up high-class trade.

Buy direct or through your jobber.

The T. A. LYTLE CO.

Limited

TORONTO, - CANADA



National Licorice Co.
Brooklyn, N.Y.

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

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

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

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

Dominion Molasses Co.,
LIMITED

Hallifax, - Nova Scotia

Agents

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

Valencia Raisins

Next Time You
Order, Ask For

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

"W. Abel" Standard
Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by
MAHIQUES, DOMENECH & CO.,

Canadian Agents:
ROSE & LAFLAMME
Montreal and Toronto



**Pure Food is Essential
to Good Health**

That is why

Wagstaffe's

Jams, Jellies, Sealed Fruits and Marmalades have such a large sale. All lines will be short packed on account of light crops. If you wish to secure some of these celebrated goods, see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS
HAMILTON, CANADA

There are two reasons why

Old Homestead Brand

*of Canned Fruits and Vegetables
should be handled by every Grocer in Canada*

1st. The margin of profit is liberal

**2nd. Old Homestead Brand is in great demand,
and that demand is ever on the increase**

At the back of this ever-increasing demand are the soundest of reasons to account for it. In the first place, the **selection** of fruits and vegetables is made **by experts**. They reject any particle of **fruit** or **vegetable** which is **not perfectly sound**. Then, the factory where the **Old Homestead Brand** is produced is easily the most up-to-date and sanitary canning factory in Canada. No expense has been spared in making

Old Homestead Brand

the best brand of canned fruits and vegetables on the market. We have succeeded, with the result that it is **the quickest-selling and most-constantly-demanded Brand of Canned Goods in the trade.**

The Old Homestead Canning Co.

PICTON, ONTARIO

HAYCASTLE
and **PARADISE**
CURRENTS

The choicest growths
from the most favored
Districts in Greece.

We have new selected
Valencias in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods
Sold in British Columbia?

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

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

BRANSON'S

CONCENTRATED COFFEE

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

Good cup results assured.

Unvarying Quality.

Large Bottles.



CONCENTRATED COFFEE

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

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

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



PRIDE OF CANADA



QUALITY

For years we have been endeavoring to improve the quality of our maple goods.

Our Maple Syrup and Maple Sugar is **absolutely pure**, as we never adulterate, and we are always trying some new process in preparing them for market, which adds to their quality.

That's why

PRIDE of CANADA

goods are so well known and regarded as standards. If you are not handling them you should begin to-day.

IT PAYS

**The Maple Tree Producers' Association
Waterloo, Que.**

PHENIX WASHING POWDER

THE
GREAT
SELLER

Owing to its recognized superiority over cheap makes of washing powder, **PHENIX** is always used by the housewife after the first trial.

Then, the price is another consideration. Despite the high quality of **PHENIX**, the price is most reasonable, 5c. for $\frac{1}{2}$ lb. package, or 10c. for the 1 lb. are the retail selling figures.

First quality and the right price mean profit for the retailer.

Are YOU selling PHENIX?

C. A. CHOUILLOU & CO.

14 Place Royale, MONTREAL
Sole Canadian Distributing Agents

E. NICHOLSON

CABLE ADDRESS: D H BAIN
NICHOLSON, WINNIPEG

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



BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS :

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices :—

CALGARY

WINNIPEG

EDMONTON

ESTABLISHED 1882.

LEA'S

The Pickle with the
Home-Made Flavor

Packed in a factory
where cleanliness
and purity are
paramount.

PACKED BY

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

THE CANADIAN GROCER

NEW CURRANTS

Crown Brand Cases and Half Cases, Cleaned.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st, this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

"I can now submit you several suitable samples at suitable prices on receipt of your commands"

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

Japan Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Fuji Company

THE CANADIAN GROCER

PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells **the best**. You will find the **market leader** in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing **Order Without Delay**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Currants
Almonds

Raisins
Filberts

Walnuts
Figs

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

Fall trade coming on. Anticipate your wants.

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

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

BLACK LEAD

The best form of stove polish is black lead, and the best in black lead is

"JAMES DOME"

No Dirt.

No Grit.

No Dust.

Gives a quick, lasting, brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents.



Perfect Purity Produces Profit

This is an assertion, Mr. Grocer, with which most good grocers entirely agree. Pure Food is in greater demand to-day than ever before, and the grocer who handles the purest goods does the greatest business.

E. D. S. Brand JAMS and JELLIES

are absolutely pure. And in preserving purity we preserve the delicious flavor which has made the brand famous.

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

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

THE PERFECT BEVERAGE



Unexcelled for Dinner or Luncheon. Submit it to your customers. It is sure to be appreciated. There is nothing else like it.

KOPS BREWERIES, LONDON, S.W., ENGLAND

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Muaro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

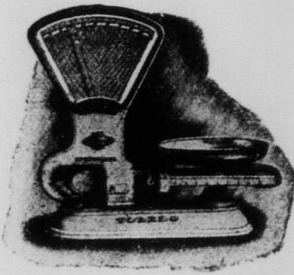
REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

**VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.**

THOS BELL, SONS & CO., Montreal



Giving Too Much Change

is only one way of losing money. Another way by which many grocers lose money is by giving overweight. Do you lose anything this way? Think it over a bit and then write and ask us about the

Toledo Computing Scales

The Toledo Computing Scale Co., Hamilton, Ont.

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL

They Grease the Wheels of Commerce

Even if they didn't save you a cent, they so simplify relations with your trade, so thoroughly eliminate the causes of petty disputes, that they are a good investment.



The ALLISON Coupon Books

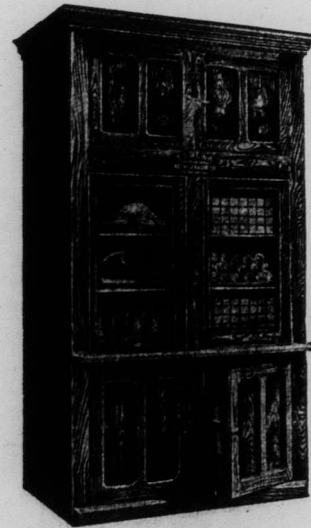
But they DO save you not cents, but DOLLARS, so many dollars that, as a business proposition, you should have them, whether you can afford to do without them or not. Thousands of progressive merchants are using them.

How They Work:

If a man wants credit for \$10 and you think he is good for it, give him a \$10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him \$10; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. No pass books, no charging, no lost time, no errors and no disputes. Allison Coupon Books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

Manufactured by
ALLISON COUPON CO.
Indianapolis, Indiana.

The **EBY, BLAIN CO.**, Canadian Agents



REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

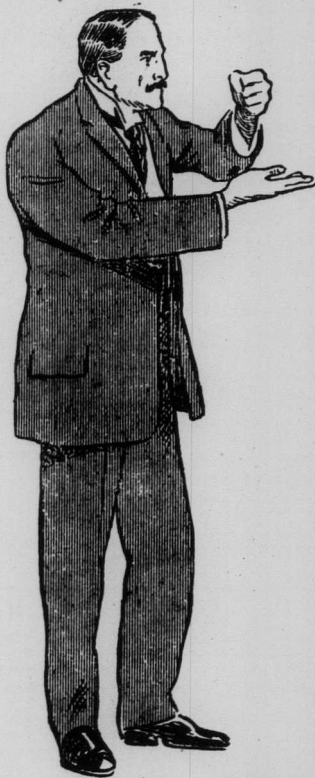
AN INFLAMED TENDON NEEDS COOLING.

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. \$2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

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



INSIST ON THE BEST!

In these days of legislation and agitation in favor of pure food and clean food, it will pay grocers to be careful what they buy in the line of canned goods. A successful feature of the

“ESSEX BRAND”

is the absolute cleanliness of the entire establishment, with no slovenly slopping tolerated or allowed. The Essex factory is new and surprisingly up to date, with every facility for doing things right and saving time and labor at every turn.

The Essex Canning and Preserving Co., Limited

28 WELLINGTON STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

COLD WEATHER

It's coming. The wise grocer gets in his stock of

2 in 1



before it gets too cold to ship. Place your orders with your jobbers NOW. You'll want 2 in 1 right along. There will be a big demand for these Fall shipments. Get in with your orders.

The F. F. Dalley Co.
LIMITED

Hamilton, Canada.

Buffalo, U.S.A.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well-Known

CLIMAX SOAP

A HIGH-CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, etc.

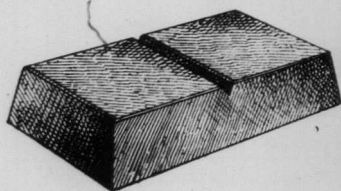
NO PREMIUMS

PRICES RIGHT

SAMPLES AND PRICES
ON APPLICATION

98 St. Charles
Borromee Street,

Montreal



Maple Sugar

Guaranteed Absolutely Pure

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

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

48 blocks to a case, \$3.00. Sell at 10c. each—60% profit.
40 " " 3.00. " 10c. " —33 1/3 "

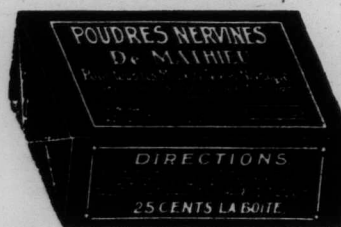
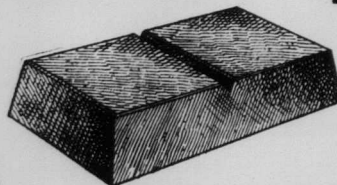
Scored. Can be broken in two to sell at 5c.

IMPERIAL SYRUP CO.

MONTREAL WINNIPEG

CALGARY

EDMONTON VANCOUVER



Sell The Best

That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package). Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.



J. L. MATHIEU CO.,
Proprietors, SHERBROOKE, P.Q.



Best for Family Use

The composition of NAPHTHO SOAP is such that clothes washed in either HOT or COLD water are equally clean and bright.

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

One of the "striking" effects of

Our Matches

is their excellent and satisfactory profit to the dealer. Pleased customers just love to burn our matches.

There's a big saving in freight, too. Find out by dropping us a line.

The Improved Match Co.,
Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

**MATHEWSON'S
RED
VICEROY SALMON**

Price \$1.75 dozen

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

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons
WHOLESALE GROCERS
MONTREAL

There's Been a Change

in our firm name. Purnell, Webb & Co., Limited, is now Purnell & Panter, Limited. But there has been no change in the high quality of

**PURNELL'S
PURE MALT VINEGAR**

Brewed from the very finest English malt, Purnell's vinegar has never been equalled for table use.

PURNELL & PANTER, Limited
Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

R. JARDINE,	ST. JOHN, N.B.
H. HASZARD,	CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co.,	26 St Peter St., QUEBEC.
C. S. HARDING, Room 46, Canada Life Building	MONTREAL.
BICKLE & GREENING,	HAMILTON, ONT.
CARMAN-ESCOTT Co., 722 Union Bank	WINNIPEG MAN.
C. E. JARVIS & Co.,	VANCOUVER, B.C.
KYLE & HOOPER,	27 Front Street East TORONTO.
MESSRS. ERB & RANKIN, Commission Brokers	HALIFAX.

**DELICIOUS!
"BALMORAL"**

Reg'd.

Crab Apple Jelly

Specially prepared for high class trade.

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

J. W. WINDSOR,
SOLE AGENT,
MONTREAL

STOCK THE BEST.

"KIT"

COFFEE

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

"K C" Sauce

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

WORCESTER SAUCE

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

A Word to the Wise

The Merchant introducing those lines to his customers **MAKES NO MISTAKE**

For Prices and all Particulars write to
KIT Coffee Ltd., Govan, GLASGOW.



To be had in Montreal from Mathewson's Sons, 202 McGill St.

THE CANADIAN GROCER

Arriving this week

New Crop

Sultana Raisins

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Rowley's Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. ROWLEY
DENIA

Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. BODI
DENIA

Finest Selected

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

We have the real goods.

Write for samples.

UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

Denia, Spain

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

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

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

TO BE HAD OF ALL
WHOLESALE

UNQUESTIONABLY THE VERY
THOS. SYMINGTON & CO.

BEST
EDINBURGH

Tartan BRAND

SIGN OF PURITY

IN STOCK Immediately

New Valencia Shelled Almonds
New Table Figs
New Sultanas
New Barrels and ½ Barrels Labrador Herring

New Jordan Shelled Almonds
New Malaga Raisins
New Selected Valencias
New ½ Barrels Sea Trout

Phone 596

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Settled
in Camp.

Possess yourself of a stock of

'CAMP'

COFFEE

and many important questions will be settled to your satisfaction. You will know which Coffee sells best, which Coffee pays best, and which is the "buy and come again" Coffee. "CAMP" is the reliable Coffee, always excellent both in flavour and aroma.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: ROSE & LAFLAMME
MONTREAL.

"ROYAL CROWN"

Witch-Hazel

Toilet Soap

The soap that backs up good advertising with good quality—and pays the grocer good profits.

Write for prices.

Manufactured by
The ROYAL CROWN Limited
Winnipeg, Man.

Eastern Agency
Wm. H. Dunn

27 Front St. E. Toronto 895 St. Paul St. Montreal

New Season's Goods Just Arrived

MARTIN FRERES

Shelled Almonds
New French Cherries
Olive Oil

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

We have been appointed agents for

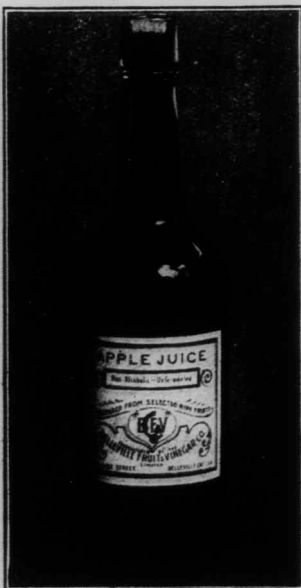
D. FOURNELL & CO.,
BORDEAUX, FRANCE

The Celebrated dealers in

**SHELLED
WALNUTS**

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

WHEN OPPORTUNITY KNOCKS,



the shrewd man pulls open
the door without delay.

Our
**PURE
APPLE
JUICE**

for drinking purposes is an
opportunity for you to make
money. Lots of grocers
have grasped it and are mak-
ing money out of it. Have
you?

It comes in bottles and in kegs and barrels of
various sizes. Write us about it!

The Belleville Fruit and Vinegar Co.
LIMITED
BELLEVILLE . . . ONTARIO

MOLASSINE MEAL

"The food of the century"

FOR HORSES, CATTLE AND POULTRY

Try a sample box of

MOLASSINE DOG BISCUITS

Sole Importer

ANDREW WATSON

Telephone Main 4408 91 Place d'Youville, MONTREAL

**Keystone
Brooms**



**Brand
Brushes**

Do you know, Mr. Grocer, that you can

MAKE MONEY

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

EASY TO SELL

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

GOOD MARGIN OF PROFIT

Write now for Samples.

Stevens-Hepner Company
Limited
Port Elgin, Ontario



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat
Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,
1/2 dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

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



JAMS, JELLIES, MINCEMEAT

Ready for delivery.

Wagstaffe's Mincemeat

Full range of

Wagstaffe's Jellies

Rapidly becoming sold up.

Wagstaffe's Jams

Order at once through our travellers, or by wire or phone.

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

PRESERVING THE FLAVOR

of every piece of fruit and vegetable, is one of the many achievements of The Burlington Canning Co., Limited. It is well known that the

Burlington Brand

canned fruits and vegetables, have the delicious flavor of ripe fruit and vegetables perfectly preserved. That is why the Burlington Brand gives such entire satisfaction to the consumer. Then, Burlington Brand comes out of a factory which is noted for its absolute cleanliness.

Stock Burlington Brand and you have the Best.

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

**EFFECTIVE
GROCERY
ADVERTISING**

**ITS PRODUCTION AND
POSSIBILITIES.**

Occasional Chats by W. F. Ralph.

Hammering It In.

It is a well-known fact that if a little drop of water is allowed to drop continuously upon a certain spot in the hardest kind of rock, it will eventually wear a hole there. Probably the time it takes to do so is governed by the hardness of the rock, but the moral which is generally taken from this well-known fact, is PERSEVERANCE. So far so good. But there is also another

strolled around to take in the details of this ancient ad. There it was, sure enough, the paint getting brown with age. The result was that the owner of the advertisement had a mower sharpening job presented to him next morning.

That wasn't all. This mower sharpener was also a wringer repairer and second-hand bicycle dealer, and when my friend was in the shop he took a fancy to a small bicycle, which he had his son and heir call for, and ride home with for keeps.

That little wornout piece of stenciling was persistent advertising of the crudest variety, but it got there just the same.

"What's all that got to do with effective grocery advertising?" cries one of our friends. Well, its got a whole lot to do with it. Not that I would advocate stenciling on the fence as a sure road to grocery greatness, but I just want to ask the question: How much more business might the mower repairer have done if he had gone a little further in his advertising?

Yes, persistency pays, as the book agent said, whether it's beans or books

you are advertising. But in order to make persistency pay bigger dividends, you've got to persist in a proper manner. The man who starts for the top of a skyscraper by shinning up the outside drain pipe, will get there all right if he sticks to it, but he'd get there quicker by going up in the elevator.

The door-to-door-dodger method of advertising may be of some use, but it's been found by progressive people who have tried both, that newspaper space properly used is the elevator route to success; while the dodger-from-door-to-door method may well be likened to the drain-pipe route.

...

You've all heard the antique chestnut about the Irishman who had fallen down a well, and when his friend on the surface inquired if he were "Kilt entirely!" replied that he was "not dead, but spacheless"? Well, some newspaper space may be likened to the condition of the Irishman (because all advertising is alive to some extent), but it is pretty nearly speechless.

How to make your ad. speak, is the problem. How to make it heard while surrounded by other speaking ads. is another problem. As you know, it isn't always the loudest talker who is most listened to. Some grocers claim that a grocer ad. has to speak in a somewhat louder tone than, say, the dry goods ad. Is that right? Should the grocery ad. shout its message? Or should it assume a more dignified and quiet tone?

These are hard nuts to crack. Probably it would be safe to say: Shout at some people and talk quietly to others. Such a policy would have the advantage of giving both a trial, but they

**Kool Weather!
What About Koffee
?**

When in doubt where to get the best, Fone 319 or call on

**Dan McClean
The Kash Grocer**

We guarantee ours at 40c lb.
Ground while you wait.

moral well within the range of vision. That is: Make the drops fall faster, and thus make the hole quicker.

Advertising is the water, and the public is the rock upon whom it is designed to make an impression. A mighty hard rock the public is, sometimes, as some of you grocers know well enough. But publicity of the right sort, if it is kept up continuously, will eventually produce the right sort of effect on the public.

I knew a man who is the proud possessor of a 20 by 15-foot lawn. He takes a pride in this little patch of green grass, and in order to keep it close shaved, he bought a second-hand lawn mower a couple of years ago. This summer the blades needed touching up. Now, my friend hadn't a city directory in his house upon the evening he decided his mower needed sharpening, and he wanted to find the address of a man who went in for such business. Then it occurred to him that there was an ancient stencil sign, painted on the corner of a board fence, which he passed every morning on his way to work. He accordingly got underneath his hat and

COFFEE

Now is the season of the year when a cup of hot, well-made coffee is a grateful and much-appreciated beverage at the breakfast table.

We are grinding fresh-roasted Coffee of the highest quality, mild tasted, smooth drinking, with delicious aroma, the best Coffee obtainable in any market. PRICE, 40c. per lb.

NOVA SCOTIA

**PICKLING
PEARS,**

A Good Opportunity for Preserving, 20c. per doz.

Canadian Grapes now in full season, Concord, Wordens, Niagaras, Rogers, Delawares.

New Oranges, Lemons, Etc.

**D. MacLAGHLAN'S GROCERY,
Chatham, N.B.**

could hardly be carried on at the same time.

Take an ad. headed "Bargains! Bargains! Bargains! Prices Cut in Half, etc." That certainly belongs to the loud-mouthed family. Lots of grocers use that style and seem to be "getting there." Undoubtedly the word "Bargain" has an attraction which the human eye finds hard to resist. But the "shouting" ad., being usually composed mostly of price reductions, tends to create a bargain-fed public who won't buy anything at the normal price. Bargains in one line certainly pay well in large department stores, where the loss can be made up by purchases in other departments. But in a pure grocery store, where a great many of the articles are sold at close-shaved margins, anyway, it would seem unwise to dwell too much on lowness of price. It is at this point that clever ad. writing asserts itself. It cannot be denied that in the majority of cases the grocer who

T. S. ANNANDALE
Our Grocer

WE have received direct from Ceylon a large shipment of our Famous Special Ceylon Tea in 3 and 10 lb. boxes.

\$1.00 and \$3.00 per Box
This is New Season's and particularly fine quality.

WEST END GROCERY
D. W. Gilchrist, Mgr.

advertises low prices does a big business, and that the ad. which talks on the lowness of price is very effective. The clever ad. writer is the man who can bring the people into his store without resorting too frequently to the low-price argument. He is the man who can bring the people in on the ground of quality and good service, or, for any other reasons than mere price. And it is largely in that light that I judge the ads. that come in to this department—or, rather, I should say, the ads. which I would like to see flowing into this department, because altogether too few of them have been arriving lately.

A rather odd advertisement, is that of "Dan McClean, the Kash Grocer." Phonetic spelling has evidently struck hard at Owen Sound. This ad. is an undoubted eye-catcher, and we would like to know how it worked out in selling goods.

Another coffee ad., drawn up in a more conservative style, is that of D. MacLachlan's grocery, Chatham, N.B. This ad. is a good specimen of sane advertising and has all the elements of business building ability. The headline attracts, and the opening sentence fosters the interest of the reader by introducing his mind to a familiar and comfortable scene. Then the article is briefly described, and a moderate price attached. This combination certainly ought to bring people in to sample that coffee. The rest of the ad. suffers a little from indifferent set up. The "Pickling Pears," in different type, with one capital serving both words, seems to be out of tone with the rest of the ad. It would probably have had a more harmonious appearance if the words, "Nova Scotia Pickling Pears" had been set in a straight line. The ad., as a whole, might have been improved by leaving out the rules dividing the sections, or using lighter ones, and by having the heavy rules at top and bottom only.

The ad. of T. S. Annandale is a neat little announcement, and looks well in its position at the top left-hand corner of the newspaper page. Brevity is one of its good points. It only takes a second or two, to glance through it, and in that second or two the mind is left with a definite impression of the fact that Annandale's west end grocery has a special Ceylon tea in 3 and 10-pound boxes, at a dollar and three dollars a box.

We reproduce another of Bradley & Son's ads. It is particularly good. The talk in this ad. seems to have that personal, "I don't mind telling you" quality about it. It feels like a personal message.

TRADE NOTES.

S. Atkinson, general storekeeper. of Haileybury, has assigned to R. Tew.

M. J. Cote, grocer, of Cap Sante, Quebec, has assigned to V. E. Paradis.

C. F. Baker, general storekeeper. of Prince Albert, Sask., is selling out.

Jamieson & Co., bakers, of Ottawa, are advertising their business for sale.

John Sadler, who has been conducting a general store in Dundas, is succeeded by Chas. Durrant.

Richards & Pearce, grocers, of Crystal City, Man. have dissolved partnership.

R. J. Thompson, general storekeeper, of Gunton, Man., has assigned to F. Reimer.

Norman Smith, confectioner. of Collingwood, has assigned to G. E. McLean.

J. O. Anderson, meat and provision dealer, of Hardisty, Man., has sold his business.

W. J. & J. V. Good, of Emerson, Man., have taken over the Star Cafe and confectionery business in that town.

J. Sauviat & Cie, general storekeepers, of L'Islet, Que., have assigned during the week.

McLeod & Pirie, general storekeepers, of Fillmore, Man., have disposed of their general stock.

Hilbert & Loemen, general storekeepers, of Lavenham, Sask., have sold their business to Mr. Rosner.

Doctor Bros. & Kennedy, grocers, of Moose Jaw, Sask., have assigned to W. E. Seaborn, of that town.

Campbell Bros. who have been conducting a general store at Yellow Grass, Sask., have sold out.

Bradleys' The Store that's Talked About

Friday, Oct. 4, 1907.

Special Blend Coffee
25c per pound

Better than any other coffee you have ever used that costs the same price.

A far-reaching statement, we admit, but true nevertheless.

Prove it by ordering a half pound of this coffee. The flavor will speak for itself.

It's a Bradley blend—we know it is good—that is why we recommend it.

Canned Fish

Ready to serve—handy to have a supply on hand to provide for the unexpected guest.

With salmon higher in price, we suggest some other splendid canned fish qualities. Note these:

Finnan Haddie, per tin .....	.10
Fresh Herring, per tin ..	.10
Kippered Herring, per tin ..	.10
Herring in Tomato Sauce, tin ..	.10
Mackerel, per tin .....	.12

Try any of the above. We deliver to Thorold every Tuesday and Friday.

Bradley & Son

St. Catharines, Niagara Falls and Chatham, Ont.

Henry Bros., of Lavenham, Alta., have taken over the general store business of W. Perkins.

The assets of the Manitoba Canning Company, of Grande Pointe, Man., are advertised for sale.

The Borden Trading Co., who have been conducting a general store at Borden, Man., have dissolved.

The assets of S. De Morasse, general storekeeper, of St. Pierre les Becquets, Que., are advertised for sale.

Williamson & Torrance, grocers, of Hamilton, have dissolved partnership. J. A. Torrance continues the business.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

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

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

BARRIE.

Barrie is the most thriving town of its size north of Toronto, the best business and all round commercial centre, and the county town of Simcoe, with a population of between 9,000 and 10,000.

Its twenty-six grocers find that this year, so far, has been as good, and, in some instances, especially the tourist trade, a little better than others.

Not one failure in two years, speaks well for the town, doesn't it?

The merchants, now over their summer rush, are turning their thoughts to the Christmas trade, and are now buying freely for the same.

* * *

Few changes have taken place lately, the most noted being Hohley Bros., who for the past twelve years have carried on a most successful business in high-class groceries, who have sold to Sargeant & King, a new firm of furriers and gents' furnishings, who bought the stock in order to get the store, the stock being sold out privately.

* * *

Harry Calaghen, a young grocer, who has carried on a business for about three years, has sold out to W. Wainwright, late of the Grand Trunk Railway offices at Allandale.

* * *

Chas. Strange, one of Barrie's business and political leaders for fifteen years, has been appointed gaoler at the Barrie gaol, but at present is undecided as to what he will do with his business.

Mr. John Clayton, who has been with J. C. Irwin for some years, has joined the forces of the London Pant & Over-all Co., London, Ont.

* * *

Barrie's commercial travelers, who are actual residents of the town, number eighty-four. Six of these represent grocery houses, viz.: Gren. Calwell, with Perkins, Ince Co., Toronto; John Jamieson, with H. P. Eckhardt & Co., Toronto; L. Fraser, with Balfour, Smye & Co., Hamilton; F. Grazley, of Lucas, Steele & Bristol, Hamilton; Wm. Matley, of Thos. Long & Co., Collingwood; Mr. Boyde, Telfer Bros., Collingwood.

L. Fraser, with Balfour & Co., Hamilton, who has been a resident of the Queen's Hotel for the past two years, has decided to take up housekeeping

again, and has secured one of James Vair's houses on Mary street.

* * *

Barrie market which is, and has been, considered by all farmers and produce dealers one of the best paying markets for farmers in Ontario, has been very brisk the past week, for this time of the year, the prices of butter running from 28c to 30c per pound, with eggs from 20c to 22c per dozen; 1907 chickens brought 10c to 15c per pound, while old fowl went at 8c to 9c, and spring ducks at 75c to \$1 per pair.

CHATHAM.

The local branch of the Retail Merchants' Association last week bestirred itself, and enthusiastically inaugurated the work for the coming year. The meeting on Oct. 1 was the best attended since the branch was formed here. With a view to making future meetings interesting and attractive, a committee, comprising Messrs. Poile, Westman and Winterstein, was appointed to draft a programme. It is the intention to secure capable speakers to talk on subjects of interest to the merchants. President Cowan also brought up the suggestion of an annual banquet in December; and though no definite action was taken at the time, the way in which the suggestion was received leaves little doubt that it will be acted on at the next meeting.

Ald. Westman brought up the matter of a Dominion Day celebration for 1908. The celebration has an economic side which should appeal particularly to merchants, since at present Chathamites—and their bank rolls—go out of town for the glorious first. Judging by past experience, the previous autumn is not too soon to agitate for a Dominion Day celebration.

* * *

The association took a much needed step forward when it ruled against the indiscriminate purchase of tickets in aid of churches, charities, concerts, and other affairs. Chatham is peculiarly blessed with charitable ladies who are forever and aye evolving something in the way of a concert or tea meeting in aid of this, that or the other, more or less deserving charity. The merchants on King St. are the most convenient victims, and the toll has in the past proven a heavy one. Just a day or two before the meeting, your correspondent chanced to enter a store as a lady canvasser passed out. The lady was

smiling, but the storekeeper didn't smile. "There ought to be a law against that sort of thing," he declared vehemently. In the absence of a law, the R.M.A. put a stringent and positive resolution on their books, which should do considerable toward abating the evil. Last April a resolution was passed "That no member of the association shall advertise on any printed card or program, nor permit his or their firm name to appear on any subscription list for charitable institutions." An amendment, "Nor purchase tickets for concerts, raffles, socials or excursions," was proposed; but the association wisely decided to leave no room for ambiguity, and merely added, "Nor purchase tickets."

The resolution, if steadfastly carried out—and there is no reason why it should not be—will save the average merchant ten times his annual fee in the association.

* * *

A well attended meeting of the council of the Board of Trade was held on Friday evening, when W. R. Landon was elected secretary in place of C. H. Mills, who has removed to Berlin. The securing of connections with the M.C.R. via the electric railway, the lack of accommodation on late Wabash trains and the interchange of Wabash and G.T.R. tickets between Chatham and Detroit were discussed, while a variety of routine matters were dealt with. The executive committee have secured Hon. Adam Beck to address the Board of Trade and the citizens in general on Monday next on the subject of "Hydro Electric Power." Other speakers will be secured for subsequent meetings.

* * *

The Triangle Grocery, at the corner of Thames St. and Gradn Ave., has once more changed hands, Clifford Morrison, who purchased it last May from W. H. Marshall, having sold out to D. J. O'Keefe. Mr. O'Keefe took charge last week, and has signalized the new management by a number of improvements indicative of energy and progressiveness. New and striking signs are already up, and a telephone installed. Mr. O'Keefe has also entered the ranks of the advertising grocers, and is making some attractive announcements in the columns of the local papers.

* * *

W. J. Radley, formerly of Detroit, has purchased from Ald. Jas. N. Nassey the stock and good will of the grocery at the corner of Murray and Prince Sts. He took charge on Thursday, Oct. 3, and reports business decidedly encouraging. Mr. Radley intends to inaugurate a system of delivery to all parts of the city, and to make extensive improvements to his place of business.

* * *

Ex-Ald. John Edmondson, the well-known St. Clair St. butcher, who, after many years' service in the city council, went down and out last January, is an aldermanic possibility for the forthcoming election. Mr. Edmondson has many

friends, and his defeat last January was an unpleasant surprise to a good many people.

L. A. Cummings, the new proprietor of the West End Grocery, on Lorne Ave., is making a specialty of fresh vegetables and meats, in addition to his regular lines. Mr. Cummings is advertising aggressively, and seems determined to bring his business to the front.

Mrs. Cooper, demonstrator for the Pure Gold Manufacturing Company, was at H. A. Andrew's grocery all this week, demonstrating that company's baking powder, jellies, salad dressing, milk cocoa and other preparations. The demonstration proved quite a business getter, many housewives dropping in to sample these excellent lines.

Last week the stable and barn of R. P. Adams, the Tilbury butcher, were burned to the ground, with contents, including three horses. Loss, \$1,000, partly covered by insurance.

Arthur Cowley is in charge of F. Lee's butcher business at Tilbury, during Mr. Lee's illness.

The Tilbury Canning Factory established a new record on Friday of last week when 17,000 cans of tomatoes were put up. The output this year is already 200,000 cans, about double last year's output, and large quantities are still coming in.

John Brennan, who has been conducting a small grocery on Queen St. for a couple of years past, has been compelled by financial difficulties to discontinue. D. S. Perrin & Co., of London, are understood to have charge.

Another industry has just been added to Chatham's large and growing list. It is the Chatham Carriage Co., the charter for which was recently granted, the incorporators being chiefly men associated in the past with Wm. Gray & Son's carriage company. The new company have purchased the premises on William St., formerly occupied by McKeough & Trotter's launch works, and are rapidly installing their machinery. They will probably commence active operations in a few days. The concern will go in for all classes of high-grade carriage and automobile body work, as well as gears. The officers are: President and manager, Ira Teeter; vice-president, Arthur Cooke; associate manager and secretary-treasurer, F. E. Fisher; directors, J. P. Rutherford, M.D., and W. A. Hadley.

Grocery travelers were as the sands of the sea this week, so far as Chatham was concerned. No sooner did one vanish than another seemed to appear. The

return of the knights of the grip marks the active beginning of the fall trade.

Another matter dealt with by the R.M.A. last week was the unfair competition from the market auctioneers. The latter make use of their spaces on the market to auction off new bankrupt stocks, secured at a low figure, as second hand, thereby cutting largely into the Saturday trade of the regular merchants. There is scarcely a retail line that isn't injuriously affected; whilst the goods sold are declared to be pretty generally of an inferior quality. The R.M.A. claim that the practice is contrary to the bylaw and should be stopped—or that if it isn't, it is unfair, and the bylaw should be amended to prevent

Barrie, which is represented for the first time in these pages, tells of excellent trade conditions in that town.

The Montreal Grocers' Association have not yet taken any definite steps to form an association of their own—as distinct from the Retail Merchants' Association.

A novel banquet was held in Ingersoll the other day. Incidentally it proved a paying advertisement for a certain widely-consumed article.

The Toronto correspondent this week takes up conditions as they are in Toronto Junction.

The Winnipeg Retail Grocers' Association is doing excellent work in securing reliable information about slow-pay customers. Read how it works out.

London seems to be suffering from an epidemic of high prices.

Chatham merchants have taken a strong stand against the hold-up system of ticket buying for fairs, church functions, etc., practiced by too many customers.

In Quebec, the matter of grocers selling milk is being discussed.

its continuance. Some months ago the matter was brought before the city council, but was overlooked. The R.M.A. at their last meeting passed a strenuous resolution, and, as a result, the question is now in the hands of the civic property committee, with instructions to consult the city solicitor and find out where the city is at.

GALT.

The grocery trade in Galt is rather brisk at present, the dull mid-season period having been passed. The local grocers are well pleased, although the sad memento of the fruit crop season's failure still lingers with them. Grapes are now in season, and despite the enormous crop, the price still remains at the average. The market on Wednesdays and Saturdays is deluged with the fruit, but the price has not yet dropped below

25c per basket, and Hugh Walker, of the Red Front, gave it as his opinion today that there would be no further reduction. The law of supply and demand certainly does not apply in this case, as the supply is far in excess of the demand. The lowest quotations yet received here are 17 cents on board at Hamilton. When the freight or express has been paid it is impossible to sell the fruit at less than 25 cents per basket.

I take much pleasure in welcoming Pembroke to the ranks of The Grocer correspondents. His article on the cash system is certainly concise and comprehensive, but I would, with all due respect to him, like to remark on the question of the farmers not having ready money. The farmers in the vicinity of Galt are regarded as about the only people having ready money. In a manufacturing town like this, the householder generally has his wages spent before they are received, but the farmer, especially at this season of the year, is generally flush. Nevertheless, your correspondent can see no reason why a cash business should not be conducted in the grocery trade. It appears to be merely a custom, which, while it may take many years, can finally be rooted out.

Allan Deans, of the Red Front, is spending a short holiday in Stratford.

The clerks in Hespeler made an effort to have early closing continued throughout the year, but their efforts were unsuccessful.

Pautler's grocery, in Preston, still continues to grow in popularity, and is spoken of favorably in this vicinity. Mr. Pautler is an up-to-date grocer, and a firm believer in the advisability of organization.

The Retail Merchants' Association of Galt will hold a banquet at the Iroquois hotel on Tuesday evening, October 15th. The executive committee has the program in hand, and it is expected that prominent speakers will be present, and deliver addresses relative to the aims and objects of the association. Invitations will be sent to the association members in Berlin, Preston, Hespeler, Waterloo, Paris, Guelph and surrounding towns, and it is expected that about one hundred guests will be present. In all probability the event will result in much benefit to the association.

The Galt market continues to grow and has assumed city-like proportions. For a time the market was practically demoralized, owing to the inroads of the hawkers, who each and every day made a house to house canvass with produce. When the Retail Merchants' Association came into being one of its first movements was to secure the passage of a by-law prohibiting the above practice, and as a result the market is regaining its own.

The remarks of the Guelph correspondent in last week's issue certainly apply to Galt, and they are hereby recom-

THE CANADIAN GROCER

mended to Galt grocers for consideration.

The rumors of a shortage in the banana market have not reached Galt as yet, and a local dealer stated that in his opinion the winter market would not vary in price from that of former years. Peaches are moving very slowly, owing to the high prices, and many a cellar that has formerly contained a goodly supply of this luscious fruit, will be empty this season, at least in respect to preserved peaches.

GUELPH.

On Friday night I walked into one of our up-to-date stores, and found all hands busy tying up sugar, etc., for Saturday's trade. I thought they must do a great trade to have to work at night to get their goods up. I walked into the same store to-day and found all hands loafing, sitting around on boxes and sleeping over the counter, and I at once saw the reason for those fellows having to work on Friday nights. The boss was out of town, and they could not work. The reason on Friday night was, too busy in the day time. The reason to-day was, the boss was away. The real reason was one of the greatest secrets of the grocery business of to-day. That is, when a quiet day comes, which is sure to come once in a while to us all, then is the time to get busy with those very things which we know need doing, and which we hate to leave when we are at them to wait on a customer coming our way. We all seem to forget that our business is to sell, not to fix things. Remember, we have to fix things also, and in the best possible, saleable shape, and it requires a lot of attention to watch a stock and keep each line of goods in a marketable condition.

Just now is a good time to fix up those old prunes and figs which you have been neglecting all summer. Prunes and figs are going to be in good demand this year on account of the scarcity of other fruit. Of course, some grocers will tell you they don't believe in selling prunes or figs dressed. That is all in your eye. There is no grocery store that handles them that doesn't have some left over from each year, and some grocers buy old ones and fix them up, and make money out of it. I saw a grocer this week turning over 10 boxes of old prunes, and complaining that he did not know they were in his stock. I told him to dress them. Just take a quart measure and fill it with hot water (be sure its hot), and put enough molasses in it to color it, and stir well. Then take the prunes and loosen them up and rub them well, and no matter how white and sugary they are, it will bring them back to themselves again. Some people use a bag or barrel to shake them in, and it works all right at that, but any grocer who

is too honest to dress figs or prunes had better look out. He is too honest to live.

At Mrs. Lee's grocery store the other afternoon an auction sale was going on when the floor gave way at one end and quite a number of people were slid into the cellar. The floor was overloaded, and the joists at one end rotten. Now, don't you think Guelph ought to have a building inspector, as there are hundreds of floors in our city that are overloaded, and, for all we know, or care, till an accident happens, the joists may be rotten also.

M. P. Card's Chutney has been a staple line in grocery stores for some years, but the last of it is on the market now, as the executors are closing up the estate. Mrs. Card the manufacturer, died some time ago.

Business on Saturday on our market was not up to the usual standard, and for some reason the amount of produce offered was not up to the mark. Potatoes dropped back from \$1.25 to from 80c to 90c a bag, while grapes, at from 18c to 20c, were good sellers. Butter is very scarce at from 27c to 30c a lb., while eggs are also up, as high as 25c being paid.

Flour in Guelph advanced 10c all round to-day, and it is about time some of the clerks' wages were going also, as it is really clerks and others who get stated salaries that feel the pinch when prices go up. Coal is \$7.25 a ton here also. I tell you what, don't you think the clerks ought to get more money? Think it over.

Green root ginger is not often seen in grocery stores, but there is getting to be quite a demand for it, and it can be got all right. It is used mostly in preserving citron and other fruit.

HAMILTON.

Owing to the beautiful weather of the last few weeks the canners in this vicinity have been pushed to their capacity to handle the stuff coming. An abundance of plums and pears, with a fairly good supply of peaches, is tending to make the outlook better for the canning industry here. The late tomatoes have turned out fine and while not as plentiful as some years, they are a pretty good crop, and as the quality is tip-top, you can safely buy new goods that have either a Hamilton label or that of any factory in the Niagara district. This has been an off year for the man who contracted with the factories to sell tomatoes at 25c a bushel, as the market has never gone below 60c, and a steady demand at that figure.

The grocery trade here received quite a jolt when it was announced that C. H. Peebles had retired from the Peebles-Hobson Co. He has been connected with

the grocers so long and so actively, in all their association and other work that his old friends were shocked to hear of his retirement.

Starting twenty-seven years ago in the grocery business he is one of the very few in this city to make it a financial success. He has worked long and faithfully and has now retired—not a millionaire—but with a fortune not to be sneezed at. He has been before the public for a number of years as a member of the Board of Health, and also as a prominent politician, and it is quite within the bounds of probability that he may end his days in the civil service.

Trade is very good in Hamilton just now, although the prices of most commodities have advanced. The grocers make no effort to get better profits, but sit calmly down and let the manufacturers dictate to them a four or five-cent profit on all cereals, cocoas, etc. Gentlemen, organize, organize. You can't do it too soon.

INGERSOLL.

A novel and very pleasing social function was held in St. Paul's Church one night last week, being a shredded wheat banquet, provided, it is understood, by the manufacturers of the shredded wheat, and given under the auspices of the King's Daughters of the town. The event must have been a money-maker for the society, as over two hundred were in attendance, and the admission fee was fifty cents.

As an advertisement for shredded wheat, the method adopted in this instance would be hard to beat. Extremely artistic menu cards, depicting several tempting dishes that may be prepared with shredded wheat, and also the company's large factory, were laid near each plate, together with a generous sample of shredded wheat biscuits, which, in every instance, were carried home. The menu was one which demonstrated the various forms in which shredded wheat may be served. The banquet was brought to a conclusion with a splendid toast list, and while shredded wheat was firmly impressed upon the minds of all present, and the King's Daughters realized a handsome sum for sweet charity's sake, everyone had an enjoyable evening.

John Lenihan, who has been in the merchantile business here for many years, returned home last week from England and Ireland, where, with Mrs. Lenihan, he spent four weeks sight-seeing. One thing with which Mr. Lenihan was particularly impressed while in England was the small cost of fruit and vegetables. While he was there plums were selling at a cent a pound, and five pounds of potatoes could be obtained for four cents. This statement will certainly make many a Canadian turn with envious eyes to the Old Country, as the paltry sum will not go very far in preparing a meal in this

country at present prices. A loaf of bread is about all that it is good for.

The Ingersoll Retail Merchants' Association, at one time a very aggressive and enthusiastic organization, seems to have lapsed into a Rip Van Winkle state. Several weeks, if not months, have rolled by since the public last learned of any activity on the part of this organization. It surely cannot be that there is no work for the merchants to consider. It is at this particular season of the year, with the Christmas trade drawing nigh that there are many important matters to be discussed. The merchants should certainly meet regularly as long as they are organized, and it really seems that the time has arrived for some one to shout, "Wake up!"

Grapes and peaches have been arriving in rather plentiful quantities during the past week. The former were placed on the market at thirty-five cents a basket, and the peaches, which earlier in the season were selling at \$1.75 a basket, have dropped to \$1.35, although it is understood that they are not first quality, being known as "seconds."

The most of the local merchants had large consignments for the Saturday trade, of both peaches and grapes, and the resulting competition was, no doubt, the means of lowering the price. One firm announced early that they would have three hundred baskets of grapes, which would be sold at twenty-five cents a basket, and, of course the other dealers were quick to follow their example.

A fat pocketbook is essential if one is going to make extensive purchases on the market these days. On Saturday the local market was well attended by buyers and sellers, but the demand was not as keen as in previous weeks, owing to the general advance in prices. Spring chickens were selling from 60 cents to a \$1 a pair; eggs brought as high as 23 cents per dozen, while ducks sold at \$1 and \$1.20 per pair.

Reports from the various surrounding districts state that the potato crop is a good one. The yield is large and the quality better than usual. The potatoes are now being marketed, and many citizens are laying in their supply. The ruling price is one dollar a bag, but there are some who are confident that the price will drop to seventy-five cents in a short time.

In conversation with one of the leading apple exporters of this section, your correspondent learned that as high as \$1.75 a barrel is being paid for choice apples for export shipment. The exporter was particular to point out, however, that this was by no means the rul-

ing figure, as to command this price the fruit must be absolutely triple XXX. Taking the crop, as a whole, in this section, it will likely average up at about \$1.25 a barrel, which is considered a very fair price. Although not as large as in some previous years, the apple crop this season is thought to be superior in quality. This, the exporter stated, was especially true of the Northern Spy.

A matter of much interest to the citizens of Ingersoll, and also of considerable interest to the public at large, is the movement here to abolish manual training and domestic science, departments which were introduced into the Ingersoll schools three years ago. There has been considerable opposition to these departments for some time, and the climax was reached last week when the matter was fully discussed at a meeting of the Board of Education. It was generally known that a motion dealing with these two departments would be introduced. A number of prominent citizens waited upon the Board and urged that the departments be not discontinued, and the mothers of the town sent in a petition with the same request. The outcome of the discussion was that a resolution was passed in which the Board disapproved of the departments, and asked that the Council take a plebiscite on the question at the elections in January.

Several merchants have received letters during the past few days which they regard as an attempt to swindle them. The letters, which are typewritten, state that by the death of a relative of the same name, as the party receiving the letter, he has been left five shares of Canadian Pacific Railroad stock. The writer, who, in each case, gives the name of Leonard B. Drummond, states that the shares are in his charge and will be forwarded to the person entitled to them upon receipt of his counsel fee of five dollars. The letters are undoubtedly frauds, and, as far as is known, the business men of Ingersoll were too wise to bite. Strange to say, the initial of the "deceased" in each of the letters is "L," and another suspicious feature is that while the letters give a New York address, they were sent out from Montreal. Merchants generally should be on the lookout for this plausible gentleman.

LONDON.

All stories relating to the local food and foodstuffs market just now are of the hard-luck variety. The scarcity, and consequent high price of fruits, have already been referred to in The Canadian Grocer. Now it is concerning butter that a tale of woe is told. It is predicted that the price of that commodity, which has been unusually high all the year, will advance to 40 cents in the near future, as owing to the character of the past summer, there is very little fodder on hand and already the farmers have started to feed from their winter's supply. In the vicinity of West-

minster several of the dairymen are slaughtering the milch cows for beef, as owing to the scarcity of grass and other food they cannot afford to keep them through the winter, even with butter at the unusually high prices which rule at present. Local restaurant keepers are figuring on doing a big business the coming winter, as owing to the high price of meat, poultry, butter, eggs, etc., the number of business men dining down town every day is greatly increasing.

Specially gloomy is the outlook as to fodder, many people hereabouts wondering where they are going to get feed for their cattle. Middlesex is more fortunate than many of the other counties, because no matter how bad the drought may be it can always be taken for granted that Middlesex will be better off than most of its neighbors. With hay at \$16 to \$16.50 a ton, liverymen are not optimistic over the outlook. The big fellow does not view the situation with such alarm, but the man who does not rent hacks or coupes will be hard hit by the heavy prices.

Nor are matters in the least improved by the wheat situation, but rather the reverse. On Friday last the price took a jump to \$1 a bushel, and while the farmer is happy, the consumer of flour, the price of which has not been affected, is in anything but a cheerful mood. "There was no wheat coming in to the city," said J. I. A. Hunt, of Hunt Bros., in explanation of the advance, "so we decided to give the farmers a dollar straight to see if they could not be induced to market their wheat. It is simply a case of supply and demand. We could not get the wheat and we had to raise the price to see if it could be obtained. The farmers have been holding back their grain. How long the price will remain at a dollar, of course, I do not know. It will depend on the way the wheat comes in. The millers have to have the wheat and it does not seem to be coming in to meet the demand, so we had to raise the price." Mr. Hunt then contrasted the present condition of affairs with that of many years ago. Then there was a car of wheat a day shipped out of London, after the millers had an abundant supply. Then there were grain dealers who used to do nothing else than handle grain. That day was gone. There were no longer grain dealers. And now the millers could not get enough wheat to keep them going. Wheat last reached the dollar mark in March, 1905. A bad crop and short supply was the cause of the high price. The Russo-Jap war also contributed to the high price.

"Talk about soaring prices," said Ed. Ryan, of Ryan & Russell, this morning. "These men," pointing to Clem Garvey, of John Garvey & Co., "are enough to drive any grocer out of business. Just fancy! A week ago I paid \$2.30 a sack for rolled oats, and I considered that high. To-day they are asking \$3.10 for the same stuff, an advance of 80 cents in a week. If this sort of thing continues, people will find it cheaper to pay funeral expenses than buy food." And he looked longingly at a passing undertaker's wagon.

As yet there has been no advance in prices among retailers, but at a meeting of the association to be held to-morrow night the matter may be taken up.

With retailers, trade is a little quiet, the short preserving and pickling season having ended. Wholesalers, however, find business holding out well. The first arrival of new crop raisins was delivered to wholesalers on Monday and Tuesday. Brokers report prices of these goods for import to be very firm. The same may be said of currants, and to all appearances present figures are likely to hold. Tapioca is somewhat easier, and rice is firmer. Teas, coffees and sugars are unchanged, though raw sugars in New York are rather firmer. The first of this season's canning of kippered herring is coming in, prices being about the same as a year ago, and with continued cool weather, the demand for finan haddie increases, and in a few days they will be coming in more freely.

MONTREAL.

Despite all that was said to be forthcoming at the Retail Grocers' Association monthly meeting, that affair, when it did come off, was not so very exciting. Great things were anticipated, and there were some who were not going to be surprised if two or three bombshells burst.

It was thought that some definite action would be taken in the question of whether the Grocers' Association should cut loose from the Retail Merchants' Association, but there was really nothing done. The attendance at the meeting was a mere handful, and those who had been to the fore in speaking about separation at the September meeting, were, with one or two exceptions, nowhere to be seen.

It was distinctly understood at the September meeting that this important matter would be up for discussion at the October gathering, and that the members did not turn out in greater number does not prove their interest in the affairs of the association to be of the highest order. All but one of the officers were in attendance.

Explaining the absence of the majority of members, one of the officers stated that probably many did not expect the return of J. A. Beaudry, provincial secretary of the Retail Merchants' Association, from Europe so soon, and as they wished him to be present when the discussion came up, they did not think it worth while attending, presuming that the matter would be left open until the November meeting.

A few words were spoken about the misunderstanding which exists between the Association and the Federation, and there was a short discussion. J. D. Boileau, second vice-president, stated that he most emphatically objected to the Grocers' Association being run as he understood it was to-day. He believed that the association should be

run primarily for the benefit of the grocers, then, anything it could do to help on the Retail Merchants' Association, well and good. His suggestion that the officers of the association hold a private meeting and discuss what had best be done, is a good idea, and should be acted upon. Then the officers who are entrusted with the welfare of the association by their brother grocers could report what conclusions they had come to at the next monthly meeting.

Provincial Secretary Beaudry's explanation of the St. John incident did not seem satisfactory to all the grocers. The opinion is that since the grocers form the greater number of the Montreal Branch of the Retail Merchants' Association, they should play a part as important at least as that of other branches of the federation, in what is done by the larger body.

Mr. Beaudry received a warm welcome home from his many friends. He returned a little earlier than most people thought he would, but was none the less welcome for that. He is very popular with the trade in Montreal. While in Europe he attended the food fairs held in London and Paris, and also had the opportunity of studying conditions at retail in European countries. His observations will be embodied in an address he will deliver before the grocers, who will assemble at a special meeting. What he has to say will be awaited with interest.

When newly elected second Vice-President Boileau took his seat beside the president he was loudly cheered, and blushingly (?) told the grocers that he would serve them well in his official capacity.

While speaking of the meeting, it might as well be stated that President Laniel has been wrongly taken up by many, and his actions incorrectly interpreted. His stand at present regarding the relations of the Grocers' Association and the Retail Merchants' Association does not indicate his approval of the separation idea. What he wants is a satisfactory explanation of the present misunderstanding between the two bodies. As a grocers' association he believes that the society should be run by the grocers, for the grocers and their interests, first, last and all the time; then the members may consider what course they shall pursue in questions interesting the federation as a whole. President Laniel stated to The Canadian Grocer that he did not favor separation at present. He wants explanations. If they are forthcoming, and satisfactory, and if arrangements are made whereby the grocers will have more to say in what interests them and their society, he sees no reason why the grocers should form a separate association of their own.

City police are having their work cut out for them by burglars. Every week lately robberies have been reported from some section of the city. A couple of daring sneak thieves have been operating lately. The scheme they em-

ploy is, if nothing else, original. One dresses as an employe of the corporation and pretends that he has been sent to take measurements. Meanwhile his accomplice sneaks into the store and robs the safe or the till. A confectioner on Notre Dame Street lost \$90 in this way, while the Rock City Tobacco Company, on Jacques Cartier Square was robbed of \$150. A Centre St. storekeeper suffered to the extent of \$54.

PEMBROKE.

Business still keeps pretty brisk in our flourishing little town, and seems likely to continue. There has been a fairly large influx of mechanics from the Old Country, who, finding good work and wages, seem likely to settle down in town with their families, helping to swell the consumption of the good things kept by the trade.

Prices on the market for potatoes, tomatoes and other vegetables still keep about the same, but butter has advanced another 2c, bringing up the price to 30c a pound, and eggs are brisk at 20c a dozen.

The large quantity of fowls brought on the market sent the price down to 40c to 50c a pair, which same were quickly bought up. Imported grapes still sell briskly at 40c (6-quart basket), and local-grown apples, of which the supply is scarce, fetch 30c a patent pail, crab apples selling for 20c to 25c a pail. Some cranberries were also brought in to market, but were not in the pink of condition, being rather on the unripe side, and the price (75c a pail) being too high, did not find a ready sale.

Say, Mr. Editor, do you think your Guelph correspondent would oblige me with the names of those two careful grocers he mentioned last week who go playing round coal oil tanks with matches? I should like to get out an insurance policy on their lives, as a bit of speculation; but, perhaps, on second thought, I had better not, there might not be enough of them left to hold an inquest on, and the companies might refuse to pay up. Still, some mothers do have awkward children, don't they?

What a pity it is that the wholesale houses and jobbers do not exercise a little more care in the matter of giving credit. One sees some little store open up on little or no capital, and in charge of some one with little or no experience, and it is small wonder that after a year or two of trading the creditors receive, perhaps, the grand sum of 7c or 8c in the dollar. They should follow the example of the Old Country wholesalers, who usually require first-class trade references from all new customers.

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QUEBEC.

Business is reported active in the grocery trade. Wholesalers are well satisfied with the present state of things. No change is noticed in prices, which are very firm. They are still receiving good orders from the country, and a good trade is being done in canned goods. Collections are satisfactory. Retailers report a brisk trade.

Fresh fish are very scarce for this time of the year, and a great many changes are noticed in the market quotations this week. Fishing is reported bad. We cannot get herring for less than \$7.25, \$1.50 per barrel dearer than last week. Salmon also advanced 50c per barrel, and is quoted: No. 1, \$17.50; No. 2, \$16.50; No. 3, \$15.

Trade continues brisk in local fruits. The demand is steadily increasing and collections are reported satisfactory. Prices are well maintained, and supplies are fairly large. The only changes noted are for Jamaica oranges, which show a decrease of a dollar per box. They are now priced at \$5. Blue grapes, which were priced at 30c per basket, are quoted at 25c.

Butter shows another advance this week. Dairy is higher, owing to its scarcity. Dealers are asking fully a cent more than they were a week ago. The demand is very good. Choice creamery is quoted at 26½c to 28c per pound; fresh dairy butter, 23c to 25c. Prices remain firm for cheese, with business only fair. Eggs are very firm at prices ranging from 23c to 25c. Maple sugar had another advance of a cent and is priced at from 9c to 10c per pound.

At the last meeting of the civic health committee, a couple of days ago, the question of grocers and others selling milk was brought up by Dr. Cotellier, secretary of the committee. Should they pay the same license as milkmen? The matter was referred to the city attorneys.

In honor of the completion of his fiftieth year in business, the employes of W. McWilliam, the well-known local confectioner, assembled at the St. John street store and presented him with a handsome illuminated address and a signet ring. Mr. McWilliam made a feeling response to the good wishes of his employes, who later, to the number of fifty or more, sat down to a sumptuous banquet, at which song, speech and sentiment helped to pass a very enjoyable evening.

REGINA

Regina retailers are having a prosperous Fall. Perhaps no town in the West is growing faster than Regina, in none are more municipal improvements being made, and the retailers are sharing in the general prosperity. On the whole, the crops in the Regina district are good, although some of the district to the south-east has suffered. However, with high prices now prevailing, this year's crop should be worth practically as much as last year's.

Regina is rapidly becoming a wholesale centre of importance and it is confidently expected that a change in freight rates is about to be made which will place Regina and several other western cities in a more favorable position as regards freight rates.

The latest wholesale change of importance is the purchase by Campbell Bros. & Wilson, Winnipeg, of the wholesale grocery business of the H. W. Laird Co. This purchase is merely another sign of the times. If the Winnipeg wholesale houses desire to retain and strengthen their hold on the entire west, they must establish branches in the western cities. The country is too big to be supplied from Winnipeg alone. This movement is now well under way and Regina expects to get her share of new branches started in Saskatchewan.

Cameron & Heap are a new wholesale firm in Regina, having been established only this summer. S. C. Burton is the manager in charge, Messrs. Cameron and Heap being in charge of the parent business in Kenora, Ont. This firm have a substantial brick warehouse with track accommodation on two sides. They are already doing a large business in Saskatchewan.

Honeyman, Haultain & Co have dissolved partnership and have formed a limited liability company known as the General Storage and Transfer Co.

A new wholesale produce company has recently been formed in Regina. It is known as the Drummond Produce Co. and has good business ability behind it. The president is R. H. Williams, the manager Jas. Drummond, and the secretary Jas. McLaughlan. This firm are open to handle butter, eggs and poultry on commission.

The Young-Thomas Soap Co. is the latest addition to Regina industries. This company have a large three-storey brick factory and they are commencing to turn out a very high-class line of toilet soaps and washing powder. Their brands are "Young Tom" washing powder, Young's "Elite" toilet soap, "Prairie Flower" toilet soap and "Uncle Tom" tar soap. The officers of the company are: J. M. Young, president; J. W. Thomas, vice-president; and S. Young, secretary-treasurer. The new firm start business with every prospect of being able to build up a substantial business.

ST. CATHARINES.

The recent rains have improved the land and mellowed the soil so that farmers can plow and be prepared for next year's operations. The extreme dry weather that prevailed for so long prevented needed work on the farm. Last Saturday, though wet and cold,

saw one of the biggest attendances at market for a good while. Hay, of which there were a good many tons, sold readily at \$14 and \$15 per ton. Potatoes have dropped to 80 cents per bushel. Tomatoes are fast coming into the canneries, the employes working long hours to keep pace with the business.

The article published in The Canadian Grocer regarding the Niagara canneries, was republished in the Standard on Monday, thus bringing The Grocer into prominence among the general public. The article appears to have given satisfaction, and has restored confidence in the canneries.

Mr. and Mrs. Ellis, who recently embarked in the grocery trade here, though doing a lucrative business, concluded to close up and have sold their goods. Mr. Ellis has returned to his trade as a painter.

Speaking with W. H. Merriman, one of our wholesale grocers, the question was asked: "How do you find business?" His reply was, "Never better." "You seem to be busy?" "Yes," he replied, "from early morning until late at night we are busy, in fact, we are always busy, and have hardly time to take a glance at the newspapers."

John Ross, the other principal wholesale grocer, speaks about in the same way. Mr. Ross is a good deal of the time on the road, looking after and for business. Both of these stores are fully packed with necessaries for the grocers' trade.

A recent heavy windstorm blew down a large quantity of fruit from the trees. The damaged fruit could be used by the housewife immediately, but was unfit for shipping.

Among the busy men one of the the busiest ones is Mike McGuire, who conducts a grocery and general jobbing business on St. Paul street west. He, at first confined himself to the grocery trade, then he added a meat stall, and later on went into jobbery, dealing in ready-made clothing, stoves, hardware, furniture, and has a second-hand store, so that he meets the customer in the various lines of trade.

All branches of trade appear to be on the increase, and as the population of St. Catharines has increased between five and six hundred during the past year, with mechanics, artisans, laborers and others busy at work, there is no cause for complaint from any quarter. The continuation of street paving was not resumed this year, owing to the stringency in the money market, the Council deciding to delay the work until 1908, when the city debentures might bring a higher value. In this decision they were supported by a good many of the property-owners along certain

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streets, but this view was not concurred in by others. The curbing on Ontario street has been laid, one of the preparatory works towards excavation and paving.

EDMONTON.

Business in Edmonton is rather quiet at present, due partly to the financial stringency and partly to the partial failure of the crops in this vicinity. Grocers report, however, that things are picking up somewhat and it is expected that in another month business will be as brisk as ever. Real estate, that has been rather too high during the past two years, creating something in the nature of a boom, is very slow now and things are gradually getting on to a sounder basis.

The formation of a local lodge of the Retail Clerks' International Protective Association is contemplated in this city, and active steps are being taken towards that end. The association embraces all retail clerks employed in the shoe, drug, grocery, dry goods, clothing, furniture and hardware stores in the city. This will include a large part of the young men in Edmonton, and the formation of such a lodge, where they can meet regularly, should be of great benefit to the trade generally. A meeting of all the retail clerks will be held in the Mechanics' Hall next week for the purpose of organization.

On account of the scarcity of wheat all over the world flour and bread have been largely increased in price during the past few weeks. In flour there have been three advances in price within the past month and a half. It is now selling at \$2.70 per hundred pounds wholesale, and from \$2.90 to \$3 per cwt., retail. As a consequence, the bakers have been forced to increase the price of bread. A pound and a half loaf now sells at 16 loaves for \$1 loose, and 18 loaves for \$1 wholesale. This makes but little difference to the consumer, as he will still get four loaves for 25 cents, as formerly. There is strong probability that there will be another increase in the price of bread before long.

Edmonton is in the throes of a fight to make an early-closing by-law stick. The fight has been going on for some time and there is no immediate prospect of a settlement. Over six months ago the city council decided that the time was ripe for the introduction of an early closing by-law. Petitions from the retail section of the Board of Trade and from the Trades and Labor Council urged that such a law should be passed. Some of the smaller merchants on the outskirts of the city, "pioneers of the city's expansion," as one of the aldermen called them, petitioned against such a by-law, but in spite of this opposition the early closing by-law was finally passed. In a short time the police summoned some offenders for violating this law. The case was brought up before the Police Magistrate and was dismissed because it was not properly advertised. The city officials once more set to work and again the by-law was passed. Recently two small shop keepers were sum-

moned for keeping open after the prescribed hours, and the magistrate fined them \$10 and costs. The case has been appealed on the ground that the city has no power in the charter to pass such a law. The appeal will be heard in the Supreme Court at the fall assizes in November, and the decision is being awaited with interest by all parties.

R. J. Gay, representative of the MacLean Publishing Company, was in the city recently on a business trip. Mr. Gay had been on a trip out to the Pacific coast and was on his way east. He reported everything as being in first-class condition in the parts of the west through which he had traveled, and business generally was good, considering the conditions.

TORONTO.

Things are booming in the grocery business out in Toronto Junction. With the growth of the town in population and industries, the demand for food-stuffs grows also, and the numerous stores in the district are pretty nearly all of them doing a lively business. Nor is this all. One or two are branching out just now in a way that evidences prosperity and good business.

For instance, J. H. Rowntree, of Rowntree & Co., who have been running an active business near the centre of the town, has opened a new store further west on Dundas street, and is making a strong bid for business in that locality.

R. A. Carter, who has a busy little store that you can scarcely turn round in, because of the large stock carried, on Dundas, just east of Quebec street, has evidently been making some money. He has let the contract for a first-class new brick and stone store and dwelling on the southeast corner of Dundas and Quebec streets. The building, of which the foundation is already finished, will be 60x25 feet, with store and warehouse on the ground floor and household apartments and a couple of offices on the floor above. The building promises to be a credit to the corner.

Just a little east of Quebec, there are a couple of stores not yet occupied. These, a grocery, with meat shop adjoining, were built by T. Stewart, with the idea of selling or renting them. Lately, however, the owner has changed his mind and expects to occupy these stores himself in a short time.

Rowntree & Co., in one of the windows of their store on a prominent corner on Dundas street, have an attractive display of tea in long tin boxes, lithographed with their own name. This is one of the firm's specials, a line which they say pays remarkably well. The tea is a special blend, made particularly for them, and packed this way in tin boxes of halves and pounds it keeps its qualities better than most of the package teas. The tins are lithographed in three colors to distinguish the different grades, and on the pantry shelves of their customers must be a mighty good advertisement.

Grocers in the Junction have their troubles, too, with the roads. Dundas

street, where most of the traffic is carried on, is in a most disgraceful shape. When it rains the roadway is nothing more nor less than a series of mud-holes, and it's pretty sticky mud at that. When it dries things are not a great deal better, for then the dust is very bad. Between the two extremes it's almost impossible to keep a passably respectable looking delivery wagon. Just now conditions are worse than usual, for with the building of the new sewers, banks of clay are being built up all along the sidewalk and roadway on Dundas street. The other streets are not quite so bad, but a heavy rain puts any of them into poor condition.

This, combined with the distance covered, makes cost of delivery rather an important item out in this district. In the course of half a day, for instance, a wagon may have to travel from Lambton, on the west, to the Prospect cemetery district, in the east, and from St. Clair avenue down almost to High park on the south. This, with muddy roads, takes a good deal of time.

Toronto Junction is in a peculiar position in another way, in regard to telephones, the district being blessed, or otherwise, some people say, with two systems. To be able to cater to the general trade, the grocer has to have connection with both.

The independent system has been steadily growing, till now, with between four and five hundred subscribers, it covers the town fairly well. It has no city connection, however, and to be really in touch with business at the wholesales and the city markets, one has to fall back on the Bell system.

Down in East Toronto and at the Beaches there are a number of as up-to-date groceries as will be found anywhere in the city. They're doing a mighty good line of business, too, in this district that is rapidly growing up down in the east end.

Patterson Bros. have just gotten into their brand new store across the railway bridge in East Toronto and are smilingly happy over the ease with which they are doing business under up-to-date conditions. The new store is certainly a great improvement over the old one and is attracting a good deal of favorable comment, and, incidentally, some new business, from the surrounding district.

The grocers down in this section have in one way, an advantage over their brethren of the scales and scoop nearer the city. Many of them waylay, by perfectly fair means, of course, the farmers on their way to the city and get the best of the produce that's being taken in. Getting it in this way, they have considerably more choice than city grocers who do a produce business, and this may be one reason for their success.

Down around the corner of Queen and Lee Avenue, there are two or three stores that are doing a rattling business. Just now a new brick building is being put up on the northwest corner for Pizer & Smith, who now have a

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tidy, though crowded, little store, a few doors further west.

One difficulty run against every day down in this district is the task of keeping delivery wagons clean. Roads are not to be spoken of as such at any time, and everyone knows just how muddy it usually is on Queen Street after a rain. Delivery means a good deal down here, too, for the district to be supplied is as wide—from the lake shore north to no one knows where, and from Scarboro west to the eastern parts of the city—as one regularly cares to cover. As the district fills up, this will be cut down considerably. One redeeming feature is that the people served here are altogether of a pretty satisfactory class. Some remarkably good business is done by one or two men with the Hunt Club and some of the large houses on the Kingston Road.

WINNIPEG NOTES.

The W. H. Stone Co. have moved into their handsome new store on Main street. This building, with its fixtures, cost \$40,000, and it is undoubtedly one of the finest stores in Canada. A formal opening was held one evening not long ago, and the customers and friends of the firm were sent special invitations to attend. An orchestra discoursed sweet music, and the function was a big success, several hundred people attending during the course of the evening. Next week's issue of The Canadian Grocer will contain an illustrated description of this store.

A. Hendry informs The Canadian Grocer that his business is increasing by leaps and bounds since his enforced removal to new quarters on Portage avenue. He has doubled his staff of clerks, and although his new store is very much larger than the old one on Notre Dame avenue he is already crowded for room. All of which goes to show that Portage avenue is about the best retail street in the city.

A leading Winnipeg grocer, in conversation with a Canadian Grocer representative the other day, expressed his hearty appreciation of the work being done by the Winnipeg Retail Grocers' Association.

"The most useful work the association is doing," said he, "is the securing of reliable information about slow-pay customers. We grocers might not give it to each other, but we don't mind telling the secretary that certain of our customers are into our books for certain amounts. You see its like this: Suppose Mrs. Jones has been dealing with me three months and owes me \$100. She hasn't paid me and I begin to shut down on giving her any goods. She must have groceries, and so she goes to Smith, the grocer across the street. Smith is doubtful about her and he rings me up, knowing that she has been a customer of mine.

Now, I know perhaps that Mrs. Jones is going to Smith for credit, because she wants to settle with me. If I tell Smith she is slow pay, he will refuse her credit, and I can't get my money. The temptation is too strong for most of us grocers—we are only human and selfish.

"But it's quite another thing for us to give the secretary of our association a confidential list of our bad customers. We are all doing it now, and the secretary can give us information about anyone in town."

Winnipeg grocers are insisting pretty strictly now on a system of monthly accounts, and, in fact, a great many are getting pretty close to a strictly cash system of business. There has been a general movement in this direction during the last few months.

WOODSTOCK.

Woodstock doesn't get the condenser factory, we confidently expected. A letter from the Borden Condensed Milk Company put an end to the hopes of the city to secure the new industry. It declared that the company was disappointed in the quantity of milk they were able to get promised during the canvass, and did not believe they were warranted in making the heavy expenditure to erect a plant, when there was no assurance that the milk supply would be sufficient, so that it might be operated at a reasonable profit. The company is negotiating with Tillsonburg, and the people there are confident that they will get the factory. It is said that the company got a sufficient guarantee of milk there, by buying out the supplies of several of the cheese factories.

"Why is it that the medical health officer does not get after the Italian fruit vendors who sell rotten bananas to children?" said a local physician to your correspondent the other day. He added that fruit which was in a state of decay was absolutely dangerous, and liable to cause cholera morbus and other serious disorders. There is no question but that a considerable quantity of such fruit is disposed of to those who are unable to discriminate between what is healthful and what is not. Dealers naturally do not like to have a lot of fruit spoil on their hands, and so they cut prices, which bring it within the reach of the boys and girls.

A suggestion came from a merchant the other day that an endeavor should be made to get all the merchants and business men to agree to close their stores and places of business one afternoon each week, all the year, instead of just during two or three months in the summer. Lots of arguments may be found for the proposal, but it is not likely that it will come very soon. It

is a comparatively new idea, and it will take just as long to work it out as it did to bring people to realize the advantages of a weekly half-holiday in the summer. But if a weekly half-holiday is good for employers and employees in three months, it is surely good for them all the year; if such action proves in the end no detriment to trade for three months, it would surely work out the same way if continued all the year. It is a suggestion which business men all over the country might do

NEWFOUNDLAND NOTES.

J. Messervey, of Prince Edward Island, has been in the city the past week and has placed a large quantity of P.E.I. produce for fall shipment. Mr. Messervey is well known in this colony.

Job. Roberts, the representative for Nectar Tea, drove the shore line of Conception Bay recently, in company with W. Hussey, representing Webster, Smith & Co., the crockery house, of Halifax. Both report good orders.

J. A. Dolan, of Lynch Bros. & Dolan, left for Sydney after a good business trip. This was Mr. Dolan's first trip to the colony, but he made himself very popular while here and carried away a large number of orders. Jas. Urquhart will represent and carry a full stock of their goods in this market.

F. Fitzpatrick has sold out his grocery business to P. Duffy and has not decided at present what he will do.

R. Fennell, one of our Duckworth St. grocers, has recently fitted up a fine office. Mr. Fennell does a large business.

T. J. Edens is advertising special values in teas, etc. Mr. Edens carries a fine stock of fancy goods.

C. P. Egan's two stores are busy these days. Mr. Egan is a thorough grocer and carries one of the finest lines in the city. By strict attention to business and square dealing, he has built up an enviable business. He carries an exceptionally fine line of imported biscuits, fruits and vegetables.

Thos. Smyth Co. are to-day doing a larger business than ever. Their fruit trade at this time of year is immense. They import most of their fruit from the Annapolis Valley.

H. Tupper, of the Union Grocery, is receiving large quantities of plums from P.E.I. and is making some very attractive prices on them.

Dealers are already placing their fall orders for poultry from P.E.I. Prices promise to be high this fall.

D. J. Curtin, the grocer, returned from a vacation trip to the Old Country. To say Dan had a good time is drawing it mild. If he could be prevailed upon to write up his trip for The Grocer, it would make interesting reading. Dan can sling the pen for fair.

**MONTREAL GROCERS' ASSOCIATION
UNDECIDED AS TO FUTURE COURSE**

**Small Attendance Precluded Definite Action Being Taken at Monthly Meeting
—Explanation of St. Johns Incident—J. D. Boileau Speaks
Out—Over One Hundred New Members.**

The Montreal Retail Grocers' Association still forms a part of the Retail Merchants' Association.

On Thursday evening of last week the monthly meeting of the former association was held, and although the question as to whether separation was advisable came up, and was discussed more or less freely, no definite action was taken.

To tell the truth, the attendance was very small, and those who were to the fore at the last meeting of the association, and who were looking for explanations from the federation, were not present in number.

President Laniel occupied the chair, while First Vice-president J. A. Dore and Secretary A. Sarrazin were there also, and Second Vice-president J. D. Boileau took his seat for the first time since his election.

After some routine business, President Laniel broached the subject of the misunderstanding which existed between the Retail Grocers' Association and the Retail Merchants' Association, of which the former is a part. He commented on the publicity which had been given the separation idea in the press, and intimated that discussion of the question would be in order.

J. A. Maynard spoke about the advantages of being connected with the Retail Merchants' Association, and could see no reason why things should not go on as they had in the past.

The president raised the question of the St. John incident. He felt that a grave injustice had been done the grocers, who were admittedly the most powerful body in the Montreal branch of the Federation, in not having them represented by a delegate at the convention in St. John.

Mr. Beaudry Explains.

Provincial Secretary J. A. Beaudry, who has just returned from Europe arose to explain the reason of the grocers' non-representation at St. John.

According to what Mr. Beaudry said in July last there was held at St. Johns, Que., the annual meeting of the Provincial Board of the Retail Merchants' Association. There are supposed to be delegates at this meeting from all the branches in Quebec Province, Montreal, Quebec, Three Rivers, Sorel and other centres. Five delegates are chosen annually to represent the Montreal branch. These men are chosen from the officers and ex-officers of the various trade sections comprising the Montreal branch, and they are nominated at a meeting of the officers and ex-officers which is called for the purpose.

In June this year the meeting was held, as usual, and the nominations resulted in the following gentlemen being sent to St. Johns: J. O. Gareau, W. U. Boivin, Dry Goods Association; J. G. Watson, Boot and Shoe Dealers' Association; Jean Lamoreux, Butchers' Association. J. A. Beaudry was the fifth delegate. Mr. Beaudry explained that President Laniel was not at this

meeting, though there were several grocers in attendance. Ex-President Daoust was nominated to represent the Grocers' Association at the convention, but he explained that while he had been able to attend the year before, he would not be in a position to go on this occasion. As a result, the grocers were not represented at the convention at all, except by the provincial secretary of the Retail Merchants' Association.

Mr. Beaudry further stated that the grocers, being in the majority in the Montreal Branch of the Federation, naturally had more ex-officers to choose a representative from, and there was no reason why they should not be well represented.

All said and done, however, this explanation did not seem to satisfy all the grocers at the meeting. They were of the opinion that the Grocers' Association should have had a delegate to look after their interests at the provincial convention.

Before concluding, Mr. Beaudry said he was very sorry that any misunderstanding should exist. He spoke of the benefits of a thorough system of organization among the retail merchants of the Dominion. He made little of the St. Johns incident after his explanation, and pointed out that the Grocers' Association had always been represented in delegations which had gone to Ottawa, Quebec or elsewhere to interview the Government or others on subjects of interest to the retail trade of the country.

J. D. Boileau Wants Changes.

J. D. Boileau, 2nd vice-president, said that he certainly did not consider the manner in which the Retail Grocers' Association was being run at present at all satisfactory. Things were not going as they should, and there ought to be a general clean-up; explanations and rearrangements. He thought it a good idea for the grocers to be affiliated with the Retail Merchants' Association for the purpose of working hand in hand with the other sections of the trade in questions of common interest, but he did not think that the Retail Grocers' Association should continue in its present course.

In his opinion, it was all right to pay a certain amount into the funds of the Federation, but there was no sense in pouring into their coffers as much as the grocers are now doing. Let the grocers themselves run the Retail Grocers' Association, all the while maintaining friendly relations with the Retail Merchants' Association, as he already stated, for the good of all the trade.

A Good Suggestion.

He suggested the officers holding a private meeting, when they might discuss the pros and cons of the situation, and decide upon what would be the best course to pursue. They could then report at the next monthly meeting of the association.

This was all that happened in this connection, and the question of the as-

sociation's future rests practically where it was.

A resolution of condolence was passed and a copy sent to J. A. Dufresne, one of the members of the association, on his recent bereavement.

One hundred and sixteen new members were proposed and accepted for membership. This brings the membership of the Grocers' Association up to nearly seven hundred.

President Laniel regretted that attendance at the monthly meetings was not larger. Questions of the utmost importance to the grocers of the city, such as taxes, licenses, etc., were taken up and dealt with at these meetings, and by attending them the grocer was serving his own interests and the interests of the retail grocery trade at large.

PETERBOROUGH.

Travelers for local wholesale grocery establishments report business as exceedingly brisk at the present time. The retail men are laying in their goods for the Christmas trade, and the representatives of the wholesale houses are having no difficulty in securing orders. They state that business is better than it has been for several months.

The Peterborough Board of Trade is considering the feasibility of holding a banquet in the near future, the intention being to have some prominent commercial man from an outside point give an address. Geo. A. Gillespie, of the firm of White & Gillespie, grocers, is one of the most prominent members of the Board, and is president of the Board of Trade Council.

American apple buyers have been through this district buying apples. The crop in the county is a plentiful one this year, and good prices are being paid. Apples are also being shipped from here to Glasgow.

J. E. Pollard & Sons, of this city, have purchased the bakery business at 104 Sherbrooke street, formerly conducted by Mr. J. B. Cuncannon. The new proprietors intend making extensive improvements to the premises, and developing the business in other respects.

The amount of cheese boarded on the Peterborough Board this season, to date, totals about 1,000 boxes less than for the same period last season. The output of cheese in the district is considerably below that of last year, the pasture being poor for several months, while the scarcity of labor has made it impossible to keep as many cows as formerly.

R. B. Nowell, Montreal, who looks after the Canadian interests of Lamont-Corliss & Co., New York, American agents for Peters' chocolate, Nestle's milk chocolate, and X-Ray stove polish, is in Toronto this week. An active sampling canvass of X-Ray stove polish is in progress in Ontario.

**PRINCE EDWARD ISLAND
ANTICIPATES BUMPER CROP**

All Prices Firm—Egg Receipts Light and Quotations High—40,000 Barrels of Apples for the English Market—P.E.I. Crop Outlook.

(Special Correspondence of Canadian Grocer.)

Halifax, N.S., Oct. 10.

All the markets are very firm and prices rule high. There is only a fair business passing at present, and jobbers are a little puzzled over the market conditions, the uncertainty of prices having a bad effect generally.

There is a considerable movement of crops in Nova Scotia, the fruit growers in the Annapolis and Cornwallis valleys being particularly busy. In Prince Edward there is likely to be a big crop of potatoes and oats, and some of the farmers in Nova Scotia will also have very large stocks of potatoes. On one farm in Colchester county, owned by a Halifax man, will be harvested one thousand bushels of potatoes, whereas the yield was not expected to reach more than five hundred bushels. They are of fine quality, and notwithstanding the unfavorable weather for growing, there is very little rot in the potatoes. The large crops of potatoes will be welcome to the farmers this season, who will use part of the crops to feed their cattle, owing to the high price of hay.

* * *

The butter situation shows very little change as regards prices or receipts. Dairy in tubs is worth from 22 to 25 cents and creamery from 26 to 27 cents. During the week one Halifax commission firm received four hundred boxes of butter from Montreal. He purchased this butter last June and had it stored in Montreal until the end of September, and he will now reap a handsome profit on his holdings. Cheese is firm at 13 cents for large and 13½ cents for small.

* * *

The receipts of eggs are very light and they are quoted at 23 cents. The demand is not very heavy, as most of the stock marketed is not to be depended upon.

* * *

The flour and feed markets are very firm and prices continue their upward tendency. Prices of flour are from \$1.30 to \$1.50 per barrel higher than they were at this season last year. Cornmeal is about \$1.75 per bag, and \$3.50 per barrel.

* * *

The total apple shipment from Halifax last week was the largest of any week so far this season, nearly forty thousand barrels being sent to the English market. The Furness liner Shenandoah took 27,000 barrels; the Elder-Dempster liner Melville 3,000 barrels for South Africa; the Allan line Numidian, for Glasgow, took 4,000 barrels, and other shipments aggregate about 4,000 barrels.

* * *

The West India liner Sobo is landing 7,000 packages of sugar, besides a quantity of lime juice, molasses and rum.

* * *

Prince Edward Island anticipates bumper crops this year. The farmers all

over Prince county are now putting in their oats, which is one of the best crops on record. Notwithstanding the abundant crop, the prices will be good. New potatoes are about ripe, but the later varieties are still green. The prospect of a good yield was never better, although some rot is reported in the lowlands. The other root crops are magnificent, wheat being especially good.

MRS. DICKIE'S GROCERY.

Herewith is shown the photograph of a grocery store conducted for many years past by Mrs. L. J. Dickie, at South Oshawa, Ont. Mrs. Dickie has been successful in building up an excellent trade in her district, and, as well

Mrs. L. J. Dickie, South Oshawa P.O., Ont.

BUSINESS NOTES.

Scott & Co., bakers and confectioners, of Moose Jaw, Sask., have assigned.

Charles Pearson, general store keeper, at Sayabec, Que., has assigned to V. E. Paradis.

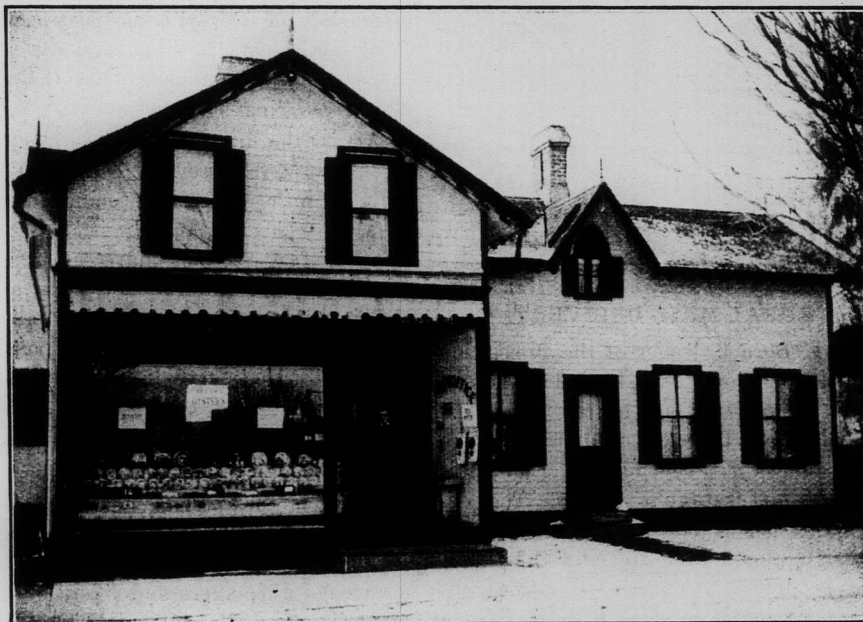
John Horton, of Windsor, manufacturer of soda water, has sold out to Geo. W. Edwards.

Henry Baynton, baker and confectioner, of Parkhill, has sold his business to F. W. Rowbotham.

The McCurry Co., of Toronto, manufacturers of drug and grocers' sundries, has assigned to H. Dickenson, and the business has been closed up.

The business of Williams & Co., pickle manufacturers, Toronto, has been sold to Geo. Williams, who will continue as Williams & Son.

The general store at Dublin, Ont., which has been under the control of the



Mrs. Dickie's Grocery at South Oshawa.

as carrying a full stock of groceries, conducts a provision business and a small crockery and glassware department. Her turnover amounts to about \$12,000 a year. She gives only one week's credit, and says that during the last six years she has not accumulated more than \$50 worth of arrears. In place of the dwelling shown in the photo, Mrs. Dickie has erected a two-storey brick building, in which is now installed the South Oshawa post office, which Mrs. Dickie attends to in connection with her other duties. Unfortunately, of late years Mrs. Dickie has felt the work to be growing too much for her, and this, in conjunction with ill-health, has decided her to sell the business. We are glad, incidentally, thus to be able to bring to the notice of our readers an opportunity of acquiring an old-established and growing business at a very reasonable figure. Any inquiries should be addressed to

James Canning estate, has been taken over by Peter Dill.

A GROCER FOR 25 YEARS.

One of Toronto's oldest grocers, James Duff, who has carried on a business at 21 Howard St. for over a quarter of a century, died on Monday after a lengthy illness. Mr. Duff was born in Niagara in 1838; was in his earlier years a boilermaker, and a government steamboat inspector, and later ran a flour and feed business in Yorkville. In 1882 he opened the store at 21 Howard St. and has done steady business during the growth of that section of the city. He is survived by two daughters, Mrs. W. F. and F. Britton. The funeral was held on Wednesday to St. James cemetery.

THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN *President*

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

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RURAL MAIL DELIVERY.

R. L. Borden, leader of the Opposition in the Dominion House, has selected rural mail delivery as one of the planks of his platform. It looks very nice, everyone will admit, but beyond the ornamental quality its usefulness is nil. The delivery of postal matter through the rural districts would be a splendid thing, but the people of Canada need not expect the convenience of such a service for a few years yet. The scheme is not practicable, and we believe that Mr. Borden must know it. At any rate, he has never attempted to go into details regarding the probable cost, and the method of operation. He simply points to last year's surplus of \$1,000,000, in the Post Office Department, and promises that if he were at the head of the Government it would be spent in the manner mentioned above.

Suppose Mr. Borden were Premier of Canada, and had that million dollars. How would he dispose of it to the best advantage? Certainly not in establishing rural mail delivery. Our postal facilities require improvement far nearer the foundation of the system than that. In 1906 there were 347 post offices opened, the greater number in the West.

From this new country come a multitude of complaints regarding the inefficiency of the mail service. The surplus, and a good deal more along with it, should be spent in remedying the present unsatisfactory conditions there. The first step in this direction must take the form of better remuneration to postmasters. That is where the fault lies. These men are generally merchants as well and it cannot be expected that they will give the proper amount of time and attention to the work if they do not receive proper salaries for doing so. The existing state of affairs cannot be charged to the railway companies; they are giving good service. The blame belongs to the Post Office Department alone, and a portion of that million dollars would go a long way toward setting matters right.

The catalogue houses will exert themselves in support of rural mail delivery, just as they are doing with respect to extension of the parcels post service. Both may come in time, but not while present conditions prevail in the Canadian retailing system.

Across the line rural mail delivery has been operated in several States. For a long time the expense of maintaining it was very heavy, and it is only now that a few sections have attained a position where they do not show a big deficit. Then the service has always been used for the production of political capital by the party in power.

LESS ADULTERATION.

Dominion Analyst McGill's latest report, which deals with his analysis of maple sugar collected from every part of Canada, cannot fail to interest and encourage all makers and likers of pure maple goods. Of 257 samples collected, 185 were genuine, 57 adulterated, 10 doubtful, and 5 mixture. This is a good showing, 71.98 per cent. pure. The result of the test of maple sugar samples collected in Montreal and Quebec could hardly be more satisfactory, as not one lot was found to be adulterated. Such an improvement in the purity of maple goods must be attributed largely to the Government's new ruling with regard to the labeling of packages. Under the old regulations there were many lines of supposedly pure goods offered for sale, which were out-and-out mixtures of adulterations. As it is to-day, the manufacturer comes out flat-footed and everybody can see for himself whether the contents of a package are pure or adulterated. Such reports as that just issued cannot fail to carry great influence

with Canadian trade, if they are circulated freely in the right quarters.

MUST KEEP ON FIGHTING.

The annual report of Sears, Roebuck & Co., Chicago, which has just been published, emphasizes the continued growth of the retail mail order business and the great place it is coming to hold in the distribution of merchandise. It appears while during the calendar year 1905 the company's net sales were \$27,014,253, and in 1906 were \$37,943,472, that for the year ending June 30 last they were \$50,722,839. There is thus an increase in the volume of business for the year covered by the report of more than 80 per cent. over that of the calendar year 1905. These figures enforce the seriousness of the competition which the regular merchants are called upon to meet and the need for unrelaxing efforts and increased enterprise and energy in their conduct of business.

There is also brought up anew to wholesale distributors and manufacturers serious problems in regard to the effect of the mail order business on the regular distribution of merchandise. In this condition of things, which does not promise to become more favorable for the marketing of goods in old channels, the Iron Age points out that it may be that the manufacturers and jobbers will have to see to it that the retail merchants of the country obtain their goods on something like as advantageous terms as do the catalogue houses.

CAR SHORTAGE AGAIN.

Once more the period for the annual shortage of cars and the immense transportation difficulties entailed has rolled around. The effect of the increased demand on the railways has been felt for the past couple of weeks, and several instances might be cited showing how goods shipped three weeks or a month ago have been delayed three weeks and a half beyond what they should have been. The grocery trade is likely to feel keenly the shortage in several ways. The movement of the western crops will call into requisition thousands of cars which are usually employed in hauling merchandise in eastern and central Canada, and this shortage, apparently, the railroads cannot overcome, try as they will. The situation in Canada, however, to be optimistic, might be worse, but across the line they are experiencing great difficulties. California packers are at their wits' end to secure cars for shipment of their dried fruits. In one instance, packers are reported six hundred and fifty cars short. In Canada there are hopes of improvement. The Grand Trunk Pacific is nearing completion, and once it is operating its entire length the situation will be considerably relieved. The States, however, appear to be at the end of their tether. Just the other day no less a personage than James J. Hill stated that railroad building had reached its climax there, and all that remained to relieve the situation was to improve transportation facilities by water. This, he thought, would permit of better conditions being realized in the railway world.

cents, but transactions are few. New goods are quoted at 9½ to 10 cents. Wholesalers expect, from present indications, to sell this year's output at 11 cents.

SPICES—Brisk business is being done at old prices. Advices from the primary markets do not report any particular features.

	Per lb.	Per 20 lb.
Peppers, black.....	0 16	0 20
" white.....	0 25	0 31
Ginger, whole.....	0 16	0 50
" Cochin.....	0 17	0 20
Cloves, whole.....	0 20	0 30
Cream of tartar.....	0 25	0 32
Allspice.....	0 12	0 18
Nutmegs.....	0 30	0 55

BEANS—Beans have advanced materially since last report, and nothing can be secured to-day under \$1.80 or \$1.85. Even at these figures the market is very firm, and further advances would not surprise anyone. Peas are also strong, though quotations have not changed.

Choice prime beans.....	1 80	1 85
Soup peas, whole, bag 2 bushel.....	2 50	2 61

MAPLE PRODUCTS — Quotations given are nominal. Business is slight.

Pure maple syrup, bulk, per lb.....	0 06½	0 17
Compound maple syrup, per lb.....	0 04½	0 05½
Pure Townships sugar, per lb.....	0 08	0 08½
Beauce County per lb.....	0 09	0 10½

CANNED GOODS

MONTREAL—The new prices on corn and tomatoes, which have not yet been issued, are promised for this week, or at least some news of the pack has been promised the wholesalers. Quebec packers are through for the season, but, of course, their output is small, being hardly more than ten per cent. of Canada's pack. They pack chiefly tomatoes and some corn. Deliveries of canned salmon are now being made. Canned fish of other kinds and canned meats are selling fairly well.

TORONTO — New prices on corn and tomatoes will probably have been given out by the time this is in print. Everyone looks for high prices and short deliveries, opinions being graded according to temperament and natural pessimism, or the reverse. A representative of the Canadian Cannery called on the trade on Wednesday and said that probably from 60 to 75 per cent. of deliveries on present orders would be made by the company. All fruits, with the exception of plums, which will be a fair average, are very short. The tomato and corn pack is now practically at an end.

A Maryland firm say of the general outlook for the tomato pack on the other side:

"As reports continue to come in from various packers, almost without exception, the advices are the same: 'Cancel order for last car of cans. We will be fortunate in filling cans on hand, as the rain last Saturday put an end to tomatoes on the vine.' Nearly every large house is making its final run, while it may be possible here and there that a small factory may obtain a few tomatoes—remnants from the large houses—to keep running for a week or more. The tomato packing season of 1907 is practically over and the shipping season will now begin in good earnest, for it has been next to impossible to load and ship while the rush was on; it was impossible to secure enough help for packing, much less shipping, consequently, many buyers have been kept waiting,

when the packer wished that things would be otherwise, but he could not, as he did not have the help sufficient to make shipments. One packer writes that, 'where we were losing tomatoes last week we are paying 16 cents per basket to-day.' Others report that the stock coming in is too poor to justify keeping their houses open longer. The west is buying tomatoes; as the market advances, they follow the advance promptly. Reliable reports indicate that the western packing season also began late. If the west should have frost, even though they may have escaped the two serious flooding rains experienced in the east, the market would probably bound from 2½ to 5 cents per day until the dollar mark or over is reached."

ONTARIO MARKETS.

POINTERS—

Canned Goods—Prices expected daily.
Sugar—Steady.
Plums—About done.
Potatoes—Market improved.

Toronto, Oct. 10, 1907.

The subject around which interest has centred during the week under review, is canned goods. The Canadian Cannery are supposed to have had a meeting on Tuesday, of this week, and

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Oct. 10.

BUTTER—Market featureless.

CHEESE—Steady market.

EGGS—Tone of market firm. Business fairly brisk.

PROVISIONS—No change in situation. Lard continues firm.

to have continued the session on Wednesday, but no prices have been given to the trade up to the time of writing. A representative of the Cannery, in conversation with The Grocer on Wednesday, stated that the company would be in a position to deliver a larger percentage on corn and tomatoes than was generally expected. He put the figure at from 60 per cent. to 75 per cent. It is, of course, in the interests of the cannery to do a little extra hustling, with a view of avoiding the rebate which is due from them on all deliveries under 60 per cent., but the impression among the trade here has been that this season the crop has not been large enough to admit of a pack sufficient to cover more than half the orders booked. Sugar remains steady, with a declining consumptive demand, due to the closing of the fruit preserving season. Tapioca is selling remarkably well under stiff prices. All stocks of teas are very light, and no new shipments have arrived on the market during the week.

Business, as a whole, while not remarkable, has been satisfactory. The chief difficulty experienced by the majority of wholesalers is in getting the goods to fill orders. Even at the general high prices prevailing, the inquiry has been very strong, this applying especially to all canned goods. The shortage on these latter seems only to accentuate the demand.

TEA—Stocks of all grades are lower than they have been, certainly, for many years, and, in the opinion of some wholesalers, since the first grocery store started business in Toronto. There are some Ceylon greens on the way, which are to take the place of Japans, and some Ceylon blacks and Indians which were bought some time ago, before the present crisis. These are expected on the market in about ten or fifteen days.

Mail advices from London, under date of Sept. 26, say:

"The possibility of a shortage in the total Indian supplies for this market has had a stimulating effect on the demand for low priced tea, with the result that the quantity of leaf obtainable at 6½d. has been smaller than last week. At the moment, it seems as if this tendency would continue, for although there is a good deal of common tea printed for next sales, orders are already plentiful, while the fairly extensive shipping enquiry for leaf under 7d. is a factor to be taken into consideration.

"The details which we publish, giving the imports of tea into Russia during the first six months of the year, throw an interesting light on the position of Indian and Ceylon tea in that country, for it is evident that the high market ruling has not resulted in a return to the use of China sorts. The increase of British growths shipped during the period, as given in our circular recently, amounted to six millions, while the Russian imports of all kinds were five millions heavier than last year, thus leaving a further one million lbs. of China displaced by India and Ceylon. The use of no less than 12½ millions more Brick tea is a noteworthy feature and accounts for the high prices realized for Dusts in Calcutta and Colombo."

COFFEE—The world's visible supply on Sept. 1, of this year, was 16,004,313 bags; on Aug. 1, 1907, 16,075,812, and on Sept. 1, 1906, 10,756,653. Stocks of all kinds in the United States amounted to 3,862,690 bags on Sept. 1 of this year; to 3,933,190, a month ago, and to 3,190,701 on Sept. 1, 1906. The situation, locally, is quiet and unchanged.

Willet & Gray, New York, say of the crop situation:

"The movement of the crop continues to run below the average for this period, in crops which gave about 10,000,000 bags, and the receipts for the first three months of the season have heretofore given a fair idea of the output of similar crops. Some cables have been received here predicting that receipts will decrease somewhat, but,

THE CANADIAN GROCER

Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 08	0 08 1/2
Carolina rice	0 10	
Tapioca, medium pearl	0 08	

BEANS—Prices are higher than last week. It is now difficult to get anything like beans at less than \$1.85, though some houses are quoting \$1.80.

Beans, hand picked, per bush	1 75	1 80
prime No. 1	1 75	1 80
Lima, per lb	0 07	

EVAPORATED APPLES—The price continues around 10c, but the market is very strong, and is likely to advance at any time.

Evaporated Apples	0 10
-------------------	------

HIDES AND WOOL—The situation in hides is unchanged from last week. The outlook is for lower prices. The tanners on the other side are doing a little more business, but there is no increased activity among Canadian factories.

Hides, inspected, cows and steers, No. 1	0 07 1/2
No. 2	0 06 1/2
Country hides, fat, per lb., cured	0 06
Calf skins, No. 1, city	0 12
No. 1, country	0 11
Lamb skins	0 65
Horse hides, No. 1	2 75
Rendered tallow, per lb.	0 05 1/2
Fulled wools, super, per lb.	0 23
extra	0 25
Horse hair, per lb.	0 30
Wool, u washed	0 12
washed	0 22
rejections	0 16

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday Oct. 10, 1907.)

Business is more active than for some weeks and wholesale houses are rushed with orders. A few districts are in a bad way, owing to heavy frosts destroying the crops, but, taken as a whole, the situation is much better than was expected two months ago, and there is a more optimistic feeling among the trade.

CANNED GOODS—The trade are still much perplexed over the canned goods situation as it is evident that in many lines the canners cannot begin to fill their orders. Retailers are finding it hard to advance their prices sufficiently to compensate them for the big advance in wholesale prices. New season prices of plums will be noted below. We quote:

SUGAR—Quoted as follows:

Montreal granulated, in bbls.	5 00
in sacks	4 95
yellow, in bbls.	4 60
in sacks	4 45
Wallaceburg, in bbls.	4 90
in sacks	4 85
Berlin, granulated in bbls.	4 80
sacks	4 65
Icing sugar in bbls.	5 60
in boxes	5 80
in small quantities	6 20
Powdered sugar, in bbls.	5 40
in boxes	5 60
in small quantities	5 65
Lump, hard, in bbls.	5 95
in 1/2-bbls.	5 95
in 100-lb cases	5 95

SYRUPS AND MOLASSES—There has been no change in price since the recent advance in corn syrups. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
5-lb tins, per 1 "	3 00
10-lb tins, per 1 "	2 80
20-lb tins, per 1 "	2 85
barrel, per lb.	0 03 1/2
Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz case	3 10
5 "	3 60
10 "	3 30
20 "	3 20

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

COFFEE—Whole green Rio is quoted at 8 3/4c and roasted at 11 1/4c. Ground roasted sells at 12 1/4c.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 09 1/2
25 oz., per doz.	0 08 1/2
12 oz pkgs., per doz.	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 "	1 80
5 "	2 75
Crock	65
Bottles, 18 oz., per doz.	2 00
20 "	2 25

Chow—	
1 gal pail	75
3 "	1 95
5 "	3 00
Crocks	70
Bottles, 18 oz., per doz.	2 00
20 "	2 25

Sweet—	
1 gal pails	80
3 "	2 15
5 "	3 25
Crocks	75
Bottles, 18 oz., per doz.	2 25
20 "	2 50

Onion—	
1 gal pails	90
3 "	2 40
5 "	3 75
Crocks	85
Bottles, 18 oz., per doz.	2 50
20 "	2 75

CHOCOLATE AND COCOA—There has been a general advance in chocolate and cocoa. Bakers' chocolate now sells at 44c and cocoa at 50c.

SALT—Prices are now quoted as follows, f.o.b., Port Arthur and Fort William:

Salt, 3's per bbl.	2 50
5's "	2 40
7's "	2 35
1's "	2 30
2's "	2 20
50's cotton bags each	0 32
50's jute	0 25
Ordinary fine in bbls., per bbl.	1 10
coarse	1 10
Rock Salt, per ton	14 00

FOREIGN DRIED FRUITS—

Australian raisin—	
Brown Lexias, per lb.	0 08
Extra brown	0 08 1/2
Sultana raisins, bulk, per lb.	0 13 1/2
cleaned	0 14
1 lb pkgs	0 16

Table raisins, Connoisseur clusters per case	2 60
extra dessert	3 40
Royal Buckingham	4 00
Imperial Russian	5 25
Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
Connoisseur clusters, boxes (5 1/2 lbs)	0 80

Valencia raisins, f. o. s.	1 75
selected	1 85
layers	2 10
Trenor's Valencia raisins, f. o. s, per case	2 70
selects	2 85
layers	2 95

California raisins, muscatels, 2 crown, per lb.	0 10 1/2
3 "	0 10 1/2
4 "	10 1/2
choice seeded in 1/2-lb. packages	0 10 1/2
fancy seeded in 1/2-lb. packages	0 10 1/2
per package	0 10 1/2
choice seeded in 1-lb. packages	0 12 1/2
per package	0 12 1/2
fancy seeded, 1-lb. packages, per package	0 13

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

Currants, uncleaned, loose pack, per lb.	0 07 1/2
dry cleaned, Filiatras, per lb.	0 07 1/2
wet cleaned, per lb.	0 08
Filiatras in 1-lb pkg dry cleaned, per lb	0 08 1/2
Vostizaa, uncleaned	0 08 1/2
Hallowee dates, new per lb.	0 05 1/2

Figs, cooking, in tins, per lb.	0 15 1/2
in sacks	0 06
table, 1 crown	0 10
3 "	0 11
5 "	0 13
glove boxes, per box	0 08 1/2
square boxes (12 oz) per box	0 08 1/2
1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 22 1/2
Apricots, standard in 25-lb. boxes, per lb.	0 22

Peaches, choice, per lb.	0 15
Peaches	0 15 1/2
Pears, choice (halves), per lb	0 13 1/2
standard	0 13
Plums, choice (dark pitted) per lb.	0 14
Nectarines, choice	0 16

PEELS—Prices are lower this year than last. Quotations are:

Lemon	0 10 1/2
Orange	0 11 1/2
Citron	0 18 1/2

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10 1/2 to 11c per lb., and dried at 9 3/4 per lb.

HONEY—Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
10-lb.	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
5-lb. tins, 1-doz. case	8 40
10-lb. " 1-doz.	10 50
60-lb. " per lb.	0 14

RICE, TAPIOCA and SAGO—

Japan rice, per lb., cwt. lots	0 04 1/2
50-lb. lots	0 04 1/2
Rangoon rice, per lb.	0 04
Patna	0 04 1/2
Tapioca, per cwt.	8 00
Sago, per lb.	0 04 1/2

OLD GROCER IN NEW STORE.

James Kennedy, who was for over twenty-five years with Davidson & Hay, Toronto, has opened one of the finest and best-equipped grocery stores in the west end of Toronto. The location, at the corner of Arthur and Crawford Sts., is an ideal one, being on the outskirts of a rapidly-growing section. Moreover, it is picturesque, overlooking the beautiful Bellwoods park ravine. The stock carried is one of the best, and in keeping with the tastes of the residents of the district. Mr. Kennedy's experience and training are such that his customers can depend upon getting everything right. Before severing his connection with the Davidson & Hay his fellow-employees in warehouse, sampleroom and offices presented him with a handsome antique oak roll-top secretary. Lieut.-Col. Davidson, president of the company, made the presentation on behalf of himself and Mr. Kennedy's fellow-employees. The Grocer wishes him all success.

TEA ADVANCED.

A cable just received states that the London market has advanced 1/2d. on India and Ceylon teas.

Webber & De Pender, confectioners, of Manitou, Sask., have dissolved partnership.

Tenders

Will be received by the undersigned up to the hour of five o'clock p.m. on the 16th day of October, 1907, for the purchase en bloc of the entire stock in trade and fixtures belonging to the estate of Charles W. Stewart, insolvent.

Stock lists can be inspected and stock seen upon application at the office of W. H. Gillard & Co., Queen Street, Sault Ste. Marie, Ontario.

Dated this fourth day of October, 1907.

CHAS. A. LEANEY, Assignee.

MALTA-VITA

The Perfect Food

Increase your profits by selling

Malta-Vita

Until November 1, 1907, we will allow the retail grocer

FREE

One-half case with Five cases of Malta-Vita

One case with Ten cases of Malta-Vita

Send your order to us or to your wholesaler.

MALTA-VITA PURE FOOD CO.

TORONTO, CANADA

WHAT OTHERS SAY

Extracts from letters received within a few days. One from a merchant in Quebec, the other from Nova Scotia.

"I have decided to keep in stock only Red Rose Tea. For the past few years I have sold many brands, but have found out that customers like Red Rose better than any other. You can always count on your traveller receiving a good order from me every time he calls."

"I have never handled an article that has given more uniform satisfaction than Red Rose Tea, and I have never been more courteously treated by any firm than by yourself."

ONLY RED ROSE—That Quebec merchant who has decided to keep only Red Rose Tea in stock won't carry any dead stock and his customers will get tea that is always the same quality, exactly the same to-day that it was a year ago.

**He will Carry Less Stock
Sell More Tea
Make More Money**

WORTH THINKING ABOUT—We have hundreds of customers who are selling only Red Rose, and the list has increased more this year than ever before. **If you are not already selling Red Rose Tea, may I send you a case?**

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

Toronto Branch, 3 Wellington St. East
G. H. CAMPBELL, Mgr.

Winnipeg Branch, 315 William Ave.
F. G. WALKER, Mgr.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

ANY BOY WHO HAS ONE CENT CAN TURN IT INTO

\$ 10 \$

One cent invested in a post card to us will bring you information about how we can start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy the more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

NO MONEY REQUIRED

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

F.O.B. Two Hundred Miles Away

means that you have to pay a big freight charge every time you give such an order. No need to do it, Mr. Eastern Townships Grocer. Place your order for

Staple and Fancy Groceries, Dried Fruits, Fish, etc.,

with a Sherbrooke House of national reputation. We pay the freight as far as Sherbrooke, and our prices compare favorably with Montreal prices. If you are doing business in the Eastern Townships **YOU CAN**

SAVE MONEY—LOTS OF IT—by placing your orders with us.

T. A. Bourque & Co., Wholesale Grocers Sherbrooke, Que

There is More

Gold Standard

BAKING POWDER

sold in Western Canada than any other one brand. And there are reasons for this—good ones. The first is **GUARANTEED** quality; the second, our advertising; and lastly, the large percentage of profit you (the dealer) make by selling it. Let us tell you about our plan, and how we help you sell **GOLD Standard Products**.

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Best waterproof in the country.

Just as cheap as the common ones, but infinitely better.

For Horses, Waggon, Feed-bags, Capes, etc., etc. All styles and sizes in stock.

Samples cheerfully furnished

TOBIN TENT, AWNING and TARPAULIN CO.

Ottawa
201 Sparks St.

Toronto
125 Simcoe St.

Montreal
28 St. Peter St.

It pays to have proper connections in

The West

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

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

Charges Reasonable

Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East

WINNIPEG, MAN.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

MINCE MEAT

We are now making Mince Meat, and will have it ready to ship at the end of the week. We use nothing but fresh beef, finest fruits and spices in making up our Mince Meat. We can recommend it to you as pure, wholesome food, and reasonable in price.

F. W. FEARMAN CO.

Limited

HAMILTON

All Goods Government Inspected.

A Word With You

Mr. Grocer, about the

CORONA

HAM

AND

BACON



The Corona Brand sells itself by sheer force of merit. It keeps on selling itself, because the quality never deteriorates. Moreover, it only sells itself through the retail trade, as we have no retail stores to compete with you.

The Montreal Packing Co.

LIMITED

MONTREAL, P.Q.

Provisions for Particular People

is a paying line in the grocery business. You would realize this to be a fact if you were to stock the

"Ryan Brand"

The Ryan Brand is in demand by the best class of customers—customers who want the best and are willing to pay for it.

We have something to say to you about Ryan Profits.

The WM. RYAN CO., Limited

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

It is now becoming a weekly duty to record an advance of $\frac{1}{2}$ ¢ or less in cheese prices. Montreal dealers have been paying more in the country for cheese of late, and they have been forced to advance their selling figures.

Finest Ontarios now sell from 13¢ to 13 $\frac{1}{2}$ ¢, while Townships cheese command 12 $\frac{1}{2}$ ¢ to 13¢. Quebecs are selling from 12 $\frac{1}{4}$ ¢ to 12 $\frac{3}{4}$ ¢. These prices are high, but as a matter of fact they are interesting Old Country buyers more than the figures which ruled two or three weeks ago. Inquiries from the other side are more numerous than they have been for some time past, and, unlike recent cables, they are leading to good sales. As will be noticed, exports last week were much larger than they have been the average week of late. If demand from England continues, export figures are likely to pick up considerably before the close of navigation.

Locally, dealers are not selling a great deal, though the trade is taking some cheese. It is upon the Old Country that holders are depending for sales. It would appear that there has been a great deal of talk on the other side about the tremendous increase in the English make, which has not been warranted. Also there has been reported a falling off in the consumption. Recent orders received by Canadians would not lead one to believe that there was very much in either of these rumors.

Since October began many factories have changed their make from cheese to butter. This will result in a falling off in the make of cheese, which has not been made in the usual quantity this year. During September the make was by no means as large as it was for the same month a year ago. Favorable conditions may make possible an increase in the make during the fall and early winter, but it is improbable that receipts this season will equal last year's figures.

Receipts of cheese last week were 57,708 boxes, against 74,492 boxes for the previous week, and 76,767 boxes for the same week last year. Total receipts since May 1 amount to 1,696,751 boxes, against 1,884,708 boxes for the same period in 1906.

Last week 130,537 boxes of cheese were exported, against 74,438 boxes the previous week, and 105,667 boxes the same week in 1906. Since May 1 exports have been 1,518,345 boxes, against 1,787,069 boxes for the same period last year.

Butter continues extremely high, record prices being asked by dealers. The feature of the butter situation this year is the lack of demand from the other side. Despite the fact that no business is being done with England, however, prices are as high as ever they have been at this season. Home consumption has increased remarkably within the past few years, particularly in the west, where the population has been increased by thousands of souls.

Large orders for creamery are being received from various points in western Canada. They are coming in so freely that dealers feel independent of English

buyers. It is apparent that western Canada is depending upon the east for its supply of butter this winter. Everything points to a continued trade. On the other hand, the east is receiving large quantities of Manitoba dairy. Locally, stocks are very slight, the make in the east not amounting to much.

If present demand continues, it is quite likely, as previously stated in these columns, that Australian and New Zealand butter will be brought into Canada from England, after the make from these countries has been placed on the latter market.

THE PROVISION SITUATION

Live hog prices continue about on the same basis as last week, but the situation is not improved, most of the packers feeling that in view of the unfavorable outlook in the Old Country they should be getting their hogs at a lower figure. Receipts at present quotations, however, are light, though improving, and lower prices at this season of the year would be inclined to make the farmers curtail deliveries. As it is, the packers are getting about all they want, and are making preparations for the usual fall rush of hogs, which is about due to start.

Danish deliveries to the Old Country are heavier than they have been for some time and increasing weekly. Last week they were about 36,000; the week before, 31,000. A prominent Canadian packer said to the writer recently: "The Danes are proud of their hog-raising business. We seem to be ashamed of ours. The Canadian farmers seem to have convinced themselves that there is an organized conspiracy of the packers to beat down prices and further their own interests at the expense of the farmers. And the situation is growing worse yearly, instead of improving. The Danes expect to reach 50,000 a week in their deliveries to England before the winter is out. I should be ashamed to say what the corresponding figures from Canada are likely to be."

American shipments have been slightly below normal for last week. The average quotation for bacon in England is 55s.

The domestic situation is about unchanged. The unreceptiveness of the Old Country market, due to the heavy deliveries of Danish and Irish for many weeks past, is, perhaps, having the effect of sending more pork into Canadian cuts, but business as a whole, is very quiet.

Receipts of hogs in the States have been light, and the packers have sold rather than supported, products. The Journal of Commerce, in their weekly review of the situation, say:

"The past week has witnessed a little more speculation in hog products, but

Prices quoted by dealers are: Townships, September make, 26 $\frac{1}{2}$ ¢ to 27¢; Quebec, 26¢ to 26 $\frac{1}{2}$ ¢.

Receipts of butter last week amounted to 9,369 packages, against 11,428 packages for the previous week, and 13,064 packages same week a year ago. Since May 1 there have been received 336,885 packages, as against 524,470 packages during the same period in 1906.

Shipments last week amounted to but 33 packages, against 494 packages the previous week, and 12,261 the same week last year. Total exports since May 1 amount to 65,788 packages, against 339,191 for the same period in 1906.

very little change in prices, though receipts have been moderate enough to advance their prices without much effect on products. This is believed by some in the trade to be due to the action of the big packers in holding down prices, either for effect on the hog market or to enable them to buy futures. This view is not entertained by all, however, as more believe that the packers have really been selling the futures on improved corn crop prospects and fear of a further stringency in the money market. There has been little activity, however, as the public are afraid of these trust-controlled markets. But there has been a little buying of January stuff for long account by outsiders. The volume of the business, however, has not been large. There has not been as much export business in lard as last week, but prices have been firm with very little offering at the seaboard from the Middle West, as interior family consumption is absorbing the bulk of production outside of the big packing centres. The only other activity has been in skinned hams for delivery up to January in this market, and there have been over 60 carloads sold to come here from the West the latter part of the week. Spot meats remain as dull as ever, though supplies of bellies are still light here. The supply of hogs cut here is still small and hardly up to the local demand for fresh meats for the city trade, and this has kept the price of hogs here very firm, as well as at the West. There has been little change or activity in beef products and no new feature."

PROVISION MARKET'S

MONTREAL.

PROVISIONS—Pure lard is firm, but otherwise there is no change in the provision situation. Smoked meats are in fair demand, while heavy lines are inquired for more freely by lumbermen. Bacon is also in demand for the same class of trade.

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

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

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

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

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

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

Lard, pure, tierces.....	0 11 1/2	0 12
" " 56-lb. tubs.....	0 11 1/2	0 12 1/2
" " 20-lb. pails, wood.....	0 12 1/2	0 14
" " cases, 10-lb. tins, 60 lbs. in case.....	0 12	0 12 1/2
" " 5-lb. ".....	0 12 1/2	0 12 1/2
" " 3-lb. ".....	0 12 1/2	0 12 1/2
Lard, compound, tierces, per lb.....	0 09 1/2	0 11 1/2
" " tubs.....	0 10 1/2	0 11 1/2
" " 20-lb. pails, wood.....	0 12 1/2	0 12 1/2
" " 20-lb. pails, tin.....	0 09 1/2	0 10 1/2
" " cases, 10-lb. tins, 60 lbs. in case.....	0 10 1/2	0 11 1/2
" " 5-lb. ".....	0 10 1/2	0 12
" " 3-lb. ".....	0 10 1/2	0 12 1/2
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork.....	23 50	23 00
Canadian short cut clear.....	21 50	24 00
American fat back.....	23 00	23 50
Breakfast bacon, per lb.....	0 13 1/2	0 16
Hams.....	0 12	0 15 1/2
Extra plate beef, per bbl.....	14 00	15 00

BUTTER—The butter market is very firm, prices having been advanced another 1/2c to 1c. Demand locally is strong while dealers report inquiries from all parts of the west, where there seems to be a scarcity of creamery. Dairy is firm. Export business is practically nil.

Creamery, choice, boxes.....	0 27
" " pound prints.....	0 27 1/2
Dairy, tubs.....	0 22 0 24

CHEESE—Cheese is firmer this week, with higher prices. Many factories are now making butter instead of cheese, and the make of cheese has not increased to any extent in consequence. Export business is much better than it has been for some time past.

Cheese, old.....	0 15	0 16
" " new, large.....	0 13 1/2	0 14
" " twins.....	0 13 1/2	0 14

EGGS—Eggs are firm at prices a shade higher than ruled last week. Receipts at present are not very good, having been held too long in anticipation of higher prices. These eggs, however, are disposed of for what can be secured, and the market is not seriously affected by their arrival, as it is mostly storage stock that is being used.

Selects.....	0 26
No. 1.....	0 22
Secor ds.....	0 19 0 20

HONEY—Honey is firmer, owing largely to the fact that there will not be any more marketed this season. The yield of buckwheat proved considerably greater than was expected. One firm is asking as high as 16c to 18c for white clover comb honey.

White clover comb honey.....	0 13 1/2	0 14
Buckwheat, extracted.....	0 10	
Clover, strained, bulk.....	0 12	

TORONTO.

PROVISIONS—Firmness continues in the local market, with good demand. Butter and eggs continue to climb even above last week's prices, a couple of cents increase in most lines being noted. Lard and pork are firm and backs are exceedingly scarce.

Long clear bacon, per lb.....	0 10 1/2	0 11
Smoked breakfast bacon, per lb.....	0 15 1/2	0 16
Roll bacon, per lb.....	0 11	0 11 1/2
Small hams, per lb.....	0 15	0 15 1/2
Medium hams, per lb.....	0 14 1/2	0 15 1/2
Large hams, per lb.....	0 13 1/2	0 14
Shoulder hams, per lb.....	0 10 1/2	0 11
Backs, plain, per lb.....	0 17	0 18
" " pes meal.....	0 18 1/2	0 19 1/2
Heavy mess pork, per bbl.....	19 50	20 00
Short cut, per bbl.....	22 50	23 00

Lard, tierces, per lb.....	0 12	0 12 1/2
" " tubs.....	0 12 1/2	0 13 1/2
" " pails.....	0 12 1/2	0 13
" " compounds, per lb.....	0 12 1/2	0 13
Plate beef, per 200-lb. bbl.....	12 50	13 00
Beef, hind quarters.....	0 08 1/2	0 10 00
" " front quarters.....	5 00	6 00
" " choice carcasses.....	7 50	8 00
" " common.....	4 50	5 50
Mutton.....	0 08	0 09 1/2
Lamb.....	0 09	0 10 1/2
Hogs, street lots.....	8 25	8 75
Veal.....	0 09	0 10 1/2

BUTTER—A large demand and continued scarcity of supply have hoisted butter prices even a cent or two above last week. The fact that practically no butter is being shipped from Canada, and that the supply is hardly sufficient for the demand, even at present prices, shows how scarce the product is. Prices may show further increase before the end of the week.

Creamery prints.....	0 27	0 30
Creamery solids.....	0 26	0 27
Dairy prints, choice.....	0 24	0 26
" " ordinary.....	0 21	0 23
" " tubs, choice.....	0 22	0 23
" " tubs, ordinary.....	0 20	0 21
Baker's butter.....	0 21	

EGGS—High prices of feed and unusual demand have raised egg prices during the week. Dealers tell us that people have been eating eggs in preference to meat this year, thus increasing the demand. Limes are having some call even this early in the season and are now quoted:

Eggs, candled.....	0 24
" " selects.....	0 27
" " lined.....	0 23

CHEESE—The market continues firm with prices unchanged.

Cheese, large.....	0 12 1/2	0 13
" " twins.....	0 13 1/2	0 13 1/2

HONEY—Prices are unchanged.

Honey, strained, 60 lb tins.....	0 12	0 13
" " 10 lb tins.....	0 12 1/2	0 13 1/2
" " 5 lb tins.....	0 13	
" " in the comb, per doz.....	2 50	3 00
Buckwheat honey, per lb.....	0 08	0 10
" " in comb, per doz.....	1 25	1 50

POULTRY—The supply of chickens is abundant, though the quality is not so good as last week. A year ago farmers placed a good deal of their poultry in cold storage, but did not realize as expected on this, and this year are shipping them in direct. Turkeys are beginning to arrive, though the quality is not particularly good. Last week's prices continue without change.

Live Weight.	
Spring chickens, per lb.....	0 08 0 09
Old fowl.....	0 06 0 07
Ducks.....	0 08 0 10
Dressed weight.	
Spring chickens, per lb.....	0 12
Old fowl.....	0 10
Ducks.....	0 12
Tom Turkeys.....	0 21
Hen.....	0 20

NEW BRANCH OF THE C. C.

A Canadian Club was formed in Moncton, N.B., on Sept. 30. The organization starts out with a membership of over 100. All the leading merchants have joined. Following are the officers: Hon. president, Hon. C. W. Robinson; president, Fulton McDougall; senior vice-president, Judge Wells; junior vice-president, J. A. Bourque; treasurer, Hugh F. Hamilton; secretary, R. W. Hewson; archivist, W. A. Cowperthwaite; executive committee, S. L. Shannon, Hon. F. J. Sweeney, F. A. McCully, Thos. Williams, J. A. Bourque, Mayor White, L. C. Daigle.

Broddy & Porter, general storekeepers, of Uxbridge, have dissolved partnership, Broddy continuing the business.



There is Only One
FLY PAD

THAT'S WILSON'S. Three hundred times more effective than sticky paper, and vastly superior to any other fly poison.

ARCHDALE WILSON, HAMILTON

CEREALS AND CONFECTIONERY

Under Small Amount of Raw Material Offering, Coupled With Heavy Domestic Demand, Rolled Oats Have Again Advanced—Confectionery.

Millers report business excellent, but the small amount of wheat offering makes it almost impossible for them to begin to fill up on orders. In cereals it is the same. One large manufacturer stated the other day that he was oversold on rolled oats for the next ninety days.

Speaking of the high prices which rule for rolled oats, Col. A. E. Labelle, local manager of the Ogilvie Flour Mills Company, Montreal, said that the chief cause of the recent advances lay in the fact that there was not in sight any really good Manitoba oats, that is, of the kind which could be made into oat-meals which would satisfy the trade. So far, the tests which have been made of new crop oats have not turned out at all satisfactory, from a rolled oats standpoint, and unless something better turns out prices are likely to remain high, if they do not advance still further, as stocks held by millers are not large enough to bear the demand there will be between now and the crop of 1908. Ontario oats do not seem to please the miller for making into rolled oats, hence the importance of there being a good yield of first-class oats in Manitoba.

Export demand is good in both wheat and oat products, but domestic consumption is too heavy to admit of any shading of prices on the part of Canadian millers.

Confectionery.

It may seem a nuisance to be obliged to look after trifling little purchases of candy when your time, or so it seems, could be spent to so much better advantage in some other way. But children's wants are worth catering to, if you are prepared to do it in the right way. They appreciate politeness, very often, more than adults, and their custom is a channel through which much profitable trade may be secured.

MONTREAL.

FLOUR—Prices have once more advanced, this time 20c, and the market is very firm at the higher figure. Millers report an abundance of orders locally, and good export trade. Importers of Canadian flour have been steadily following the millers' advances and have been regularly calling for further shipments.

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

FEED—Feed is very firm, but prices have not changed since last report.

Ontario bran.....	22 00 23 00
Ontario shorts.....	24 00 26 00
Manitoba shorts.....	26 00 28 00
" bran.....	23 00
Mouille, milled.....	27 00 30 00
" straight grained.....	28 00 34 00
Mill feed.....	1 50 1 55

ROLLED OATS—A firm market rules at unchanged prices. More or less stock

is being bought up, but prices are high for many grocers.

Fine oatmeal, bags.....	3 15 3 20
Standard oatmeal, bags.....	3 15 3 20
Granulated.....	3 15 3 25
Golddust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 75
Rolled oats, 90-lb. bags.....	3 05
" 80-lb. bags.....	2 75
" bbls.....	6 20

TORONTO.

FLOUR—Prices are very firm, due partly to the heavy demand and partly to the light offerings of wheat. Latest reports from the west state that the frost has got in some damaging work and that in some sections it has been responsible for considerable wholesale destruction. These reports, however, are of a variable character, and cannot be accepted without question, as representing the true condition of affairs. Prices are unchanged from last week, and are as follows:

Manitoba Wheat.	
60 per cent. patents.....	5 25 5 50
85.....	4 55 4 75
Strong bakers.....	4 55 4 75
Winter Wheat.	
Straight roller.....	4 60 4 70
Patents.....	4 85 4 95
Blended.....	4 50 4 55

CEREALS—Rolled oats have advanced slightly, and a further increase is almost hourly expected. Export demand is reported excellent. Prices are as follows:

Rolled wheat in barrels, 100 lbs.....	3 05 3 25
Rolled oats, in wood, per bbl.....	6 75
" in bags, per bag 90 lbs.....	3 00 3 25
Oatmeal, standard and granulated, per bbl.....	6 65
" in bags, 98 lbs.....	3 30

FLOUR COMPANY'S GOOD YEAR.

For the Lake of the Woods Milling Company 1906-07 was a very satisfactory year. The annual meeting of shareholders was held at the Montreal office last week. Net profits for the year were \$618,473. In comparison with the figures of the previous year, \$375,152, the latest returns must be very gratifying. Mention was made at the meeting of the company's new mill at Keewatin, which is capable of turning out 5,000 barrels a

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit.

Private brands to order.

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

day. It was in operating shape August 1st. Last year's directors were re-elected, as follows: Robert Meighen, F. H. Mathewson, Hon. Robert Mackay, Abner Kingman, R. M. Ballantyne, Robert Reford, Jas. W. Pyke, W. W. Hutchison, G. V. Hastings.

At a subsequent meeting of the directors, the following officers were elected for the ensuing year: Robert Meighen, president and managing director; Hon. Robert MacKay, vice-president; G. V. Hastings, general manager; W. W. Hutchins, eastern manager; F. E. Bray, secretary; F. S. Meighen, treasurer; R. S. Neilson, assistant secretary; Geo. H. Kelly, general superintendent; W. A. Mathewson, manager wheat department; R. S. Thomson, local manager, Portage la Prairie; W. R. Breen, manager flour department at Winnipeg; R. J. Cherry, local manager, Keewatin.

FLOUR IN JAPAN.

According to the Trade Register of Seattle, the Oriental millers appreciate gluten in flour; although for more gluten, as in the Canada product, they do not show any disposition to pay more money. According to this authority, "the Japanese millers are extracting every particle of gluten from the grain, and their bran is of poor quality, but it is being offered at such a low figure that a return shipment is feared in California." Practical men in the trade, however, give the assurance that "the fear expressed, that by-products of Japanese milling will cut into the American market, should not be taken seriously. The double freight rate that must be paid more than offsets the difference in wages. Despite the fact that Japanese millers are introducing American machinery, Japanese business men engaged in the export trade from Seattle declare that the Japanese mills have not yet become efficient, and that their operations are not extensive. The Japanese flour importers are in touch with the development of the trade in their home country, and they hold that the Orient will continue to be a buyer of flour, instead of becoming a seller of bran to America. Flour milling is a very interesting business, but is done largely upon a rather narrow margin of profit. This circumstance will operate seriously against milling in Japan, which does not afford a market for milling by-

NAP G. KIROUAC & CO.,

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

125 St. Peter St., QUEBEC.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered,
U. S. Pat. Off.

Our Cocoa and Chocolate preparations are **ABSOLUTELY PURE**—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 36 St. Peter St.
MONTREAL, CANADA

"MIGHTY GOOD STUFF"

That's what grocers and others say about our lines of

**TWINE, PAPER, BAGS,
JUTE GOODS and STATIONERY**

We aim to satisfy, both in quality and prices. Write us about 'em.

A. M. THORNE & CO., Toronto
Phone M. 5548. 77 Front St. East

Do you use Cream of Tartar

or Tartaric Acid in your Baking Powder or Self-Raising Flour? If you do, you are not using the best up-to-date materials.

You should use our

Calcium Acid Phosphate

Better for health and cheaper to use. Write for samples and quotations.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street,
LONDON, E.C., - ENGLAND

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

products proportionate to extensive milling.

Manchurian grain-growing has not reached an advanced stage; and, so long as the crude methods employed are continued, Pacific coast millers have no fear from that market. The shipment of wheat from the United States and Australia to Japanese and Chinese mills is heavy, but it does not interfere with the market for American flour in the Orient. As a matter of fact, the coast millers cannot supply the flour demanded in the Oriental markets.—Alexander MacLean, Japanese commercial agent.

TO SELL SPICES.

Here is a good spice advertisement that any grocer might use with profit. It was originally got up in the form of a four-page folder, which, among other matter, contained the following:

List of Spices.

AND SOME OF THEIR ADULTERANTS.

Allspice—Spent cloves, clove stems, cracker dust, ground shells, charcoal, yellow corn.

Cayenne—Rice flour, salt and ship stuff, yellow corn, tumeric, mineral red.

Cassia—Ground shells and cracker crumbs, tumeric.

Cinnamon—Cassia, peas, starch, mustard hulls, tumeric, minerals, cracker dust, burnt shells, charcoal.

Cloves—Spent cloves, clove stems, minerals, allspice, roasted shells, wheat flour, peas.

Ginger—Cereals, tumeric, mustard hulls, peas.

Mace—Cereals, starch, buckwheat, wild mace.

Nutmeg—Cereals, starch, wild nutmeg.

Pepper—Refuse of all sorts, pepper dust, ground crackers, rice, mustard hulls, charcoal, coconut shells, beans, bran, yellow corn.

Mustard—Cereals, starch, tumeric, peas, cornmeal, gypsum.

There are several ways of detecting these adulterations, but the easiest and equally sure way to avoid weak or impure spices is to use only those that are ground by a house of established reputation, whose commercial honor is staked upon the genuine quality of its goods, and which simply cannot afford to place upon the market any article that is mislabeled or otherwise misrepresented.

CONFECTIONERY NOTES.

S. S. Andrews, baker and confectioner, of Toronto, has sold out to Geo. Waller.

The firm of H. Kotsonas & Co., confectioners, of Montreal, has been dissolved.

Normandy & Weil, bakers and confectioners, of Hamilton, have assigned to W. E. McGivern.

Kenneth K. Munro, Montreal, Canadian representative for W. & R. Jacob, Dublin, Ireland, biscuits, etc., was in Toronto this week. Fall import orders are very satisfactory. Mr. Munro will visit the larger western Ontario business centres before returning east.

POPULARITY--

lasting popularity—and

PERFECTION

go hand in hand. The wise grocer knows this to be a sound commercial fact. He accordingly stocks

MOONEY'S



Perfection Cream Sodas.

From your standpoint, perfection is made up of four things: Making, Baking, Packing and Selling.

Mooney's Perfection Cream Sodas are made right, baked right, packed right, and sell right.

How is your stock?

The Mooney Biscuit & Candy Company,

LIMITED
STRATFORD, - CANADA



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: **J. & G. COX, Ltd**
C. E. Colson & Son, Montreal
D. Masson & Co., " **Gorgie Mills**
A. P. Tippet & Co. " **EDINBURGH**

We were among the Pioneers



in the Cocoanut Industry in Canada. Our brand "White Moss" was the only one with this or any similar name.

Liberal terms to the Grocer, too.

Canadian Cocoanut Co.

613-619 LaGauchetiere St. W., Montreal

J. ALBERT McLEAN, Proprietor

Dealers are requested to write for special free deal.



NESTLÉ'S
MILK CHOCOLATE
"RICHEST IN CREAM"

Surprisingly Sustaining

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

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



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

It pays you to pay for quality.

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

PURITY

COWAN'S

Cocoa and Chocolate

has never been equalled in flavor, and no other brand on earth is purer. We make this statement knowing full well that it cannot be successfully denied. The flavor of



COWAN'S

is obtained by a secret process which does not in the least injure the purity of the Cocoa or Chocolate.

THE COWAN CO., Limited

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

"It's always best
when it's

Mott's"

Pin your Faith to
"Diamond" and "Elite"
brands of

Chocolate

For cooking and eating, they hold your trade.

All jobbers sell them.

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

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

PLACE YOUR ORDERS NOW!

We are in a position to serve you and fill your orders well at **advantageous prices for the buyer**, in all our different lines of goods.

Choice Pastes

We have been able to secure the sole agency for the **Food Pastes** of Blanc & Fils, of Valence on the Rhone (France), whose products are made from the choice of the best Russian wheat. These pastes have a high record of quality throughout Europe. They shall also be great favorites with the Canadian trade. The assortment is tremendous. We have over thirty varieties in stock :

Macaroni

Vermicelli

Spaghetti

Alphabets

Ringlets

Celery Ribs

Egg Shells

Egg "Nouillettes"

Nile Pearls Nouilles

and 20 others.

"VITA" The famous French Pasteurized Fluid Beef, with extracts of fresh vegetables. Invaluable wherever good cooking is desired. It is the standard of the real French "Consomme," so precious to those who praise select food. It is instantaneous. It is surely the best fluid beef to be had. It has the advantage of being seasoned.

Canned Goods, Fruits, Vegetables, Meats, Fish

We carry all the known brands made in Canada and the best of those of French and Belgian manufacturers. We never had so **large** and **varied** a stock as now.

Our prices attract the attention of practical buyers. Our products are strictly choice, well prepared and packed. They are good sellers and bring repeated orders from the consumers.

WHITE CASTILE SOAPS

We have secured the agency of two brands of White Castile Soap, made by an old reliable firm.

The brand **"LA MOUCHE"** means pure Olive Oil Soap, highly superior to all that has been so far imported in

Canada in Castile Soap.

The brand **"LA VERTU"** is equal to all the best brands of Castile Soap now on the market.

Do not buy before having seen our goods and prices. For all information, write phone or wire to

LAPORTE, MARTIN & CO., Ltd.

Wholesale Groceries, Wines and Liquors

MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

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

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

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

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " " 1 year.....	10 00

AGENTS WANTED.

TRAVELLER, working general store and groceries, Toronto and the Soo, is open to accept an additional agency. Must be first class line and a ready seller. Apply Box 163, CANADIAN GROCER, Toronto. (41)

BUSINESS CHANCES.

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

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

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

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

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

FOR SALE.

FOR SALE—Well established grocery business and dwelling. West end City of Toronto. Seven rooms and conveniences. Price \$5,500. Owner selling through sickness. Apply Box 160, THE CANADIAN GROCER, Toronto. (41)

ONE new National Cash Register, six drawers, latest improvement, will be sold cheap. Apply to R. H. Benson & Co.

TWO shares Oshawa Canning Company's stock, price, \$50 each; shareholders get 10 per cent. trade discount. Apply to Box 164, CANADIAN GROCER, Toronto. (41)

SITUATIONS VACANT.

GROCERY TRAVELLER WANTED—Must have good connection in Cobalt, Northern Ontario and Manitoulin Island; Good salary to right man. Address Box 161, THE CANADIAN GROCER, Toronto. (41)

WANTED.

WANTED—Groceries, sundries and confectionery on commission. Somerville & Paul, 66 Anderson St., Ottawa.

Expert Bookkeeping

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

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

AUSTRALIAN ONIONS.

Exports to Canada Are Increasing—Average Yield 20,000 Tons.

D. H. Ross, commercial agent for Australasia, says that Australia is coming more and more to look to Canada as the best market for the variety of onion known as the Australian Brown Globe.

"The Brown Globe variety of onions," he says, "is chiefly grown in sandy soil in districts quite close to Melbourne, within a radius of 20 to 30 miles, and is marketed between the months of November and February. They are grown in fairly large quantities and are of fine quality, being suitable in the early part of the season—from November to January—for export. After January they rapidly skin and are seldom fit to carry any distance. In appearance the Brown Globe much resembles Italian onions, being round in shape and large in size. They are of a soft nature and are not favored for export to oversea countries, because, generally speaking, they have only one outside skin and are thus liable to become easily bruised. This variety has, however, been exported to America and South Africa in cases, but it is only through using extreme care in their selection and obtaining good handling in transit that shipments can be made successful. While primarily grown for early local and interstate consumption, large quantities are exported in bags to New Zealand and the distant states of Western Australia and Queensland.

"Brown Spanish onions are only grown in Victoria, so far as Australia is concerned, and they differ very materially from the Brown Spanish of European production in being much better skinned, generally having five outside skins, or envelopes. This has been achieved by special cultivation in crossing the seeds of various varieties, with the result that one of the finest onions in the world is grown. In appearance they are inclined to be flat, the idea being to create a kind of dome on top so as to throw off rain and thus bring them to perfection at maturity. On account of the climate and soil of this state being adapted to the growth of this superior product, the industry is rapidly extending. The total production this year is estimated to be between 25,000 and 30,000 tons, while the average yield for some years past has been over 20,000 tons. In many places the crop this year has been from 8 to 10 tons per acre. Brown Spanish onions commence to be marketed in Melbourne about the middle of February, and are fit for export about the first week in March. If the season is favorable for their growth, they continue in sound condition for export up to the end of October.

Exports to Canada.

"For many years Melbourne produce merchants have been exporting Brown Spanish onions—in the reverse season—to San Francisco, but it is only in recent years that shipments have been made to Vancouver and other points in Western Canada. When the excellent quality of Australian onions is better known in Canada a large export trade, which is being carefully fostered in Melbourne, is looked for. The cost of casing is about 30s (\$7.30) per ton, and exporters complain that steamship companies insist on freight on the gross

weight, which, after allowing for the weight of the cases, makes the freight about 20 per cent. higher than if the onions were shipped in bags. Experimental shipments have, this year, been made in bags to Vancouver, and the onions arrived in splendid condition, besides considerably reducing their landed cost. There is certainly some element of danger in shipping onions in open gunny bags to Vancouver—but apparently not a serious one—when large quantities are on board one steamer, in which case if stacked more than three bags high, sweating might take place, whereas onions in cases are relieved from pressure and consequent injury from other cargo. The Commonwealth trade returns show that 3,322 cwts. of onions, valued at £1,589, were exported to Canada in 1906, and 8,195 cwts., valued at £2,786, to the United States."

TRADE NOTES.

Sullivan Bros., grocers, of Winnipeg, are selling out.

Eric Faulkner, grocer, of Ottawa, has sold his business.

Bishop & Williams, grocers, of Calgary, have sold out.

Thos. Montgomery, Montreal, spent a few days in New York this week.

Duchesneau & Frere, general storekeepers, of St. Tite, Quebec, have assigned.

Filion & Gravel, grocers, of Notre Dame des Neiges, Quebec, have dissolved partnership.

Edward Graf, of Sunnyslope, Alta., has bought the general store business of Colin McArthur.

A. Handley, who has been conducting a general store at Valley City, Sask., has disposed of his business.

The Dunn Pork Packing factory was offered for sale by auction on Saturday, but was withdrawn at \$3,850.

J. E. Foster, who has been conducting a grocery and general business at Salisbury, N.B., suffered serious loss by fire on Wednesday, Sept. 25.

The H. W. Laird Co., wholesale grocers and manufacturers' agents, of Regina, have sold their wholesale grocery business to Campbell Bros. & Wilson.

Wm. Kearney, late owner of the Oxford Hotel, Montreal, has given up that venture to go into the wholesale tea and coffee business in partnership with his brother, Peter Kearney, of the firm of Kearney Bros.

A very attractive hanger, advertising Gold Dust Washing Powder, is being distributed to the trade by the N. K. Fairbanks Company, Montreal. Their window cut-out is also something nice, about as good a piece of window advertising as has been used locally of late.

E. B. Goodacre, of Watt, Scott & Goodacre, Montreal, is leading the grocery trade in modest benevolence. The Grocer, quite accidentally, stumbled upon the fact that he had donated a very choice selection of books from his own library to the public library at Newington, Ont., to help on the good work that local institution is doing.

"the only original and genuine."

Mr. Grocer: When you've got an especially good reputation for some particular specialty of your own you hate to have a competitor rob you of the fruits of your brain and labor, don't you? Well, the same idea should provoke you to refuse substitutes of

LEA & PERRINS'

Worcestershire Sauce

This is **the Sauce**—after Lea & Perrins' comes no other.

J. M. DOUGLAS & CO., MONTREAL

Established 1857

Canadian Agents.

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

Magic Baking Powder.


Gillett's Cream Tartar.

Gillett's Perfumed Lye.

Royal Yeast Cakes.

Good Goods with a Reputation.



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

Jamaicas, per bbl.	6 00
Lemons, California, 240, 300, 360, 420	5 01 6 00
Verdellis (new crop), 300's, 360's	4 25 5 00
Bahama grape fruit, 54's 80's, 96's	4 50
Apples, per basket	0 40 0 50
Bananas, Jamaica firsts, per bunch	1 50 1 75
Bananas, Jumbo bunches	2 00 2 25
Bananas, 2 hands, green	1 25 1 35
Cantaloupes, per case	1 25 1 50
Limes, per box	1 00
Peaches Canadian per basket	0 75 1 75
Plums, per basket	0 75 1 00
Grapes Canadian	0 18 0 25
Pears, Bartlett's, per basket	0 75 0 85
Pears, Canadian per basket	0 40 1 00

VEGETABLES—Vegetables continue to be fairly plentiful, though the frosts are expected to interfere seriously with the supply immediately. A particularly good demand is felt for cranberries, which will strengthen the prices shortly. Local potato dealers are quite optimistic in regard to the Ontario crop, which promises to be better than for a year or two at least; recent New Brunswick arrivals are more satisfactory.

New Brunswick Delawares, per bag	0 90
New potatoes, Canadian, per bush	0 85 0 90
Sweet Potatoes (Jersey), per bbl.	4 50 5 00
Onions, green per doz.	0 15
Onions, Spanish, per case	2 50
Cabbage, Canadian, per bbl.	1 50
Beets, new, per doz. bunches	0 25 0 27
Carrots, Canadian, per doz. bunches	0 25 0 30
Lettuce, Canadian leaf, per doz. bunches	0 25
Radishes, Roseland, per doz.	0 25
Cucumbers, Canadian, per bask	0 30 0 35
Cauliflower, per doz.	1 50
Tomatoes, Canadian, per basket	0 30
Parsley, per doz.	0 25
Egg plant, per basket	0 30
Corn, new, per doz. (green)	0 15
Celery, Canadian, per doz.	0 35 0 40
Celery, imported, per doz.	0 50
Vegetable Marrow, per doz.	1 00
Green Peppers, per basket	0 35 0 40
Red	0 8
Cranberries, per bbl.	9 00

FISH—Shipments of British Columbia salmon have relieved the local situation somewhat, though nearly all lines continue scarce. Oysters are coming in somewhat more freely and lake fish are in fairly good supply.

Perch, large, per lb.	0 08 0 09
Blue pickerel, per lb.	0 08 0 09
White fl-h, Georgian Bay, per lb.	0 12
Whitefish, winter caught, per lb.	0 10
Haddock, fresh caught, per lb.	0 07 0 08
Herring, medium, per lb.	0 07 0 08
" Jumbo, per lb.	0 10
Sea salmon, per lb.	0 20 0 25
British Columbia salmon, per lb.	0 12
Trout, fresh, per lb.	0 11
Clasoes, per basket	1 00 1 25
Labrador herring, per bbl.	4 75
Hallbut, fresh caught	0 08 0 10
Shredded cod, per lb.	0 08
Shredded cod per doz.	0 95
Halifax fish cakes, case	2 40
Acadia tablets, per case	4 80
Live lobsters	0 20 0 35
Bluefins, small white, per lb.	0 07
Mackerel mediums, each	0 12
large	0 23
Finnan H-d-die, per lb.	0 09 0 09 1/2
Oysters, per gal.	1 85
Shell oysters, blue p ints, per 100	1 50
Bra era box	1 75
Kipperd Herring	1 75

APPLE EXPORTS SHOW DECREASE.

Up to Sept. 28, this year, apple exports from Canada show a decrease of 11,038 barrels, as compared with last year's shipments. To the date mentioned 55,167 barrels of apples had been shipped from the country, as compared with 66,205 barrels in 1906. Some of these apples were distributed as follows: Liverpool, 23,291 barrels; Glasgow, 12,954 barrels; London, 138 barrels; Bristol, 460 barrels; South Africa, 326 barrels. The shipments up to the end of September, this year, are away behind the exports for the like period in 1905, when 119,825 barrels had been sent away, while even 1904 exports for that period were greater, 83,177 barrels having been shipped to various points.

The English market has not received Canadian apples in large quantities this

CRANBERRIES

Finest Quality Cape Cods; every barrel neatly labelled. Each barrel contains advertising matter to educate your customers.

Season Has Opened

Send in your orders.

**Sweet Potatoes, Oysters,
Finnan Haddie**

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish
TORONTO and HAMILTON

FATAL FANCIES

You look at the quotation card and you fancy some other mentioned brand is cheaper than "St. Nicholas"—it's purely a "Quotation Card" illusion. You'll say so when you see the stock. If you judge by the quotation card, "The Poor (Lemons) you'll have always with you."

W. B. STRINGER & CO., Sole Agents, TORONTO

The Dawson Commission Co.

handlers of all kinds of Fruit and Farm Produce. Apples and Poultry are specialties of ours. Get in touch with us. We have the selling of about 20,000 barrels of apples. Consignments solicited.

THE DAWSON COMMISSION CO., TORONTO

Fancy Jersey Sweet Potatoes

FINE QUALITY

Fancy Valencia Onions Cases and Half Cases

PRIME CONDITION. PRICES LOW

Just arrived—

Fancy New Elme Figs "Camel" Brand
10-lb. Boxes

Car Fancy Cape Cod Cranberries due in a few days

OUR PRICES ALWAYS RIGHT

HUGH WALKER & SON

Established 1861

Guelph, Ont.

year, but the season is young yet, and better things are expected. It is surprising to find the shipments to South Africa so low, as certain varieties of Canadian apples are in much favor there. But, here again, the same principle applies, and before the close of navigation South Africa will, no doubt, have taken its share of this Canadian fruit.

**MORE FREIGHT FOR
CANADIAN PORTS.**

**60 Per Cent. of Canadian Wheat
Shipped Via American Points.**

Hon. William Pugsley, Minister of Public Works, in an address before the St. John, N.B., Board of Trade, last Tuesday, spoke interestingly on the problem of transportation of western freight and the steps that might be taken to bring more western wheat to Canadian ports.

"In considering this subject," said the Minister, "I found, to my surprise, that sixty per cent. of western Canadian wheat is shipped by way of New York, Boston, Baltimore and other American ports. This ought not to be. Railroads in ever increasing numbers are bringing the grain to the western shore of Lake Superior and from there it is carried to those ports and by the roads which furnish the lowest rate. One explanation of the great grain shipment by way of Buffalo is probably the splendid elevator accommodation afforded at Buffalo, where the grain can be stored and sent

to the Atlantic ports for shipment when the market suits."

"Then there is the question as to whether the I.C.R. should be extended to the eastern shore of Lake Superior or Georgian Bay. A route can be obtained almost level, whose greatest incline would be a 3-10 grade. Such a route would materially reduce the cost of transportation."

Dr. Pugsley spoke of a waterway of 22 feet depth by way of French River to North Bay as a means of cheapening transportation, and spoke of North Bay as a possible meeting place of I.C.R. and G.T.R. and C.P.R.

The Minister said that these were problems which must be met if we are going to realize the dreams of every patriotic Canadian and ship Canadian exports by Canadian ports.

SPECIAL REPRESENTATIVE.

Thos. Harling, the general steamship agent, of Montreal, has been appointed special representative of the port of Bristol in Canada's metropolis. Mr. Harling will carry on his new duties in

connection with the general work he already has in hand.

The reason of his appointment lies largely in the fact that trade between the two ports has increased very rapidly of late. Two steamship lines are now running a fortnightly service from Montreal to Avonmouth and Bristol. Of the Dominion line are the Turcoman, Englishman and Manxman, and of the Canadian Pacific line, the Monmouth, Montfort, and Montcalm, and these are among the largest freight carriers on the St. Lawrence.

FIRM CHANGES.

The Codville, Georgeson Co., Ltd., Winnipeg, is now known as the Codville Co., Ltd. Mr. Georgeson has taken as his interest in the business the Calgary firm, Codville-Smith, which now becomes Georgeson Co., Ltd.

T. T. Caster, who has been conducting general stores in Aurora and Schomberg, has sold the Aurora business to Fred Underhill.

FRUITS and VEGETABLES!

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

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



We are ready with a full line of all kinds of

FISH

Fresh, Frozen, Salt and Smoked

The F. T. James Co. Limited
TORONTO

Catchers and Wholesale Distributors of Fish

Agents for the Famous Deep Sea Brand Blue Point Bulk Oysters.

Write us for quotations.

Boneless Codfish

is always a good asset in a grocer's stock, if he buys the right brand. See that each package has this trade-mark



if you want the best.

If you want A1 goods
ask for

Brunswick Brand

SARDINES

HERRING in TOMATO SAUCE

FINNAN HADDIES

and

KIPPERED HERRING

Connors Bros., Limited

Black's Harbour, N. B.

THE PALACE CAR BRAND

of Canned Fruits and Vegetables is the best for you to handle because:

1. The goods are right to begin with.
2. They are canned right by experienced people.
3. The factory is up to date and a model of scientific sanitation.
4. They sell quickly and yield a good profit to the retailer.

HANDLE THE PALACE CAR BRAND.

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

TO MANUFACTURERS' AGENTS :

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER
Montreal and Toronto.

Don't Forget

That as the chill weather of winter approaches, a pipe by the fireside is a very popular household institution. Be wise. Keep plenty of

T. & B.

in stock. Don't let the man around the corner get ahead of you in this respect. Remember, once you get a T. & B. customer, you have him for good, because he simply won't change the brand.

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

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**LOCKED UP FOR 30 YEARS—AN
UNIQUE AUCTION IN NEW ENGLAND**

An auction as novel as any ever seen in New England was held in Colebrook, Conn., September 10, when ex-Sheriff C. C. Middlebrooks sold under the hammer the contents of a store kept thirty years ago by John S. Wheeler. The store has been locked up for the entire thirty years and Mrs. Wheeler, its owner, who of late years lived at 47 Holmes avenue, Waterbury, Conn., refused to let anybody touch the stock or even go inside the store.

The story of Mr. Wheeler and the country store he kept locked up all these long years is one which well illustrates the eccentricity of the man. He was accustomed to stay in the store until late at night, and before locking up he had to make several trips to the cellar, descending through a trap door in the floor. He had just started down the stairs one night after his customers had all left, when he was struck on the head. He wheeled about and saw two men, evidently burglars.

The storekeeper was a small man, but a plucky one, and he grappled with the men. But they overpowered him and threw him down the cellar stairs with such force that he lay unconscious an hour or two. When he came to, he ascended the stairs and found his money all gone from the till and goods from the shelves.

Mr. Wheeler was a man of impulse. He was too well off to be discouraged at a small loss, but he was either so incensed and humiliated at the rough handling he had been subjected to or so tired of storekeeping on general principles that when he left the store and locked it up that night it was for the last time. He never went near the place again, nor would he allow anyone else to set foot over the threshold.

The goods on the shelves remained where they were. Some of them spoiled, some of them were not spoiled. The stock of clothing had gone out of style and came back in style again half a dozen times, these thirty years, and no one has disturbed them.

The cigars dried up, the extracts underwent all sorts of chemical changes. A barrel of peanuts found in the corner is one of the things to be disposed of at the auction. The purchaser will have to take a chance on getting peanuts or just shells.

All the goods were purchased at war time prices, and that is why the storekeeper refused to sell. Rather than dispose of them at a sacrifice, he chose to let them stay on the shelves all these long years. There are old-fashioned boots and shoes in stock for which Auctioneer Middlebrooks will try to get bids, as well as hose, thread, dress goods, hair oil, bustles, dried lemons, barrels of crackers, fancy cheeses as good as ever, and anything else that one might expect to find in a country store in the old days.

Mr. Wheeler, who died last spring, was a well-known figure on the streets of Waterbury, Conn.—Hartford Times.

THE CARD WRITER.

The card writer is indispensable. Everything in the window must have a price ticket on it.

Everything you display on the floor and on the counters must speak right out. If the card writer knows his business he won't wait for copy. The manager must let him understand it.

A fly-specked or a greasy ticket is worse than none—almost.

He must pick them off and replace them without being told.

A card must be on the desk of each cashier informing people the department for which she makes change. He must have his fish bulletin ready every Thursday night.

It's his business and his privilege to follow up the ads. and the ad. man. He must be able to make a frame and cover it with heavy manila paper. A dozen of these ought to be in reserve for the Friday and Saturday specials.

He must know the elementary end of electricity; be able to rig up fifty incandescent lights for the window. That's the kind of a card writer to have.

His work must have no frills to it. The outside signs, especially, must be read at a glance by the people passing on the car and by passers-by on the other side.

Good idea to have the initial letters and the price in red; the rest black. Avoid the use of colors on the glass. Let him keep the lettering on the brass signs in shape.

If he doesn't know how, the maker of the sign will tell the firm.

Tickets on everything. That's the game. Every kind of fresh vegetable. Every kind of fresh fruit. "Numbers" on every piece of meat and every fish.

Buy your wire sign holders by the gross. They should be in charge of the sign writer. This man should never write a sign Saturday, but should keep out on the vegetable department or do relief work in other departments.—Tea and Coffee Journal.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

JOS. COTE

**Importer and Wholesale Tobacconist
Established in 1887**

**Staple and Fancy Smokers' Sundries. Imported Cigars,
Egyptian Cigarettes, Briar and Meerschaum Pipes
with silver and gold mountings of the highest quality.**

Warehouse: 119 St. Andrew Street.
Office and Sample Room: 188 St. Paul St., Phone 1272
Branch: "EL SERGEANT GIGAR STORE," 179 St. Joseph St.
Phone 2097 - - - QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

48
46
7
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TRADE NEWS AND MARKET
CONDITIONS OF NEW BRUNSWICK

Flour May Advance—Some Prices of 1907 Compared With Those Ruling Nine Years Ago—Apple Crop Below Average.

Special Correspondence of The Canadian Grocer.

St. John, N.B., Oct. 7.

Local merchants are of the opinion that flour will go even higher than at present. The retail prices now are: \$6.-80 cash for Manitobas, and \$6.35 cash for Ontarios.

Dried fruits all continue high, with the exception of Valencia raisins, which are fairly reasonable. Evaporated apples have advanced, cheese is higher and is quoted at 14 and 14½ cents a pound.

Canned goods are very firm and the price of corn and tomatoes is expected to advance any day.

In the feed line middlings and bran advanced another dollar this week. Manitoba middlings is now quoted at \$29.50 and bran \$26.50. The Ontario middlings is worth from \$1 to \$2 a ton more than Manitoba. Regarding the price of flour one of the leading wholesale grocers said that he had received word that the mills in the west are paying the farmers \$1.05 a bushel for wheat. A fair price is generally considered to be about 70 or 75 cents. If the present conditions continue, it is believed that higher prices will be asked for Ontario brands, as they are not proportionately as high as Manitobas at the present time.

Beans have gone up 20 cents a bushel and pot barley 25 cents a barrel. Tub lard has advanced ¼ cent and canned baked beans, in sympathy with the advance in loose beans, are 5 cents higher by the case.

Potatoes are held firmly at from \$1.40 to \$1.50 a barrel. Roll butter has advanced a cent a pound and case eggs a cent a dozen.

The fishermen at the mouth of the harbor are making large catches of sardines and large herring. During the past few days the herring have struck in, and all the boats made good hauls. On Wednesday night the sardine herring were very thick and large numbers are taken. One of the schooner boats which went out with a purse seine had so many in it that the seine broke,

A large number of Nova Scotia schooners are now in port purchasing the small herring for bait. There are also a number of schooners buying for the sardine factories at Lubec, Eastport and St. George. The prices range from three to four dollars a hogshead. A number of boats are engaged in net fishing and for the last two days they have been getting from three to four thousand large herring.

The Hon. W. P. Farris, chief commissioner for agriculture, reports that the crops throughout the province have been better this year than for many previous seasons. The weather, however, has been and is so precarious that it will be extremely difficult to save them.

Hon. James Barnes, of Buctouche, says that oats are still green in Kent county. The crops are excellent and the rot has not yet appeared in the potatoes there.

A despatch from Hartland, October 1, says:

"Busy improving the favorable weather to gather the grain crop, farmers have for the present quit digging potatoes. Fully 80 per cent. of the potato average is untouched and it is found that the potatoes do not rot so quickly in the ground as those that were dug early. It is also believed that the good ones dug later will not rot in storage. Some farmers say they hope to have half the average yield, others say they do not expect more than enough for their own use. The acreage that will not be dug at all is too small to figure on. The price is expected to go high, although at present the dealers are only paying eighty cents.

"An article in Saturday's Sun regarding the crops may have been correct as affecting the lower portion of the province, but is erroneous in stating that many hundreds of acres of hay were unharvested in Carleton county. The amount of hay utterly spoiled in Carleton county is undoubtedly less than 100 tons, while on the other hand the farmers have an immense crop of first-class hay in store.

"So with oats; while harvesting is uncommonly late there is a splendid crop. Threshers are busy and the yield is big.

"In Carleton county it has certainly been an off year. The farmers have had great difficulty in getting their crops, but now, with harvesting nearly done, it is evident that this will not in any sense be a lean year except for those who plunged wildly into potatoes. While by this crop they stand to lose several hundred thousand dollars, they still have the great hay and grain yield to save themselves with, and indications point to prices out of sight. The market prices to-day and those of the same date nine years ago are given in the following table, showing an interesting comparison. Truly Carleton county has been in a worse fix:

	1907.	1898.
Hay, loose, per ton	\$8.00	\$4.00
Oats, new, per bush. ....	.40	.18
Beans, per bush.	2.50	1.10
Buckwheat, per bush. ....	.40	.18
Butter, per lb. ....	.30	.15
Eggs, per doz. ....	.20	.12
Live hogs, per lb. ....	.06	.03

Judging from present prospects the supply of apples in the local market will be rather below the average during the autumn months. Prices of the most conspicuous varieties of early apples promise to be high. The market is in a decidedly bullish condition, and the demand is exceedingly strong. It has come to be acknowledged as a fact that the prices of apples have, during the past several years, reached a new and higher level. This condition is directly due to the fact that English and American buyers have come to be a more important factor. This year shows every sign that the new condition of things will be maintained so far as price is concerned. One firm alone has bought 3,000 barrels

for export to the New England States. Many buyers from the United Kingdom and from the United States make annual visits to the principal fruit growing centres of Nova Scotia and in some cases pay prices that are almost prohibitive. Cases have been reported where purchases have been made at \$1.75 to \$2 for apples on the trees, the buyer taking everything. No. 1 Gravensteins have been sold as high as \$3 per barrel at the orchards. In another case a lot of Gravensteins, of which it was estimated two-thirds were No. 2's, were sold at \$2.50 per barrel straight.

The effect of all this outside buying is already very apparent in local trading circles. Apples are high and scarce particularly in the higher grades, No. 1's of any kind being practically unavailable at the moment.

Such small quantities of No. 1. Gravensteins as are to be had are bringing from \$3 to \$3.25 per barrel in large lots on board the schooner. Most of the offering in Gravensteins are No. 2's, No. 3's and "Drops." Fairly good No. 2's can be had at \$2.25 per barrel. For No. 3's and "Drops" an inquirer would be asked \$1.50 per barrel.

H. N. Coates, D. J. Purdy, M.P.P., Thomas A. Linton, Albert Linton, of St. John, and Thomas H. Wilson, of Fairville, are seeking incorporation as the Purity Chemical Co., Ltd., with a capital of \$25,000.

On Tuesday evening last, Henry R. Ross was given a dinner and presented with a handsome gold chain and locket by a large number of the leading citizens of Sussex. Mr. Ross has been manager of the Sussex Packing Company's business for the past six years, and recently resigned, to accept the position of manager of the New Brunswick Cold Storage Company's plant in St. John, now nearing completion. Mr. Ross is a native of Belleville, Ont.

Very successful agricultural exhibitions were held during the past week at Centreville, Carleton county; St. Martins, St. John county, and at Moosepath Park, St. John county. A good class of live stock and produce was shown.

The Provincial Government has made grants of \$5,000 each to Chatham and St. John for holding exhibitions next year.

Included in the cargo of the Furness line steamer St. John City, which arrived from London on Oct. 1, was 4,425 packages of tea for local dealers.

NEW WINNIPEG COMMISSION FIRM.

Strang Bros., 233 Fort street, Winnipeg, are the latest addition to the list of grocery commission firms. Campbell S. Strang and Walter E. Strang, the members of the firm, are sons of Andrew Strang, ex-president of the Winnipeg Board of Trade.

W. J. Crawford, of Ripley, a subscriber to The Grocer for many years' standing, has just returned from Montreal, where he has been laying in a supply of shoes and other commodities for his store. Mr. Crawford has now returned to Ripley.

STILTON CHEESE.

A Little History and Some Hints on Manufacture.

Stilton cheese derives its name from the village of Stilton, in Huntingdonshire, England, where it was first manufactured near the beginning of the eighteenth century. Through the process of making was considered a secret at that early date, it was not very long before the method became pretty widely known, not merely in the county of Huntingdon, but in the neighboring county of Leicestershire. It is the latter county which is today the seat of the largest production of this cheese.

The original secret of its successful production was the addition of a considerable percentage—from 30 to 45 per cent.—of cream to the milk. This addition of cream was long considered abso-

lute should be begun, and the production continues steadily to the end of September.

The milk used must be that of cows fed on good pastures, and it is on this point that the special advantages of particular localities are supposed to tell upon the character of the article produced.

The salts in the soil of Central England are supposed to have more or less mysterious effect upon the herbage there produced, and this again has an effect on the mold which gives to the Stilton cheese the particular character and flavor.

Two different systems are followed. In the one, two curds are obtained separately from the morning milk and evening milk, and the two are mixed as two different curds. In the other system only one lot of curd is produced. The latter method is more likely to produce a uniform cheese, and it is doubtless on

5. It should be moist and rich, and possess good keeping qualities.—Montreal Star and Herald.

NO ONE WOULD BUY.

A farmer, living in the vicinity of Spring Valley, Minn., recently endeavored to market a load of produce in that town. He was known among the merchants as a strong patron of one of the Chicago supply houses. He worked hard until night endeavoring to find a buyer for his produce. No one seemed disposed to buy. Finally, one of the business men suggested that he send it to the Chicago supply house, giving the name of the supply house. The farmer went home mad, but he saw the point.

At Harmony, Minn., the merchants have an intelligent understanding re-



The illustration is a photo of C. D. Worthington's store on Ontario Street, Guelph. Mr. Worthington was at one time associated with his brother in the Worthington Drug Co., Guelph, and a few years ago bought out Mr. Mat-

thews. Since taking over the business, Mr. Worthington has made a splendid success and to-day has one of those nice little money-making corner stores that Guelph is noted for.

Mr. Worthington is a chicken fancier

and something of an authority on horse-flesh. He owns a horse that made good time at the local tracks this year. Taken altogether, this store forms an excellent example of a combination house and shop and is well laid out for both business and domestic comfort.

lutely necessary in order to obtain the real Stilton flavor, yet nowadays excellent Stilton cheese is produced without such addition, and the secret once rigidly held as indispensable to the successful manufacture is now proved to have been little more than a mere accident in the process. There is, in fact, no one recipe for the manufacture. Every Stilton cheese maker must follow certain general methods, but given these, many individual variations in detail are carried out without in any way causing deterioration in either quality or flavor.

It is generally considered that the best district for its production is around Melton Mowbray, in Leicestershire, though excellent cheese is also produced in the neighboring districts of Staffordshire and Derbyshire.

Cheese-making, as a rule, begins toward the end of March, the 25th being held to be the earliest date on which it

this account that the two-curd system has fallen somewhat out of practice, for it was found that the cheese was often uneven in color owing to the earlier milk used developing too great an acidity because of the waiting necessary.

The mixing of the two curds was said to secure conditions more favorable for the development of the blue mold, but with the one-curd system these can equally well be insured by having the curd sufficiently moist.

The following are the points that should be present in a good Stilton:

1. A brown crinkled surface.
2. The cheese should give on being pressed.
3. On being cut the mold should show separate from the white, and the more numerous the veins the better the cheese.
4. The mold should have a rich taste, yet the flavor of the blue mold should not predominate.

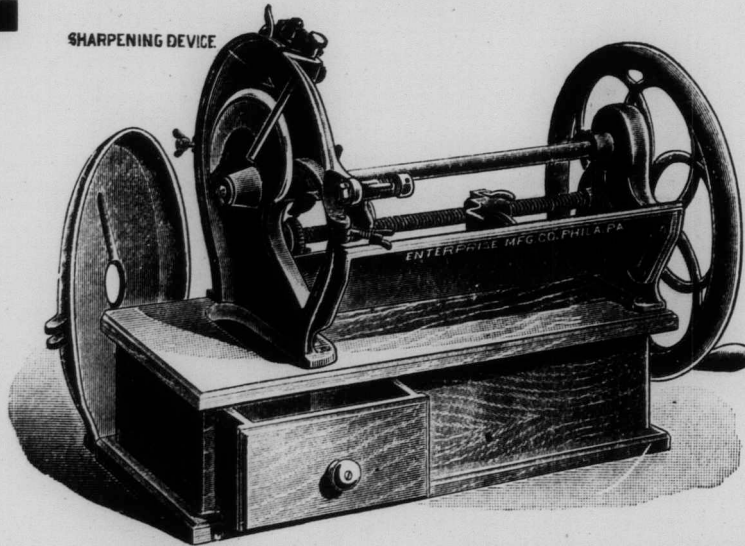
garding certain farmers who buy nearly everything they use of the retail catalogue houses. Some of the farmers who are in this class have already been told that the Chicago supply houses should take their butter and eggs and other produce, as long as the supply houses get the most of their money. To make this sound like the real goods, the local merchants have refused to take the produce.

P. Templeman, the merchant prince of Bonavistu, lost seven valuable schooners in the severe storm of Sept. 19, 20, 21; also some valuable cargoes. Nothing daunted, he wired the goods to be duplicated by special car and steamer. He has the sympathy of the entire community in his hard luck.

Is your equipment **GOOD**?
Then make it **BETTER**.
Don't rest till you have the **BEST**—

“ENTERPRISE”

SHARPENING DEVICE



The experience of all users proves that
“Enterprise” Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.
Slices uniform in thickness, from tissue thin-
ness to 1/8 of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing
Hand, Steam and Electric Power Meat
Choppers and Rapid Grinding Mills, Enter-
prise Food Choppers, Improved Self-Priming
and Measuring Pump and other specialties
demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U.S.A.

No. 125 (with 2 blades) . . \$22.50

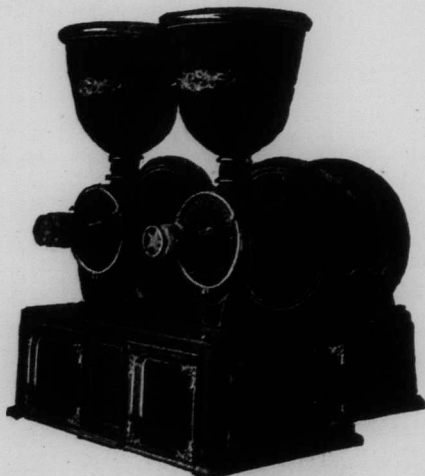
No. 129 (with 1 blade) . . \$22.50

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee
before it enters the grinders, thus reducing wear of grinders
and saving current.



Our
Grinders
Wear
Longest

Grinding
Capacity

Granulating 2 lbs.
per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

STORE FIXTURES

Consider the Loss

that results each year from an untidy, un-
attractive and poorly-equipped store.

Consider the Saving

that may be effected by efficient and eco-
nomical service, clean and well-kept stock,
an attractive store that draws trade and
holds it.

Walker Bin Fixtures

insure the saving at small cost.

Write for Illustrated Catalogue: “Modern Grocery Fixtures.”

The Walker Bin & Store Fixture Co.,

BERLIN, ONT.

Limited

Representatives

Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta: J. C. Stokes, Regina, Sask.

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

"Duplex" Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
Toronto

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

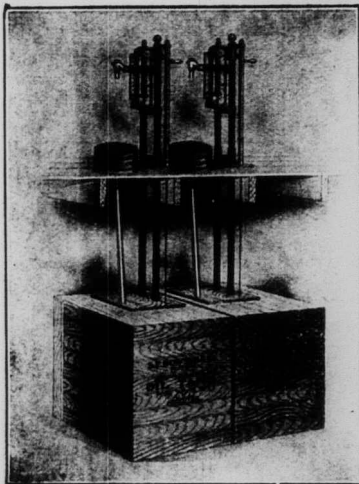
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.



Why Lamp Chimneys Smoke

Lamp chimneys smoke because the oil is dirty and generally it is the fault of the grocer selling the oil. Unless oil is handled by means of a Bowser Self-Measuring Tank it cannot be kept clean.

The Bowser keeps the oil clean, prevents dirty lamp chimneys and so makes satisfied customers. A satisfied oil customer will buy her other groceries in the same store.

The oil is kept in a dirt-proof tank, and when wanted is measured directly into the customer's can.

The Bowser tank is also safe, economical, clean and convenient.

S. F. BOWSER & COMPANY, Inc.

Send for Catalog B.

66-68 Fraser Ave., Toronto Ont.

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

Out 35. Double Collar Outfit.
For two grades of oil.

DELAY IS COSTING MONEY



When a Fixture Saves its Cost the First 90 days, CAN YOU AFFORD TO WAIT?

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Send all orders to

Shipped f.o.b. Hamilton, Ont.
THE AMERICAN COMPUTING CO., Indianapolis, Indiana

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL
JOBBERs

3/4-lb. tins—8 doz. in case.

FANCY CHEESE

There is a demand for many of the more desirable imported Cheese, a demand which comes from the best class of customers—the people who pay. Where there is a demand you can find a sale, and a profitable one. We can do the rest. We will supply you with almost any kind of imported cheese, quality and condition guaranteed, and prices right. Among them are:

Roquefort	Edam
Camembert	Limburger
Corgonzola	English Stilton
Gruyere	Pineapple
Neauchatel	

From our own factory we are turning out

Tilsiter and Brick Cheese

made by the Swiss process. Perfection in quality at a low price. Last, but not least, we quote really fancy quality

Canadian Cheddars

Whole, twins or stiltons, colored or white, scientifically matured and specially selected for flavor and texture.

MacLaren Imperial Cheese Co., Limited

Head Office, Toronto

Branches and Agencies all over the world

resp
Groc

Cook's
Size 1
" 10,
" 2,
" 12,
" 3,
Pound
12-oz. t
5-lb.

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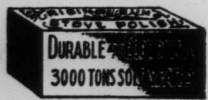
Meat
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Crown
Peri

A Guarantee that is Worth Something

RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN
&
PASTE
STOVE POLISH
IN TINS



is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL



27 Front St. East,
TORONTO

It is now only a question of our being able to fill orders. The consumer is satisfied that

Borden's Brands
are the "always reliable."

Ask your jobber for

"EAGLE BRAND"
CONDENSED MILK

and

"PEERLESS BRAND"
EVAPORATED CREAM



(Unsweetened)

WM. H. DUNN, Agent

394-396 St. Paul St.,
MONTREAL

LAPORT
Vita Pasteur
Bottles 1-oz.
" 2 "
" 4 "
" 20 "
" 20 "



In
Binson's pate
" "
" "

Jan
BATGER'S WHO
Agents, Rose
1-lb. glass jar, 8
T
Compound Fru
12-oz. glass jars,
2-lb. tins, 2 doz.
5 and 7-lb. tin
crate.....
7 and 14-lb. woo
30-lb. wood pall
Compound Fruit
12-oz. glass jars,
2-lb. tins, 2 doz.
7 and 14-lb. woo

30-lb. wood pall
Home Made Jar
1-lb. glass jars
case.....
5, 7, 14 and 30-lb

THE N. K. FAI
LAI

THE A 1 SAUCE

**A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."**

**Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.**

For particulars and prices write our Agent

H. HUBBARD, 27 Common St.,
MONTREAL.

BRAND & CO., LONDON, - ENG.
Purveyors to H.M. the King, Mayfair Works, Vauxhall,



Extract of Beef.
LAPORTE, MARTIN & CIE, LTD.
Vita[®] Pasteurized Extract of Beef.
Per case.
Bottles 1-oz., case of 2 doz \$3 20
" 2 " " 1 " " " " " " " " 3 00
" 4 " " 1 " " " " " " " " 4 50
" 20 " " 1 " " " " " " " " 4 75
" 20 " " 1 " " " " " " " " 9 00

Fly Pads.
Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.
Binson's patent barley 1-lb. tins ... \$1 25
" " " 1-lb. tins ... 2 25
" " " 1-lb. tins ... 1 25
" " " 1-lb. tins ... 2 25

Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, 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
2-lb. tins, 2 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 1/2
7 and 14-lb. wood pails, per lb. 0 07 1/2
30-lb. wood pails, per lb. 0 07 1/2
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case, per lb. 0 07 1/2
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07 1/2
30-lb. wood pails, per lb. 0 07 1/2
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. \$1 50 2 90
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces \$0 10 1/2 20-lb. tins 2 18
1/2-bbls. 0 11 1/2 Cases 3-lb. " " 0 11 1/2
Tubs, 60 lbs 0 11 1/2 " 5-lb. " " 0 11 1/2
20-lb. Pails 2 28 " 10-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 boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans 2 00
Licorice lozenges, 5-lb. glass jars, 1 75
" " 30 5-lb. cans 1 50
" Purity " licorice 10 sticks 1 45
" " 100 sticks 0 75
Dulce large cent sticks, 100 in box,

Lime Juice.
BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Lafamme, Montreal and Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " " " " " " " 1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Lafamme, Montreal and Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " " " " " " " 1 85

Lye (Concentrated).
GILLET'S PERFUMED. Per case.
1 case of 4 doz. \$3 60
2 cases of 4 doz. \$3 50
5 cases or more 3 40

Mince Meat.
Wethey's condensed, per gross net ... \$12 00
per case of doz. net 3 00

Mustard.
COLMAR'S OR KEEB'S.
D.S.F., 1-lb. tins, per doz. \$1 40
" 1-lb. tins 2 50
" 1-lb. tins 5 00
Durham 4-lb. jar, per jar. 0 75
" 1-lb. jar, per jar. 0 25
F.D. 1-lb. tins, per doz. 0 85
" 1-lb. tins 1 45

E. D. MARGRAU, Montreal.
"Condor," 12-lb. boxes—
1-lb. tins, per lb. \$0 25
" 1-lb. tins 0 23
" 1-lb. tins 0 23 1/2
" 1-lb. tins 0 23 1/2
4-lb. jars, per jar 1 20
1-lb. jars 0 25

Old Crow," 12-lb. boxes—
1-lb. tins, per lb. 25
" 1-lb. tins 0 23
" 1-lb. tins 0 23 1/2
4-lb. jars, per jar 0 70
" 1-lb. jars 0 25

Olive Oil.
LAPORTE, MARTIN & CIE, LTD.
Minerva Brand—
Minerva, qts. 12's \$5 75
" pta. 24's 6 50
" 1-pt. 24's 4 25

Orange Marmalade.
T. UPTON & CO.
12-oz. glass jars, 2 doz. case, per doz. \$1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz. 1 75

Sauces.
PATERSON'S WOCESTER SAUCE.
Agents, Rose & Lafamme, Montreal and Toronto.
1/2-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 60 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.
Case of 50. pkgs. containing 96 pkgs., per box, \$3



MAGIC BRAND. Per case.
No. 1, cases, 60 1-lb. packages \$2 75
No. 2, " 120 1-lb. " " " " " " " " 2 75
No. 3, " 60 1-lb. " " " " " " " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 25
5 cases 2 75

Soap and Washing Powders.
GUELPH SOAP CO.
Royal City Soap (bar) 1 case. 5 case.
" 2 50 2 40
Pearles[®] Soap (bar) 2 50 2 40
Standard Soap (cake) 2 40 2 30
Crystal Soap Chips, per lb.

A. P. TIPPET & CO., Agents.
Maypole soap, colors per gross \$10 20
" black 15 20
Oricle soap 10 20
Gloriola soap 12 00
Straw hat polish 10 20

Starch.
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches—
No. 1 White or blue, 4-lb. carton, per lb. 0 07
" 5-lb. " " " " " " " " 0 07
Canada laundry 0 06
Silver gloss, 8-lb. draw-tid boxes, 0 08
Silver gloss, 6-lb. tin canisters, 0 08
Edward's silver gloss, 1-lb. pkg. 0 08
Kegs silver gloss, large crystal, 0 08
Benson's satin, 1-lb. cartons 0 08
No. 1 white, bbls. and kegs 0 06 1/2
Canada White Gloss, 1-lb. pkgs. 0 06 1/2
Benson's enamel, per box 1 50 to 3 00

Outlay 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
" " " " " " " " " " " " " " 0 10
4 lb. lumps 0 08

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40 lb. \$0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 06
Finest Quality White Laundry—
5-lb. Canisters, cases of 48 lb. 0 07
Barrels, 200 lb. 0 06 1/2
Kegs, 100 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 36 lb. \$0 06
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes of 48 cartons, per case 3

BATGER'S

Machine-cut Mixed Peel

In 1/2-lb. and 1-lb. Drums

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

These are some of the reasons for its popularity.

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Agents
MONTREAL AND TORONTO



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sells quickly because of its great merit. It affords the dealer a good profit—what more do you want? Have you enough in stock?

ROSE & LAFLAMME
Agents, Montreal and Toronto

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In the first place, every piece of fruit or vegetable used in Riverdale Brand is selected by experts for its particular goodness. Then, it is canned by experts, aided by the most improved scientific appliances, in the most sanitary and up-to-date factory in the Dominion.

The Lakeside Canning Co., Ltd.
Wellington, Ontario

Biscuits Pernot

(Dijon, France)

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

Pernot's Biscuits

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

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McLaren's, W. D., Montreal.

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Money Biscuit & Candy Co., Stratford.
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Canadian Cocoanut Co., Montreal.

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American Computing Co., Indianapolis, Indiana.
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Dawson Commission Co., Toronto.
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Eby, Blain Co., Toronto.
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Kinross, T., & Co., Toronto.
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This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

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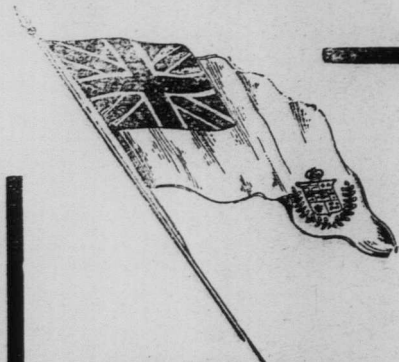
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