

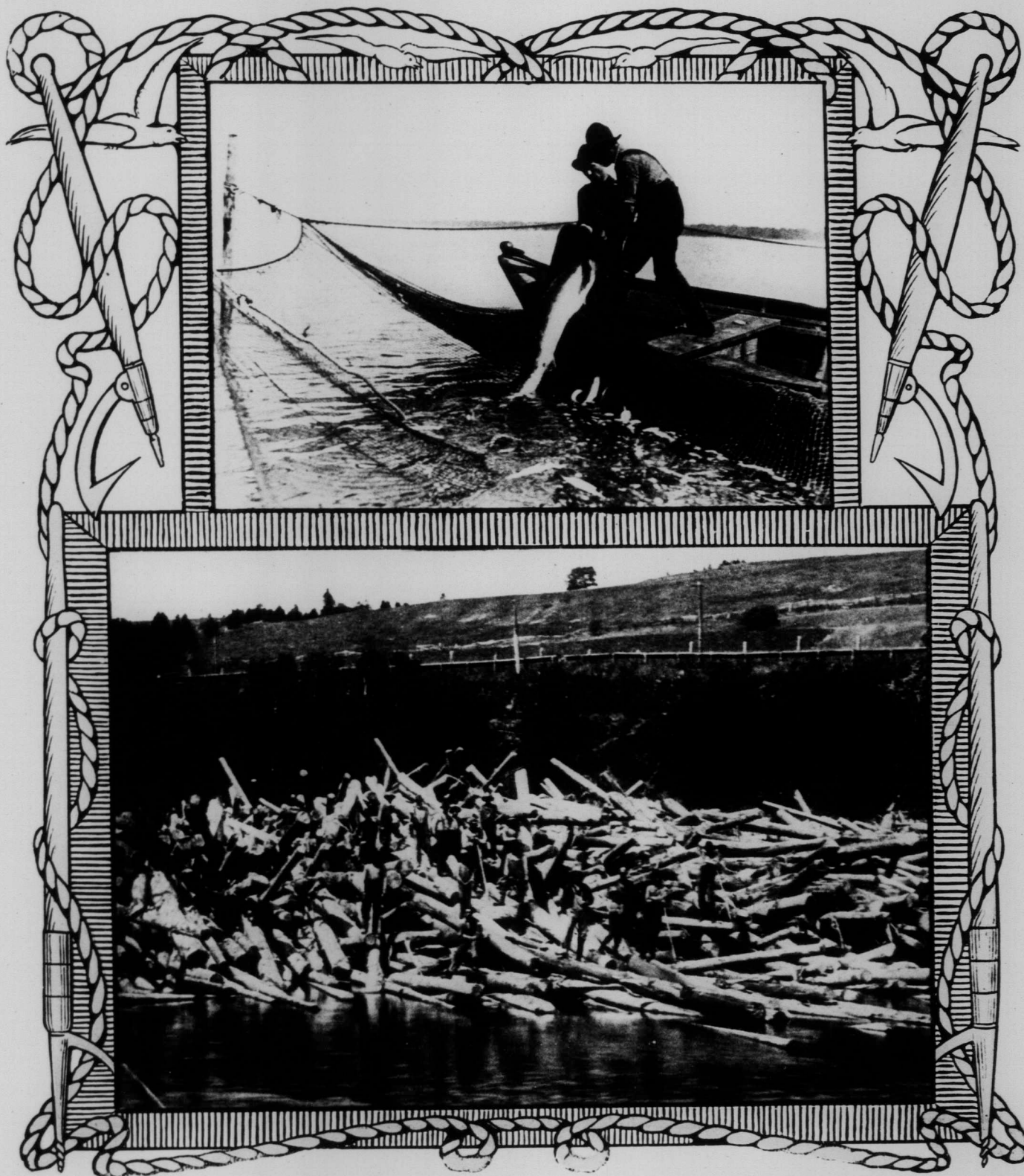
MARITIME BOARD OF TRADE NUMBER

CANADIAN GROCER

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, AUGUST 26, 1910.

NO. 34.



There is No Security Like Quality

Confidence, the Backbone of all Commerce, is based on Quality

Groceries of all varieties must have Quality

It is along these lines that we have built up a sterling, successful business all through the Provinces. All actual or possible customers are assured of Right Treatment. Call at our Handsome Sample Rooms when in Moncton.

Pleasure to show our goods.

Reed Company, Limited
Moncton, N.B.

Branch at Campbellton, N. B.

Every Department is Copiously Stocked. We do not sell prices. We Sell Quality. Think it Over.

No better time to communicate with us than to-day. Our Travelers get the credit of all orders in their territory.

CANADIAN GROCER

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

Montreal: 781-783 Eastern Townships Bank Bldg.
London, Eng.: 89 Fleet St., E.C.

Toronto: 143-145 University Ave.

Winnipeg: 311 Union Bank Building
New York: Rooms 1109-1111, 149 Broadway.

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, AUGUST 26, 1910

NO 34.

KEEN'S BLUE

In every civilized country **KEEN'S OXFORD BLUE** holds pride of place because of its quality and economy in use. The majority of housekeepers ask for Keen's and will take no substitute. Stock up with Keen's. It's always in demand.

For Sale by all the Canadian Jobbing Trade.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

A PROFITABLE PAIR

BENSON'S

"Prepared" Corn
STARCH

and

EDWARDSBURG

"Silver Gloss"
STARCH

They are the leading laundry and cooking starches in Canada, and are noted for their purity and ease in handling. See to your stocks.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER

Purveyors to



H. M. The King

MACONOCHIE'S

QUALITY PRODUCTS



Pickles
Peels
Jams
Marmalade
Pan Yan Pickle
Pan Yan Sauce
Bloater Paste
Worcester Sauce
Silvocea Fresh
Herring
Silvocea Kippered
Herring
Silvocea Herring
in Tomato Sauce
Silvocea Fresh
Mackerel
Etc., Etc.



FOR SALE BY ALL UP-TO-DATE JOBBERS

CANADIAN AND UNITED STATES REPRESENTATIVES

MacLaren Imperial Cheese Company, Limited

MANUFACTURERS AND IMPORTERS GROCERS' SPECIALTIES

TORONTO,

CANADA

ARTI

THE CANADIAN GROCER

COCO FRUITINE:

An absolutely pure extract of Cocoanut. Can be used with great advantage in every species of cooking and pastry.

Pure, - Nourishing, - Economical, - Palatable

Superior to Lard—Equal to Butter.

ADDED TO THIS, IT IS MOST AGREEABLE TO THE TASTE.

A PURE VEGETABLE BUTTER

TRADE



MARK

COCO FRUITINE

The QUALITY of COCO FRUITINE is quite remarkable.

First—It is superior to Butter, Oil or Lard, owing to its extremely delicate taste and flavor.

Second—It is peculiarly nourishing, being superior to any other similar product.

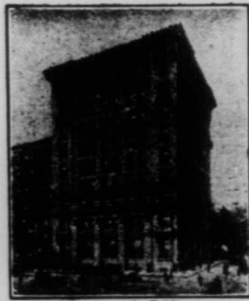
Third—It is extremely easily digested and assimilated by the most sensitive stomachs.

Fourth—Owing to its great richness and purity, it is more economical.

Packed in ½ kilo. tins, 1 kilo. tins, 5 kilo. tins, 25 kilo. tins. SEND FOR FREE SAMPLE.

ARTHUR P. TIPPET & CO.,

Sole Agents for Canada



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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:

<p>R. B. Colwell BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS E. D. Smith Lowneys Toblers</p>	<p>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines.</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p>J. W. GORHAM & CO. JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p>Get our Prices for IMPORT Raisins^{and} Currants</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>FOR SALE Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. J. T. ADAMSON & CO. Customs Brokers and Warehousemen — 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>		<p>W. H. Millman & Sons Wholesale Grocery Brokers TORONTO</p>
<p>ROBERT ALLAN & CO. MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p>THE HARRY HORNE CO. Grocery Brokers and Manufacturers' Agents. 309-311 King St. West. - - Toronto Leading manufacturers of Grocery Specialties desirous of extending their business, should write us at once. Correspondence solicited from For- eign Firms.</p>
<p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufac- turers' Agents. Cars Distributed, Warehoused and forwarded. Warehouse on Transfer Track. Busi- ness solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p>G. C. WARREN Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT Trade Established 12 Years. Domestic and Foreign Agencies Solicited</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - MAN. Domestic and Foreign Agencies Solicited.</p>
<p>BUCHANAN & AHERN Wholesale Commission Merchants and Importers QUEBEC, P.Q. Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grains, Mill Feed, Fish, Fish Oil, Etc. Correspondence Solicited. P.O. Box 29</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885</p>	<p>CORRESPONDENCE SOLICITED H. G. Spurgeon Manufacturers' Agent P.O. Box 1812 WINNIPEG, MAN</p>
<p>TRY A CONDENSED AD. IN THE CANADIAN GROCER.</p>	<p>WRITE TO 10 Garfield Chambers, Belfast, Ireland For sample copy of the Irish Grocer, Drug, Provision, and General Trades' Journal If you are interested in Irish Trade. When writing advertisers kindly men- tion having seen the advertisement in this paper.</p>	<p>BUSINESS IS BOOMING IN WINNIPEG BAWLIF, DAVEY & CO. Wholesale Grocery Brokers. AGENCIES WANTED WINNIPEG MAN. DISTRIBUTORS, LIMITED P. O. Drawer 99 EDMONTON, ALBERTA Manufacturers' Agents, Commission Mer- chants, Warehousemen. We sell direct from the Manufacturer to the Retailer Track connections with all Railroads.</p>

COFFEES

OUR POSITION IS UNIQUE.—We are the only wholesale Grocers in Eastern Canada who import all their Coffees direct from the country of growth and who CLEAN, GRADE, ROAST and BLEND all Coffees on the premises. We have the most modern and complete COFFEE ROASTING PLANT in Canada.

OUR COFFEE DEPARTMENT is in charge of an expert, devoting his entire time to it, thus we can recommend our Brands of Coffees as being, "*par excellence*," — the best the trade affords.

"GOLD MEDAL"

WHOLE or GROUND.—in 1 and 2 lb. tins.
To retain its delicious aroma.—



"EMPRESS"

The peer of bulk Coffees,
to retail at 40cts.

GREEN COFFEES—We also carry a large stock of all kinds and can at all times quote you on RIOS, SANTOS, BOURBONS, MOCHAS, JAVAS, CEYLONS, MEXICANS, EAST INDIANS, MARICAIBOS, BAGOTAS, ETC.

— WE SHOULD BE PLEASED TO HAVE YOUR ENQUIRY FOR SAMPLES. —

EBY-BLAIN, LIMITED, TORONTO.
Wholesale Grocers,

Every Package of your Tea must be
absolutely dependable

TO WIN AND HOLD TRADE

Fifty years' experience, with increasing annual sales, proves that we have filled this requirement.

The Blue Ribbon Tea Co., Ltd.

MONTREAL, :: :: :: CANADA

QUALITY

Is the Watchword of the Wholesale Grocery of
J. H. Harris & Co. of Moncton, N.B.

Remember, QUALITY is remembered long
after the PRICE is FORGOTTEN.

WE BACK ALL OUR GOODS TO BE JUST AS REPRESENTED.

Why Take CHANCES ON YOUR GROCERIES ?

No order too large, NONE TOO SMALL.

J. H. HARRIS & CO., Moncton, N.B.

To-day is the day to get out of the rut and get in touch with us.

Frozen Sea Food For Sale

Frozen Fresh SMELTS, packed in boxes of 25 lbs.

Frozen Fresh Atlantic SALMON

Frozen Fresh Atlantic MACKEREL

Frozen Fresh Atlantic ROE SHAD

Above can be shipped Daily by Express during the balance of the summer season.

Shipments leaving Chatham at night are due in Montreal the following night and in Toronto and Ottawa and other interior points the following morning.

Daily shipments of the above can be made during the winter season per freight.

We are open to book immediate orders for 1910 Golden Crown 1 lb. tall lobsters.

We are sold up on lobsters 1910 pack in flat cans. At present we are not booking further orders on 1910 Golden Diamond canned blueberries, owing to prospect of short pack.

Any orders entrusted to us will be appreciated and will have our careful attention.

W. S. Loggie Co., Limited, Chatham, N.B.

When at the **Canadian National Exhibition**

DON'T FAIL TO SEE THE EXHIBIT

OF

H. P. SAUCE

AND

Midland English Malt Vinegar

IN THE MANUFACTURERS' BUILDING

Remember, when in the city, we will appreciate a visit from you; our office and staff are at your disposal.

W. G. PATRICK & CO., 77 York Street

"50 Years of Satisfaction"

IS THE PEDIGREE OF

**COOK'S FRIEND
BAKING POWDER**

**Buy
the Powder
with a
Pedigree**



When you handle Cook's Friend you take no chances with the Pure Food Laws, and are sure of perfect satisfaction to your customer.

Stock up NOW

W. D. McLAREN, Limited

MONTREAL

Richards Soaps

Always satisfy.

They will
Increase
Your
Business,
and Hold
the Best
Class
Trade
for You!

See to
Your Stocks!



HERE'S the COMPLETE

Richards Line!



The Richards Line

- Richards Pure Soap
- Quick Naptha Soap
- Snowflake Soap Chips
- Ammonia Powder
- 100% Pure Lye
- Toilet Soaps



The
RICHARDS
PURE SOAP CO.
Limited

Woodstock,
Ont.

Agent for Toronto and Hamilton—
A. Hutchison, Omand Manufacturing
Co., 76 Colborne Street, Toronto.

CANNED GOODS

We are now booking orders for 1910 pack of our celebrated

“Rex Brand Canned Goods”

WE ARE NOT IN THE COMBINE

and guarantee our goods to be equal to any on the market.

SEE OUR TRAVELLERS BEFORE PLACING YOUR ORDER

GORMAN, ECKERT & CO., Limited

HIGH-GRADE FOOD PRODUCTS

LONDON

WINNIPEG

answe
ripest
and a
T
F



Your Profit and Reputation

alike demand that you should handle "quality" preserves, and

"KOOTENAY" BRAND JAMS AND JELLIES, in Bottles

answer every requirement in respect to "quality." They are made solely from the ripest, freshest and choicest luscious British Columbia fruits and pure cane sugar, and are handled in a factory that is a model of cleanliness.

There is, moreover, a worth-while profit in selling "Kootenay" Brand. Feature our special STRAWBERRY JAM, made from whole fruit only.

Write for Prices.

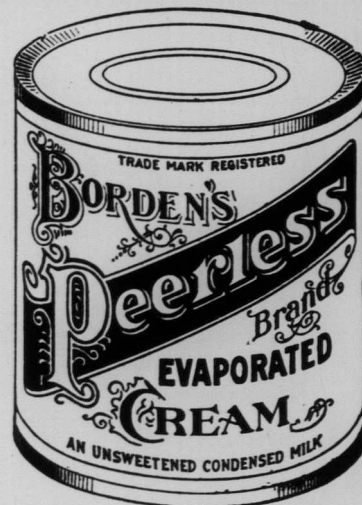
Kootenay Jam Co., Limited

Nelson, B.C.

Agents—Donnelly, Watson & Brown, Ltd., Calgary and Vancouver



IF a woman of discrimination goes into your store for the first time, and sees that these two lines are brought prominently to the front, you have gone a long way toward winning her confidence. The successful merchant always features standard goods like . . .



Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver, Victoria, Nelson and Calgary

THE CANADIAN GROCER

PERRIN'S BISCUITS

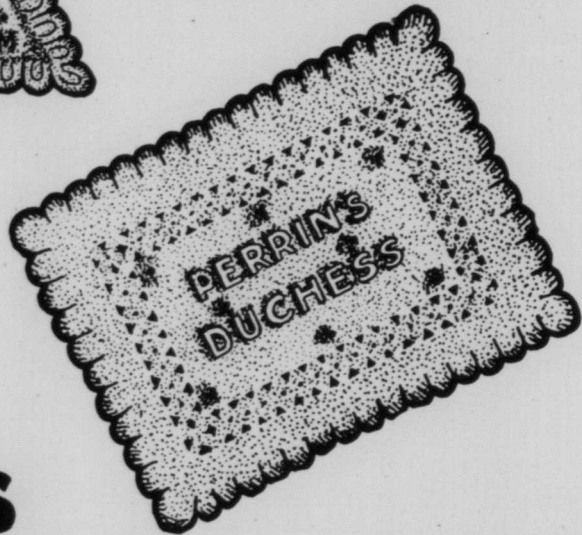
THREE



SELLERS



**AND
ALL
TRADE
KEEPERS**



SATISFIED CUSTOMERS

OUR BIGGEST ASSET

Give your customers

Balaklava Brand Baked Beans

And you can rest assured that the merits of these goods
will bring repeats and satisfied customers.

Write us for Information and Prices. Your Interests are Ours.

THE EASTERN CANNING CO., Port Canada, N.B.

CANADIAN AGENTS—Green & Co., John Street, Toronto; D. O. Hannah, London, Ont.; G. Wallace Weese, Hamilton;
H. D. Marshall, 197 Sparks Street, Ottawa; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. C.

**Early June
Peas**



IT IS A FACT that you can make a greater profit by selling our finer grade peas than you can out of the lower grades.

A little extra selling talk with your good customers as to the superior flavor and tenderness of the better grades will land a trial order in nine cases out of ten. Generally, customers of fair means who have been persuaded once to try the better grades will never again be content with lower priced lines. As the profit is greater, and the satisfaction of the customer is unfailing, why not push our better grades of peas? Ask your wholesaler for our Early June (sifted) and Sweet Wrinkle (extra sifted).

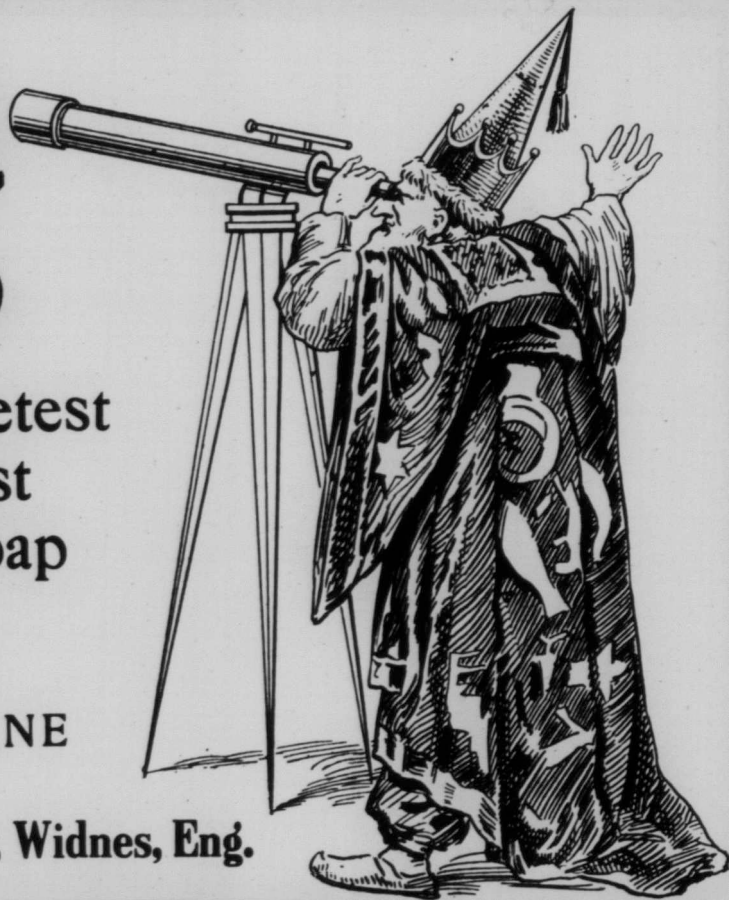
Dominion Cannery, Limited
Head Offices: Hamilton, Canada

Gossages' Magical Soap

The Best, The Sweetest
and The Cheapest
Free Lathering Soap
in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.



"Edinburgh's Pride"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence



does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our ESSENCE OF COFFEE AND CHICORY gives wonderful value. One bottle makes 40 cups of delicious coffee, fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

AGENTS FOR ONTARIO—

Messrs. W. B. Bayley & Co., - - - Toronto

AGENTS FOR QUEBEC—

Messrs. F. L. Benedict & Co., - - - Montreal

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by

BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE,
LONDON, E., ENG.

Canadian Agents

ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

Tea Good Enough
For Monarchs

is none too good for your customers! Sell

TWINING'S
TEA

---the most reliable of package teas. We have bona-fide Warrants from the Crowned Heads of Europe, which only emphasize the fact that for Palace, Mansion, Home or Cottage, **Twining's Tea** is unsurpassed. Sells at a moderate price, and leaves a good profit.

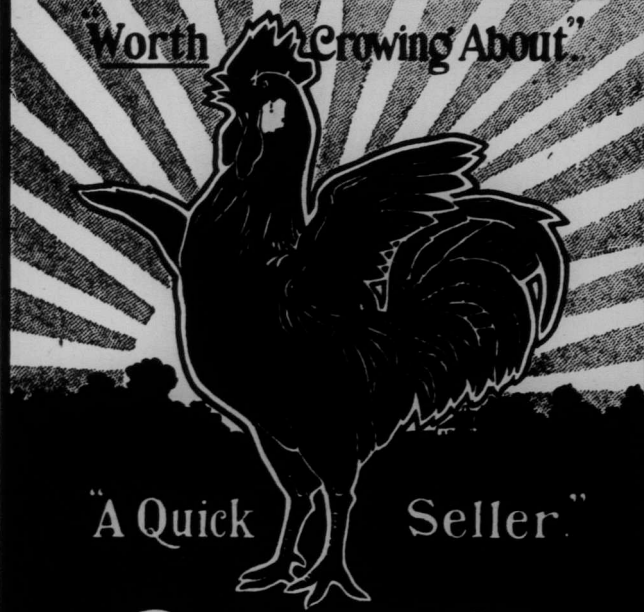
Sold in packets only.

Canadian Agent:

Harold Ritchie

Matilda Street, Toronto

"Worth Crowing About"

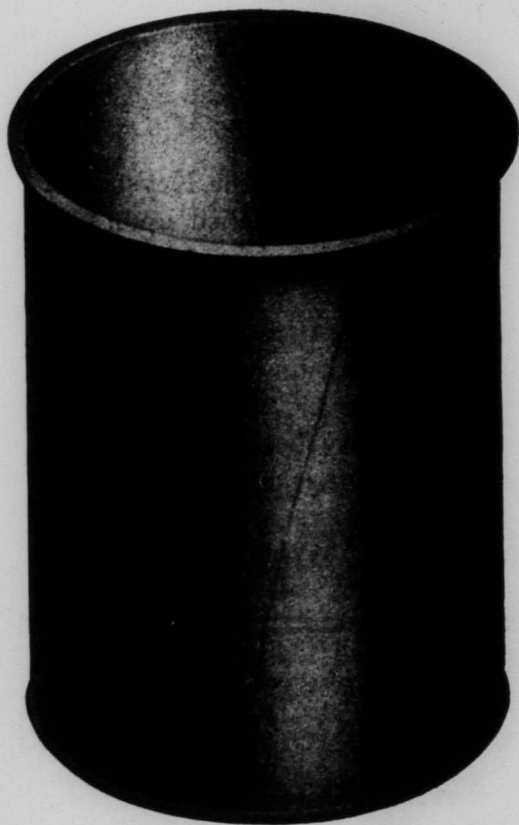


"A Quick Seller"

BAIRD'S SAUCE

SOLE PROPRIETORS
JOHNSTON, BAIRD & CO., GLASGOW, Scotland.

Agents:—Maclure & Langley, Ltd., 12 Front E., Toronto—604 Lindsay Bldg., Montreal;
W. L. McKenzie & Co., Winnipeg; R. Robertson & Co., Vancouver and Victoria



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

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

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

Max Amc Patents

**IS THE LAST PACKAGE IS
WHERE THE NET PROFIT IS**

Q Did you ever stop to figure out just where and when you get the clear and clean profit on a case of Goods?

Q Deducting the usual business operating expenses, isn't it always mainly in the last can or bottle?

Q Hence, if the last package or two "goes bad" or "fails to move," your profit is gone—possibly a loss is made.

HEINZ "57 VARIETIES"

are profitable stock, because guaranteed pure, guaranteed to please and advertised.

Q You don't have to talk an hour to sell a can of Heinz Baked Beans, or a bottle of Heinz Pickles.

Q Why not insure your profits by selling the kind of goods "backed to the finish" by their makers?

H. J. HEINZ COMPANY

Members of American Association for the Promotion of Purity in Food Products



**ENGLAND'S
LEADING
FRUIT SAUCE**

25 years' reputation, and the only
sauce backed up by a purity guar-
antee of

1000 GUINEAS
Sells at 15 cents and 25 cents
BE WARY OF IMITATIONS

SAUCE

George Mason & Co., Limited

Sole Manufacturers - LONDON, ENG.

Sole Canadian Agents

S. T. NISHIMURA & CO.
MONTREAL

SUB-AGENTS:-

Toronto, Ont.—Geo. Stanway & Co
Hamilton, Ont.—James Somerville
Ottawa, Ont.—H. D. Marshall
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—A. Francois Turcotte
Kingston, Ont.—James Craig

Cut this out for Reference

**BRITISH COLUMBIA
COMPANIES ACT
1910**

We are prepared to act as principals for companies desiring to do business in British Columbia without such companies assuming the responsibilities and obligations imposed by the above Act.

This Act, which came into force July 1st, 1910, requires the registration or licensing of extra-provincial companies doing business in British Columbia, the payment of fees set forth in the Act and the filing of statements, together with particulars of all mortgages and charges created by an extra-provincial company.

Shallcross, Macaulay & Co., Ltd.

Branches at Victoria, Vancouver, Nelson, B. C., and Calgary, Alberta



Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

The "All-night-soak" Eliminated



By no means least among the reasons for the great popularity of **MINUTE TAPIOCA** are the speed and ease with which it is cooked. It requires no soaking. Fifteen minutes cooking of **MINUTE TAPIOCA** produces a pudding that in taste, nutriment and good appearance would tickle the palate of a Prince.

Tell your women customers about the tastiness, convenience and nice appearance of **MINUTE TAPIOCA**. Recommend it as an ideal Summer Dessert—*then watch your sales mount up.*

ASK YOUR JOBBER FOR MINUTE TAPIOCA

Minute Tapioca Co. - Orange, Mass.

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

The Canada Sugar Refining
Company, Limited, Montreal, Que

COUNTER CHECK BOOKS

Write for samples and prices;
we are now in a position to give
better service, with no advance
in price.

F. N. BURT CO., Ltd.

TORONTO - MONTREAL

Phone Main 2511

Phone Uptown 5962

JAPAN TEAS

We can accept a few more import orders for low grade at reasonable price.
Jobbers, who have not yet given us their order, please write for samples at once.

S. T. NISHIMURA & COMPANY

MONTREAL and JAPAN

**Northern Ontario Merchants
YOU ARE AFTER LARGER PROFITS**

Let us show that
**YOU CAN INCREASE
YOUR PROFITS
FROM 5% to 10%**

A. J. Young, Ltd.
Wholesale Grocers and
Provision Merchants.



**WE ARE AFTER YOUR TRADE
OUR GOODS are at
your door**

**Trade with us to
YOUR ADVANTAGE**

**North Bay
Cobalt and
Sudbury**

SUNNY MONDAY LAUNDRY SOAP

"Contains No Resin"



You are taking no risk when you recommend Sunny Monday Soap. Sunny Monday Soap is as absolutely pure as soap can be made, only the highest class of materials enters into the manufacture of it, and best of all it contains **no resin**.

Sunny Monday Soap gives the grocer a good profit, and a satisfied customer.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA



It is to your own profit and credit

to handle a superior brand of Jelly Powders, and no line will prove so satisfactory as

SHIRRIFF'S JELLY POWDERS

This well-known brand is always reliable, easy and quick to handle, and retains in a large degree the natural flavor of the fruit.

Order from Your Jobber or Direct

Imperial Extract Co., 8, 10, 12 Matilda St., Toronto

The kind that is different!



There's a "something" distinctive about the flavor of our RED LABEL SODA CRACKERS that commends them to your particular customer. No soda biscuit is at once so crisp, fresh and appetizing.

We are also makers of all kinds of dainty and high-grade biscuits.

TELFER BROS., LIMITED, - COLLINGWOOD, ONT.

Branches: - Toronto, - Winnipeg, - Hamilton, - Fort William

**Quaker Brand
Salmon**

Your trade needs a consistently high-class of canned goods. You cannot afford to allow inferior grades to go to your customers.

One trial and yourself and your patrons will both insist on **QUAKER BRAND**.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

ASEPTO

SOAP POWDER

"The enemy of dirt."

Housecleaning of every kind is done in half the time and with half the labor if "Asepto" has been called in to the housewife's aid.

It is very economical to use, and its effective cleansing properties are a guarantee of 'repeats.'

See to your own profits by featuring "Asepto."

ASEPTO MFG. CO.

ST. JOHN, N. B.

Agents— ROSE & LAFLAMME, Ltd. Montreal

Saves time,
Saves money,
Saves you bags.

Should be in every grocer's store.

McGregor's Patent Bag Holder

KILGOUR BROS.
Wellington St. West TORONTO

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President W. R. Brock, Vice-President
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Sir Henry M. Pellatt, E. R. Wood.

W. B. Melkie, General Manager; P. H. Sims, Secretary

CAPITAL	\$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

Tartan
BRAND

We have Specials in—
Salmon, Canned Goods
and other lines

See our travelers or phone at our expense

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

St. Lawrence

GRANULATED

and

GOLDEN YELLOWS

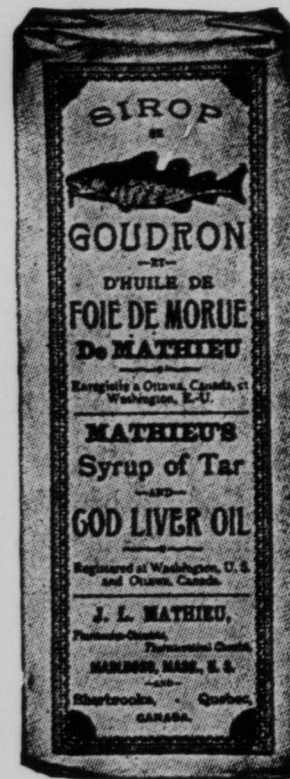
Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them:—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



MATHIEU'S SYRUP

of Tar and Cod Liver Oil has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities. Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

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

Distributors for Western Canada:

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

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

Have You Seen Government Report?

Inland Revenue Department Bulletin No. 208

Shows

Canada First Evaporated Cream
to be the Richest

Manufactured and Guaranteed by Canadians

THE AYLMER CONDENSED MILK CO., Limited,

AYLMER, ONT.



THE CANADIAN GROCER

Exhibition visitors and customers

are cordially invited to visit our

"MELAGAMA"

TEA and COFFEE warerooms and general offices. They are the finest in Canada. Make our places your headquarters and have your mail matter addressed either to our DEMONSTRATION BOOTH, Manufacturers' Building, Exhibition Grounds, or to city address.

MINTO BROS. - 45 Front St. East - TORONTO

Seize The

of fostering the family trade by Sauce! It is delicacy and flavour, and will the most exact-composed of the dients only, and bottled in a clean, sanitary fac-Sauce has proved the line. Don't portunity, but order TO-DAY.

The T. A. Lytle Co., Limited



Opportunity

better-class featuring "S.B." eminent for piquancy of invariably delight ing palate. It is purest ingre- is prepared and up-to-date and tory. "S.B." a winner all along neglect this op- send along your

Sterling Road TORONTO

"S.B."



The Commercial Account Register

The Up-to-Date Merchant Wants:

- FIRST—The Best.
- SECOND—Time Saver, Quickness in operation.
- THIRD—Fire Protection. It must fit his safe.
- FOURTH—Durability.



THE COMMERCIAL

has all the above features. Besides, it is equipped with the PATENT AUTOMATIC and indestructible sheet holder, PATENTED "locked" slip holder, and will LAST A BUSINESS LIFETIME.

It is the only perfect one-writing system. Does away with posting and statements. The BEST COLLECTOR known. Thousands in use in Canada and the United States. Send postal for catalogue.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

The West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.G. Sandbach, Tinne & Co., Liverpool, Eng.

and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building,

MONTREAL

**Is Your Coffee Trade
Large and Profitable ?**
IF NOT
You Can Make it So

BY SERVING YOUR
CUSTOMERS WITH

WHITE SWAN COFFEE

Try it and Watch Your Trade
Grow Quickly

IT IS
THE COFFEE OF QUALITY !

Packed in Handsome 1-lb Tins

You are the man we want

-that is, if we haven't yet had the pleasure of
putting an

**ELGIN
National Coffee Mill**

in your store. No mill can match the "Elgin"
for rapid grinding and easy running, and it is un-
surpassed for attractiveness and finish. Equipped

with special adjuster de-
vice and the new style force
feed steel cutting grinders.
Ask any of the following
jobbers for our illustrated
catalogue :

WINNIPEG—G. F. & J. Galt (and branches)
The Codville Co. (and branches); Foley
Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co.,
Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour,
Smye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Ewert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.;
Dearborn & Co.
REGINA, Sask.—Campbell Bros. & Wilson.
MONTREAL—The Canadian Fairbanks
Co. (and branches).

**Woodruff & Edwards
Co.**

ELGIN, ILL., U.S.A.



**Century
SALT**
"The Salt of Salts"

MR. GROCER—This is the salt
that is winning public attention
and favor. Best for table. Best
for dairy. Stock it and see it sell!
First, get our price list. We
ship promptly.

DOMINION SALT COMPANY, Limited
Manufacturers and Shippers
SARNIA, ONT.

The
"QUALITY"
SARDINE



You can enhance your
reputation and add to
your profit by handling

KING OSCAR BRAND SARDINES

the line which is uniformly pure, sweet
and well packed.

They are a trade-winning line and
never fail to satisfy.

CANADIAN AGENTS
J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - - - Ont.

McLean's

"The Name"

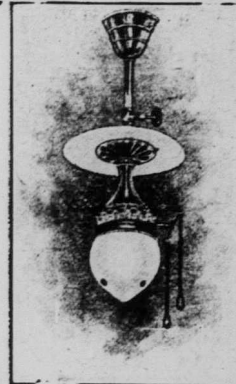
AND THE PACKAGE
TO THE RIGHT

The Canadian Coconut Co.
Sole Makers
MONTREAL



Absolute Safety

is a leading feature of our Gasoline Lighting System, the light being instantly put out or lit by a pull of the chain. Gives a splendid, steady, white, brilliant light.

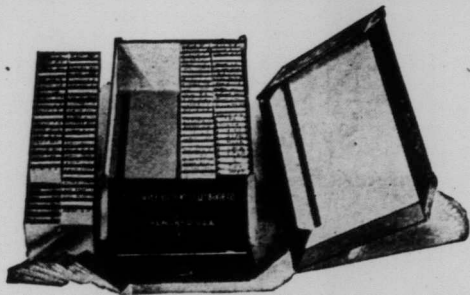


Is cheaper than coal oil and better than electricity or city gas. Investigate this proposition. More light means more business!

Write now for circular and special price to merchants direct.

MacLaren & Co.
MERRICKVILLE, ONT
Good Agents Wanted.

THE KEITH SYSTEM, MR. MERCHANT, HAS BEEN DEvised FOR YOUR ESPECIAL NEEDS



THAT IS WHY SO MANY OF OUR CUSTOMERS WRITE US AS THEY DO

PLEASE NOTE :

The Simple Account Salesbook Co.,
Fremont, Ohio

Gentlemen :

Enclosed find check to pay for Keith System. It would take \$1000.00 to get my system if I could not get another. It is certainly a pleasure to handle my business with your system

Very truly yours,
S. C. HILL

It will please you just as well
Ask for Catalogue "G" for full information.

The Simple Account Salesbook Co.,
Sole Manufacturers

Also manufacturers of Counter Pads for Store Use
1926 Depot St., Fremont, Ohio, and Hartford, Conn.

GINGERBREAD

— BRAND —

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

- No. 1—A Strong Baker
- No. 2—Body
- No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's;
pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

You'll Hit the Bull's Eye

on the "Popular Taste" Target if you are selling

AURORA COFFEE!

The distinctive quality, aroma and flavor of "AURORA" Coffee have made it a prime public favorite, and its retailing price of 40c. leaves you a "well-worth-while" profit. See to your stocks.

W. H. GILLARD & CO., Hamilton, Ont.

BRANCH—SAULT STE. MARIE





The
Demand
Has
Been
Created

All you have to do is satisfy your customers by giving them

ROWAT'S Sauces and Pickles

They
have
no
equals

Rowat & Co.
Glasgow, Scotland

Canadian Distributors:
Snowdon & Ebbitt, 325
Coristine Bldg., Mont-
real, Quebec, Ontario,
Manitoba and the North-
west; F. K. Warren,
Halifax, N.S.; F. H.
Tippett & Co., St. John,
N.B.; C. E. Jarvis &
Co., Vancouver, B.C.



Becoming the Housekeeper's Choice

LYNCH'S Quality Biscuits

prove the Grocer's easy seller and profit-maker and sell at favorable prices. We make a specialty of staple lines.

Here are some of our leaders, which always reach you crisp and fresh:

Creamalt Sodas	Seed Sugar
Family Pilot	Fig Bars
Graham Wafers	Crimp Sugar
Ginger Snaps	Lemon Creams

LYNCH'S LTD.
Sydney, N. S.

Manufacturers of Biscuits, Confectionery & Bread

Stellarton and at Halifax
Fred A. Milligan, Manager Frank A. Gillis, Manager

OPPORTUNITIES

Be sure that the investment you wish to make is sound. Our series of articles upon the various forms of securities as investments and how to judge them is especially valuable to you. Read the article on "Real Estate as an Investment" in the August 27th issue.

You are often in doubt as to choice of investments and would benefit by independent and reliable advice. If you deal in stocks, bonds, Western farm lands, mortgages or real estate, etc., you will find The Financial Post of Canada of value.

Sample copy free on request.

Address:

THE FINANCIAL POST

Montreal Toronto Winnipeg

An

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C
88

An Oyster Proposition—No Strings Attached



THIS Vacuum Insulated Oyster Display Cabinet has the double merit of being the handsomest and most practical Display Cabinet made.

It stands 27 inches high, with a diameter of 15½ inches, and holds 5 gallons of oysters. The ice-tank sits in the centre, with three gallons of oysters in the tank below and two gallons in the one above. The vacuum between the inner and outer walls causes it to need only **one-eighth of the ice** consumed in any other cabinet and to maintain an even temperature all the time.

Independent Grocers---Note This

We sell you these Cabinets **outright** at \$17.00 each, f.o.b. Toronto. While we are anxious for you to handle our "Coast Sealed" Oysters, we do not try to **coerce** you by **leasing** or **loaning** our Display Cabinets. We sell our

"Coast Sealed" Oysters

purely upon their own merits.

"Coast Sealed" Oysters

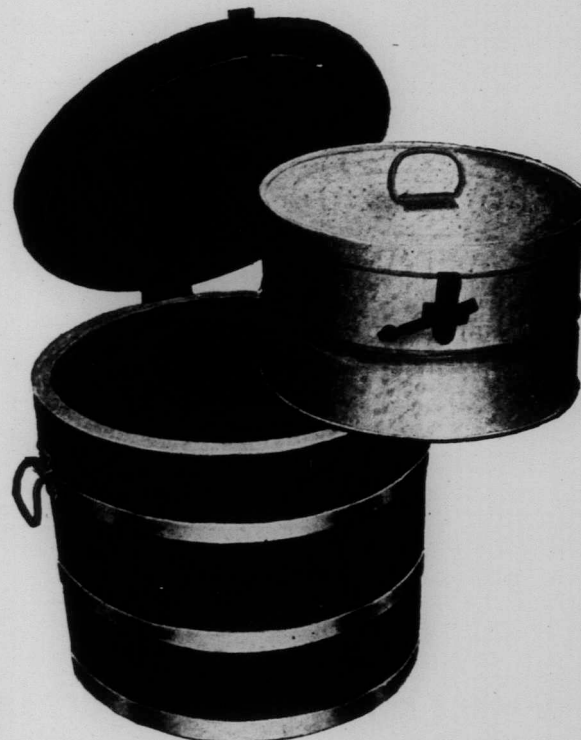
are all Northern grown in our own grounds in Rhode Island, Connecticut and New York. We open no oysters until they are 4 years old and every carrier is packed and **sealed at the Coast**. The seal remains unbroken until you break it yourself and every oyster is clean, fat and fresh with the delectable sea tang unimpaired.

You will handle "Coast Sealed" Oysters this season because they are the highest in quality and our cabinet proposition will please your independent spirit. Write us now for prices and particulars.

Connecticut Oyster Company

88 Colborne Street, - - Toronto

Head Office, MILFORD, Conn., U.S.A.



Showing Container Sealed and Ready to be Placed in "Coast Sealed" Carrier.

Don't hesitate
to stock and recommend

PURNELL'S
Sauces, Pickles and Pure
Malt Vinegar



They are the most steady and profitable sellers of any imported lines, and are noted for their general quality and absolute purity.

See to your stocks! This is a line of satisfaction-givers that leaves the grocer a "well-worth-while" profit.



Sold by
all
Canadian
Jobbers

Canadian Agents:
Charlottetown, P.E.I., Horace Hazard;
St. John, N.B., C. E. McMichael;
Halifax, N.S., Erb & Rankin; Montreal
and Ottawa, C. S. Harding, Canada
Life Building; Quebec, Cy. D. Bon-
homme, 131 St. Peter St.; Toronto:
Lind Brokerage Co., 73 Front St. E.,
Hamilton, J. H. Stratton & Co.; Winni-
peg, Carman Brokerage Co., 141
Bannatyne Avenue E.; Vancouver,
B.C., C. E. Jarvis & Co., Mercantile
Bldg., Corner Cordova and Homer Sts

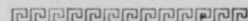
H. Wood & Sons

—LIMITED—

Wholesale
Grocers

AND

Direct Importers



Exporters of Hay

SACKVILLE, N. B.



MODERN GROCERY FIXTURES.

THE STORE OF

MESSRS. O. CARIGNAN & FILS, OF THREE
RIVERS, P.Q., AS SHOWN ON PAGE TWENTY
EIGHT OF CANADIAN GROCER OF AUGUST 5,
1910, IS FITTED WITH WALKER BIN FIXTURES

Write for Illustrated Catalogue
"Modern Grocery Fixtures".

Walker Bin & Store Fixture Co.
LIMITED

REPRESENTATIVES:—

Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes,
Regina, Sask.

Berlin, Ontario

Montreal: W. S. Silcock, 33 St. Nicholas Street

J. A. FARQUHARSON
& Company

WHOLESALE
GROCERS

Exporters of Eggs
and Produce

Charlottetown, P. E. I.

Splendid facilities for exporting



Purity
within this can
White Dove
Cocoanut

The friend of
those who cook

W. P. DOWNEY
MONTREAL



It dries them up **Common Sense**
KILLS { *Roaches and Bed-Bugs*
Rats and Mice

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

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

GEORGE & BRANDAY

Established 1879

Shipping and Commission Agents

Dealers in Coffee, Cocoa, Pimento, Hides, Honey
Wax, Sugar, Rum, etc., etc.

KINGSTON, JAMAICA

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

WARMINTON'S

Shipping Specialties

STRAPPING, CLUTCH NAILS, PAIL HOOKS, ETC.

Save expense to shipper

J. N. WARMINTON

207 St. James St., - MONTREAL

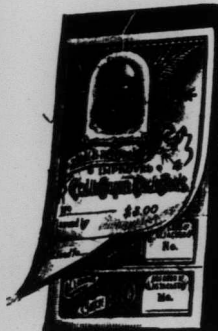
QUIT LOSING!

What's the use of sticking to anything that is continually causing you loss? If your credit customers are the source of the greatest loss to you, why not try the ONE way to make them a safe, profitable ASSET? You can do this by adopting the Allison Coupon Book System, which has proved its worth to hundreds of progressive merchants all over the country.

Allison Coupon Books

systematize credit accounts, simplify collections, please the customers and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



For sale by the jobbing trade everywhere. Manufactured by Allison Coupon Company, Indianapolis, Ind.

A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10 - No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

Mr. Dealer

When anybody mentions picnics or traveling



be sure they take a can of our

Cold Spring
Lemonade Powder

along as it is

The Only Summer Drink.

S. H. EWING & SONS
MONTREAL and TORONTO



CHINESE
STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock

Get Prices

OCEAN MILLS
MONTREAL

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



“BEAVER” BRAND Valencia Raisins

are of unrivalled flavor and quality, and are packed from selected fruit by

Mahiques, Domenech & Co.

Always watch for the BEAVER.

Malaga Table Raisins

Your own interests demand that when you are purchasing Table Raisins you only purchase those finest quality Malaga Table Raisins packed by

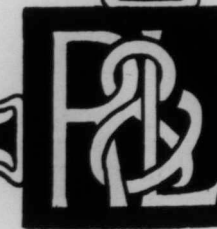
Jose Segalerva
MALAGA, SPAIN

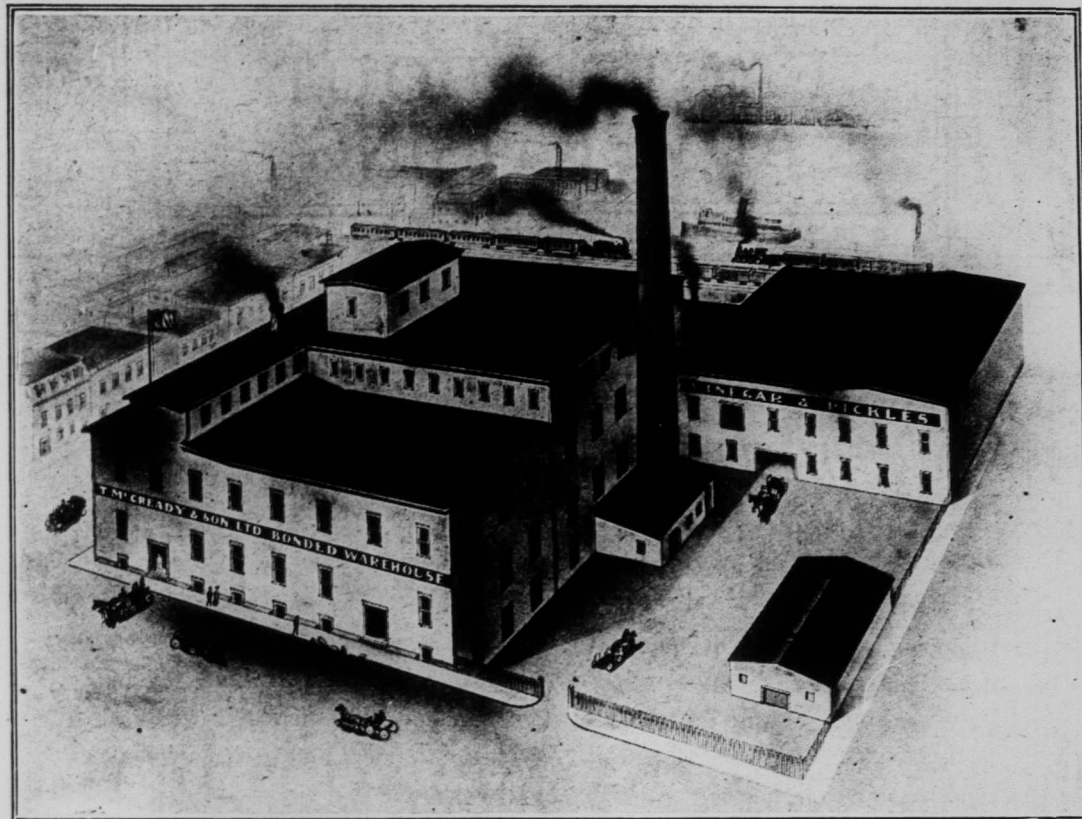
Last year we were positively the largest shippers of Malaga fruit to Canada. Its quality and packing are unique, and will be much appreciated by your customers.

The brand everyone wants is a safe one for you to stock.



Rose & Laflamme
Limited
Montreal - Toronto





VINEGARS

Pure Spirit Cider and Malt.

PICKLES

1's, 2's, 5's and 10 gall. kegs.

20-oz. lever top bottles. - 40-oz. Capsule bottles

SPICES

CREAM TARTAR

ALL KINDS

ICING SUGAR

BOTTLE GOODS

Syrups, Lime Juice, Worcester Sauce, Mustards, etc.

Thomas McCready & Son, Limited

Vinegar, Pickle and Spice Manufacturers

St. John, N.B.



FACTS ABOUT ADVERTISING



By The Advertising Manager

Fundamentally, advertising might be described as anything that comes under the head of "Telling the people you want to sell, who you are and what you want to sell them."

* * *

Advertising is a good many other things besides, but this may be regarded as the foundation upon which these other things must be built up.

* * *

Every business man who puts a sign over his door, by doing so establishes his belief in advertising.

* * *

John Smith has a sign on his warehouse which reads: "John Smith, Wholesale Grocer."

* * *

He must figure that it pays him or he wouldn't have it.

* * *

Then, by following out John Smith's

own reasoning, we must conclude that he believes it would pay him if he could place that sign where all of his customers and probable customers would see it.

* * *

He can do this—and at very reasonable cost—by reproducing his sign in *The Canadian Grocer*.

* * *

He can establish a "traveling sign" that will go into every city, town and village from ocean to ocean, fifty-two times a year, and appear prominently before almost every dealer whose buying power amounts to anything.

* * *

While admitting the value of such a service, do not forget that it represents a mere introduction to the possibilities of advertising in *The Grocer*.

* * *

We'll tell you more about these possibilities later.

SHORTAGE OF THE PEA CROP

The "Canadian Grocer" of August 13, had the following editorial on the Pea Situation:—

CANNED PEAS SHORT

There has been a big grab for canned peas, and still jobbers are short. The trouble is that there was no sufficient quantity packed to supply all demands and there is not the remotest chance of prices coming down. One jobber states that he could only secure 250 cases out of every 1,000 ordered. Another says that there will be no more than a 6j per cent. delivery.

In Toronto this week some wholesalers didn't have a case of peas to sell for present delivery, so low have the old stocks been run.

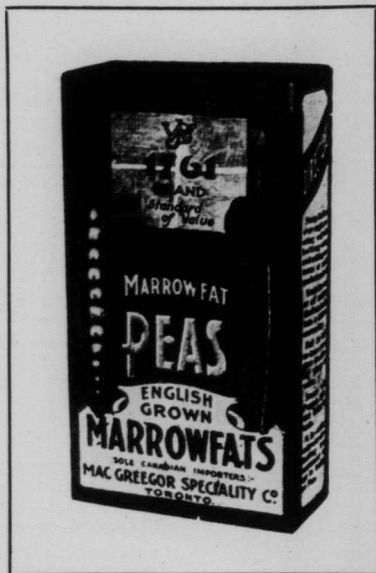
Retailers, therefore, who have not contracted for their canned peas, should delay no longer. Prices are sure not to be lower and there is every possibility of them going up. Of course there is the limited price when stock will be imported.

Demand for peas has rapidly been soaring in recent years and retailers should pay particular attention to this article.

A few years ago the Canadian Trade ridiculed the idea of importing Marrowfat Peas from England into Canada, and it certainly at first sight appears as far fetched an idea as "Shipping Coals to Newcastle," but to-day we are sending our Marrowfat Peas from Coast to Coast, and the public are beginning to realise that a 10c package of "1761" Brand of Marrowfat Peas make, when prepared—full directions for which are on each package—more Peas than the contents of two cans, and what is more important—EQUAL TO FRESH GARDEN PEAS.

Our "1761" Brand of English Crown Marrowfat Peas contain in addition to the choicest hand picked Peas, a steeping tablet impregnated with mint, as well as a boiling bag, for use when preparing.

Ask your Wholesaler to enclose with your next order, trial case of these goods, or write us direct for Prices.



One way to solve the Pea Shortage Question is to handle "1761" brand of Imported Marrowfat Peas.

MacGREGOR SPECIALTY COMPANY

TORONTO

Importers of Good Things to Eat.

ONTARIO

FISH, Fresh.

FISH, Salted, Dried and Pickled.

LEVI HART & SON, Limited, HALIFAX Nova Scotia

Branches: Queensport and Half Island Cove, N.S.

We can supply you with all kinds of Fresh Sea Fish; Dry and Pickled Fish in season, according to your requirements.

CORRESPONDENCE SOLICITED.

P.O. Box 213

Telephones 171 and 220

Eucharistic Congress Celebration

WE cordially invite our customers and friends to pay us a visit during the Eucharistic Congress celebration in Montreal. We offer them the use of our offices where they will find facilities for their correspondence and the reception of their friends and acquaintances. LAPORTE, MARTIN & Co., Ltd.

Vichy Waters, Natural and Sparkling

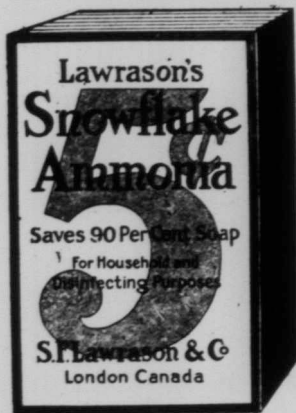
Large quantities of Natural and Sparkling **Vichy Waters** are consumed at this time of the year. We represent the largest European firms who are proprietors of springs approved by the Academie de Médecine of Paris: "La Sanitas" "La Capitale" "La Neptune" "La St. Nicholas"

Reserve us the favor of your orders

Laporte, Martin & Co., Limited

568 ST. PAUL ST.
MONTREAL

The Only 5 Cent Package of Powdered Ammonia



We are telling your customers, in a vigorous advertising campaign, about the saving they can effect by using Snowflake Ammonia.

Are You Selling it?

The people will have Snowflake Powdered Ammonia. None of the various substitutes for Snowflake are equal to it in cleansing properties — but

they all cost more. Your customers will buy it where they know they can get it. Protect your trade by ordering Snowflake now. The profit is good.

S. F. Lawrason & Co.
London, Ontario

"Pansy" and "Daphne"

(FANCY)

(CHOICE)

SEEDED RAISINS and EVAPORATED FRUITS



are put up in California, and have no superior. The fruits are carefully selected and attractively packed by men who know their business. You will not go astray in ordering these brands.

GUGGENHIME & CO.
California

Agents:
Rose & Laflamme, Ltd., Montreal and Toronto



Remember

That every pound you sell advertises you favorably as a dealer in **"QUALITY"**

It is the best possible value that capital, experience and enterprise can produce, resulting in a steady growing, resistless demand that ensures you a fair, actual and protected profit, giving satisfaction unbounded.

"Salada" is never sold to peddlers or price-cutters. This is the way we protect our valued customers.

"SALADA" - Toronto and Montreal

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Dominion Salt Co. 18	MacNab, T. A., & Co. 2	Mott, John P. & Co. 72	Downey, W. F. 33	Morrissey Medicine Co., The Father. inside back cover	Verret, Stewart Co. outside back cover
Dunlop, W. W. 60	MacLaren Imperial Cheese Co. 2	N	D	Morrissey Medicine Co., The Father. inside back cover	Victoria Fruit Exchange. 60
E	MacLaren & Co. 60	National Licorice Co. 70	E	Morrissey Medicine Co., The Father. inside back cover	W
F	McLaren, W. D. 9	Nelson, Dale & Co. 70	F	Morrissey Medicine Co., The Father. inside back cover	Walker Bin and Store Fixture Co. 22
G	McLaren & Co. 60	Nicholson & Bain. 65	F	Morrissey Medicine Co., The Father. inside back cover	Walker, Hugh, & Son. 79
H	McWilliam & Everist. 78	Nishimura, S. T. & Co. 13	F	Morrissey Medicine Co., The Father. inside back cover	Warminton, J. N. 23
I	M	O	H	Morrissey Medicine Co., The Father. inside back cover	Warren, G. C. 2
J	MacGregor Specialty Co. 27	Oakey, John & Sons. inside back cover	I	Morrissey Medicine Co., The Father. inside back cover	Watson, Andrew. 86
K	MacNab, T. A., & Co. 2	Ocean Mills. 23	J	Morrissey Medicine Co., The Father. inside back cover	Watson & Truesdale. 2
L	McCabe, J. J. 78	P	K	Morrissey Medicine Co., The Father. inside back cover	Western Assurance Co. 87
M	McCready, Thos. & Son. 25	Patrick, W. G. & Co. 9	L	Morrissey Medicine Co., The Father. inside back cover	West India Co. 17
N	McDougall, D., & Co. 82	Perrin, D. S. & Co. 8	M	Morrissey Medicine Co., The Father. inside back cover	Wethey, J. H. outside back cover
O	McLaren, W. D. 9	Pickford & Black. inside back cover	N	Morrissey Medicine Co., The Father. inside back cover	White & Co. 79
P	McLaren & Co. 60	Poulin, P. 74	O	Morrissey Medicine Co., The Father. inside back cover	White Candy Co. 76
Q	McLeod & Clarkson. 60	Poulton & Noel. 67	P	Morrissey Medicine Co., The Father. inside back cover	White Swan Spice & Cereals, Ltd. 18
R	McWilliam & Everist. 78	Purnell & Panter. 22	Q	Morrissey Medicine Co., The Father. inside back cover	Wilson, Archdale. 68
S	M	R	Q	Morrissey Medicine Co., The Father. inside back cover	Wiseman, E. B. & Co. 86
T	MacGregor Specialty Co. 27	Reed Company, Ltd. inside front cover	R	Morrissey Medicine Co., The Father. inside back cover	Wood, M. & Sons. 22
U	MacNab, T. A., & Co. 2	Richards Pure Soap. 6	S	Morrissey Medicine Co., The Father. inside back cover	Wood, Thomas & Co., Ltd. 18
V	McCabe, J. J. 78	S	T	Morrissey Medicine Co., The Father. inside back cover	Woodruff & Edwards. 8
W	McCready, Thos. & Son. 25	T	U	Morrissey Medicine Co., The Father. inside back cover	Woods, Walter, & Co. 8
X	McDougall, D., & Co. 82	U	V	Morrissey Medicine Co., The Father. inside back cover	Young, A. J., Ltd. 14
Y	McLaren, W. D. 9	V	W	Morrissey Medicine Co., The Father. inside back cover	
Z	McLaren & Co. 60	W	X	Morrissey Medicine Co., The Father. inside back cover	
	McWilliam & Everist. 78	X	Y	Morrissey Medicine Co., The Father. inside back cover	
		Y	Z	Morrissey Medicine Co., The Father. inside back cover	

Maritime Questions Before East's Business Men

Chatham, N.B., the Scene of the 16th Annual Convention of the Maritime Board of Trade—The Big Problems Affecting the Provinces Down by the Sea are Discussed—Resolutions Passed and Rejected—Members Very Optimistic Regarding the Future—Moncton, N.B., to be Meeting Place in 1911.

Staff Correspondence.

Chatham, N.B., Aug. 25.—For the sixteenth time in its history, the Maritime Board of Trade met in annual session on August 17 and 18. Chatham, the place of meeting, was in gala dress, and the well-equipped town hall served as a splendid meeting place. Not only was the gathering notable for its representative delegates from all parts, but the platform was graced by Lieutenant-Governor Tweedie; Dr. J. M. Robertson, chairman of the Royal Commission on Technical Education (who attended at the special request of President Snowball); R. A. Snowball, mayor of Chatham; W. S. Loggie, M.P. for the County of Northumberland; H. Logan, ex-M. P., Amherst; E. N. Rhodes, M.P. for Cumberland, of Rhodes, Curry, Ltd., Amherst, and others, including aldermen and ex-presidents of the Maritime Board.

President Snowball called the meeting to order at 10 o'clock, but the Lieutenant-Governor was not present, owing to some important official engagement. He came after 11 o'clock, when he delivered an address of welcome. An ovation was given Mr. Tweedie. He extended the freedom of the City of Chatham. The people of the district were famed for hospitality, and he hoped they would be pleased with their visit. He noted the programme showed a formidable list of subjects of great interest to the country. He complained of the express service, which was on the list of subjects. No attention was paid to delivery in Chatham, and poor service was the rule.

Opposed the Tunnel.

Re the tunnel to the Island, he was quite opposed to it. He thought its possibility was in the far distant future. Large warehouses at points of transit would be his remedy. He was hopeful of having direct communication with the Island from Chatham.

As for immigration, he thought they were all of one opinion. The call for immigrants to the west could not be well checked just now. It would be changed in time, just as the tide of the river changed. He believed young men would return from the west. Many of our industries in the east were almost at a standstill. The Maritime Provinces were not taking advantage of their own resources. In the matter of grazing and butter producing, New Brunswick had not taken advantage of her best interests. He hoped they would deal with the questions energetically and intelligently, and also that Chatham would do herself proud in entertainment. (Applause).

Mayor R. A. Snowball then delivered an address of welcome. He emphasized

the honor done the town, and pointed out why it offered them every possible help to enjoy their stay. He was greatly applauded.

Changes Wrought by Time.

W. S. Loggie, M.P., extended further welcome. As a former president of the Maritime Board, he accentuated the changes in the personnel of the delegates. Only one of the old delegates was noticed who was at the meeting when last they met in Chatham. He referred to the iron ores so near them; to the excellent improvement in dock accommodation, and the general improvement in shipping. He believed the time was fast coming when there would be a reaction on the rush to the west. The potent protector of the Maritime Provinces was Jack Frost. They were fortunate in having open ports the year round. That was the strongest attraction of trade for the east. The time would come, he believed, when all British goods imported into Canada would come through the Maritime Provinces.

He praised the Chatham harbor. He said he did not believe there was a better harbor in the world. They were having the Miramichi dredged and would soon have a shipping waterway second only to the St. Lawrence. He again welcomed the delegates, and wished for a profitable meeting.

L. D. MacLachlan, vice-president of the Chatham Board of Trade, added his welcome to that extended by others. Mr. MacLachlan made a brief speech, which was much appreciated.

Address of the President.

The president then delivered his address, which was received with great applause.

"Gentlemen of the Maritime Board of Trade,—I take this opportunity of thanking you for the honor conferred upon me in making me the president of this important organization. I ask your assistance in making this a most successful gathering. We are the parliament of the Maritime Provinces, true, without the power of making enactments, but yet we can discuss together matters of general interest to our provinces by the sea, and use our influence to have our views so impressed on the Parliaments that they will be embodied in their legislation. The time is fast coming, with the rapid growth of the west, when we must act together for our mutual good if we want to maintain our influence in the affairs of our Dominion.

"Since we last met we have lost by death our genial and much-beloved secretary, Chas. M. Creed. While he had

reached a ripe old age, yet he was young in spirit, and we all enjoyed his happy ways. He was interested in our work, and nothing appeared too much trouble for him to make our gatherings successful.

Appeal for Harder Work.

"The Maritime Provinces are awakening. We can see evidences of this all around us. The people have become dissatisfied with the past and with the easy-going methods and lethargy that has prevailed. Gentlemen of the Maritime Board, help the spirit that is animating our provinces, and strangle and kill the one that is pessimistic and ready to decry our eastern heritage.

"We have a grand portion of the Dominion; one that has rendered in many cases too easy returns from her forest, fisheries, mines and farms. The surface has been used for prompt, ready return, and the waste that has been permitted because of inexperience, thoughtlessness and indifference to the future has been phenomenal. But still these provinces hold good things for us that may be used for our benefit and handed on to generations yet unborn, if handled with prudence, forethought and consideration.

"Look at the waste of our forest by careless clearing as the anxious settler removed his great enemy, the trees. The ravages of fire, not realized at the time, and not capable of estimation to-day—the indifferent methods of logging, and the waste of the log after it reached the sawmill. All these are being slowly stopped. We must stop waste to make any enterprise pay to-day, and the lumberman of to-day is learning the lesson.

A Plea for Economy.

"We must have the closest possible manufacture of our natural product of wood done within our country, whether it touches the sawmills, roasting mills, or pulp mills. The people of these provinces should have, and should insist on having, the greatest benefit from this resource, whether from Government-owned or from granted lands. The greatest good to the greatest number and ever increase that number, should be our cry.

"Waste of by-products at mills should be stopped and turned into a source of revenue and employment, whether is be slab edgings and saw dust, or uncooked pulp, chips or acid. And the roasting of wood for export to keep industries in foreign countries going should be prohibited.

"On the farm waste has been going on to such an extent that everywhere we

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see deserted farms and dilapidated farm buildings. The stability and prosperity of our country is dependent on the farming industry. We are glad to see what is being done to educate this important portion of our population to the dignity of their calling, as well as in improved methods to coax from Mother Earth her most bountiful yield. We, in the town centres, will prosper as we are surrounded by healthy, contented, prosperous tillers of the soil. We were told by Professor Robertson, at the conservation commission meeting that Quebec's shipment of 1,000 tons of hay, returning to that province about \$14,000, took more of the elements of fertility out of this country than did the \$50,000,000 of butter shipped from Denmark. The difference in return is enormous and is certainly worth considering as how it may be remedied.

Eulogy for the Farmer.

"Encourage anything that will promote farming, as we need the farmer. We have in every county of these provinces abandoned farms—not always deserted because they have run out, but by the spirit of some years ago when the young people went to the States and the older ones dying off left the places to grow up; their children not being accustomed now to farm life prefer to leave them as they are. It would be well if the Dominion Government could be urged to send some responsible parties through the provinces to take note of these and get information about the owners, and then devote some of the energy and money they have been expending on the west in getting a good class of farm settlers for the east. We have our advantages in nearness to Britain, in easily-reached home markets, in schools, churches and neighbors that would appeal to some who might not care for the solitude of the western provinces. Too much attention has been given the west, and our turn should now have arrived.

Heritage of the Water.

"Then we have our fisheries—so important to these provinces. Are we getting all we should from this heritage of river, and lake, and sea? Can we improve our methods and enforce our laws and enact new laws that will preserve to us our salmon, lobster, codfish, mackerel, smelt and other fish in steady supply, rather than a diminishing quality and quantity?

"Our coal, iron and other mines should be conserved to our people, and the export of ore from our provinces should be stopped, so that industries asking iron and steel and using these products may grow up in our midst. This should be possible where coal, iron and lime are all available. Large preparations, which we hope to show you before you leave, are now being made on this river to ship ore from the Drummond mines, in Gloucester County, to the United States, Germany and England. This will not give much employment to our people, and only a small revenue to our province. They may require to do this



D. F. McLEAN, PORT HOOD, N.S.

Mr. McLean was first vice-president of the Maritime Board in 1910. He gave way to the pressure of Nova Scotia to give the presidency to New Brunswick for another year.

D. F. McLean is a strong character. He is a Highland Scotchman, born, however, at West Bay, Cape Breton, N.S., Dec. 30, 1847. He is over six feet in height, and the heather is written on his face. That he was big enough mentally to give up his chance for the presidency owing to a peculiar exigency was a mark of his strength. The condition of the Board of Trade was such that a certain plan of action had to be adopted which precluded a Nova Scotian from taking the chief office. To this Mr. McLean acceded with good grace. At Port Hood, his place of residence, he is one of the first citizens in every way. He owns and edits a neat weekly paper, called "Greetings"; he sits in the mayor's chair, and he holds the presidency of the Board of Trade. Business versatility and business acumen are his outstanding points. During thirty years of life in the arena of commerce he has dipped successfully into many branches. He calls himself a "general merchant," but the shingle over his office door reminds his fellow citizens of Port Hood that in addition, he can be called upon to discharge the functions of fishery officer, Lloyd's agent, notary public and insurance agent. He is an acknowledged authority on trade down east. No doubt he will be president at some future date.

for a year or two to test the ore fully and to get some return for the heavy investment made, but this should not be permitted to continue many years.

"The Transcontinental coming down through our provinces and reaching out through new country to Winnipeg and the farther west, will open up new territory for manufactured articles that should be as readily manufactured and supplied by our people as by those of Ontario and Quebec, and we should prepare to capture a fair portion of that trade.

Encourage Small Industries.

"We are pleased to see the activity of the St. John Board of Trade to bring their city to the front and to increase industrial activity in their midst. May their efforts be an inspiration to the rest of the boards. I would suggest to towns in these provinces the encouragement of small industries natural to the place, started, if possible, by local men that know the business, and that will grow naturally, rather than big industries induced by bonuses, grants and exemptions, that often fail and leave the place worse than before. Encourage your own people and you will have more permanent results. Make a point not to over-tax industries and deal leniently with them through your civic control, remembering that they are the nerve tonic of your community, and while a little bitter at times, are a necessary evil for the hearty, vigorous growth of the place.

"We have in our provinces people with money who could go into the manufacturing trade that would build up our provinces in population and increase the value of properties, but they selfishly prefer investing in bonds, stocks, lands in the west and get-rich-quick schemes. They should be more loyal to our provinces and start industries here when land value would improve and we would have a boom in the east. Talk to them and show them their duty to their province.

Money to Mail Order Houses.

"Too much money is being sent out of our provinces to the large departmental stores of the western cities. Our people should have it impressed on them that where money is earned it should be spent, as far as possible, if they wish to advance the prosperity of the towns in which they live. We need the merchants, and they need the customers, and only as they help each other can both prosper. The merchant must cater to the wants of the community by keeping what goods are required at reasonable prices, and the community should patronize home merchants if they want good shops. Money kept in circulation in a town does good in that place, but send it away and it helps the other place. We also have too many idle dollars in banks and stockings. Idle dollars and idle men are both useless to the state.

An Insurance Lesson.

"I am sure we all sympathize with the Town of Campbellton in the great disaster that has overtaken that thriving

ing town. Such a catastrophe has never overtaken any other town in our province. We feel for them in their present difficulties and hope that provincial and Dominion aid toward their bonded indebtedness may be forthcoming until they are again in a position to shoulder the responsibility.

"From this calamity we should learn a lesson on insurance. Those who have property owe it to themselves and others dependent on them, as well as the place in which they live, to keep properly insured, and if Campbellton had had reasonable insurance there would not be the privation we see to-day. Merchants should be insured for the protection of those from whom they buy, as well as themselves. I remember one large firm of manufacturing clothiers used to have on their invoices in red, "Are you insured?" and it is a reasonable question



HON. L. J. TWEEDIE,

Lieut.-Governor of New Brunswick, who Entertained the Members at a Banquet on the first night of the Convention.

for them to ask, even although the buyer may be well rated.

"The Interecolonial Railway is being diverted from Nelson to Chatham, to follow a route near the river, and through the Town of Chatham, along the river front. This will open up opportunities for industries along the bank of the Miramichi, giving both rail and water shipment, and this improved facility should prove beneficial to both Chatham and the Government railway, by inducing industries to establish here.

Technical Education Coming.

"We have discussed at many of our meetings technical education and the necessity of branches along these lines being established in our schools. We will, therefore, be pleased to note that

the Dominion Government has taken the matter in hand and that a commission is now touring our provinces taking evidence, and with such an enthusiastic educationalist as Dr. J. W. Robertson as chairman, we will look for practical results.

"Never lose an opportunity to speak well of your town, your province and your country, and if you can't say anything good—keep quiet.

"I hope our deliberations may be productive of much good to our provinces and that a cordial feeling of friendship may be engendered, that petty rivalry may be eliminated, and all work together for the advancement of the Maritime Provinces of Canada."

Using Our Possessions.

Dr. Robertson was then called upon. He expressed his pleasure at being present. The commissions upon which he was serving were important. The basis of national life was the conservation of what belonged to the people, as a country and individually, on the one side, while technical education on the other side, had a primary mission of helping men to do their work by being educated along practical lines.

The reason for the conservation commission was to take stock of what the country possessed. Our enormous resources were unknown in detail.

This commission was not only to seek what we had, but how we could make best use of those possessions. He illustrated how badly arranged was some of our knowledge. The people should be well informed as to the best way of mining coal, as an example. He, in an attractive way, pointed out how property owners were so responsible to all the people for improving that property. The conservation commission had a mission to teach property owners how to make the best of their heritage, subject to the will of the people.

We owed a great deal to our neighbors in the United States. They were one of the originators of the conservation commission. The commission was a perpetual organization, founded by Act of Parliament. He named over the various series of committees announced by Parliament. He happened to be chairman of the committee on land. They co-operated with the various provincial governments. They had authorized a survey of a hundred farms to find out if the land was as productive as it was ten years ago; whether new weeds had made their appearance, or if the farmers were holding their own.

Health Conditions Investigated.

In many cases weeds had beaten farmers out of their property.

They were also investigating the water supply, such as old-fashioned wells, which often absorbed sewage and filth of all kinds. He likened the farms to the days of Sodom and Gomorrah. If they could uncover three farms out of these hundred, that could be models, it would be worth while living to see it brought about.

In fisheries the same thing is being done. The same principles are being applied to all branches of industry. Oyster beds were almost disappearing, owing to ignorance. The commission had found remarkable losses on the fisheries.

The commission on industrial training and technical education was all-important.

In passing he mentioned that tariff for protection was only a temporary arrangement—make it a thousand years if necessary.

In the provinces the people were most efficient in many ways. They were efficient politically. He did not say they were always right. The commission was out to find to what extent the people everywhere were efficient industrially. Leading men everywhere had been generous in offering co-operation. They were gathering information as to what opportunities existed now for industrial training.

Nova Scotia a Good Example.

Nova Scotia had a system of industrial training that would surprise most men. It had schools for training men to mine coal. Every sub-foremen, every head of the men had to be trained now. The stories some of these men told the commission were wonderful. He cited how men developed themselves before the Government came to their assistance on technical schools in 1886. They found only one man in all their enquiry who worked in coal mines who was not a native-born Canadian. All were educated in Nova Scotia. As a result they found that there were fewer accidents and less loss of life in the coal mines of Nova Scotia than in any other place in the world. (Applause).

He noted the different schools of Nova Scotia, and found that at Liverpool, N. S., there were 250 teachers from different parts of the province spending five weeks of their holidays and \$25 of their own money to improve their teaching efficiency.

He was pleased to see the fine industries growing up in small places. The idea of dragging workers into the cities was ridiculous. Any work which did not give the worker's children a chance for health and education was not desirable.

The boys leaving the farms was all right, but the boy staying on the farm should have as good a training industrially as the boy who leaves. The farm and city should work together. He cited Sackville's stove factories, where men, owing to the fine air and good surroundings, did better and longer work on that account. They were shipping stoves west and competing with others because of their energy and courage.

The commission had discovered that small towns were the places for great industries, which would have all Canada for a market. The small town would not hurt the big city. The lure of the city and the lure of the west had heard its loudest call. (Applause).

What Education Is.

Before closing, he gave some points for thought, mentioning that nothing he said was private. He referred to the elusive character of the meaning of education. Most men who came before them thought that all knowledge obtained outside of schools was not education. That was a mischievous idea. A school was only a human device to get an experience. Telling things was not teaching. All education meant simply a series of experiences, aiming at increased intelligence.

They had asked men why they wanted education. The answer generally was so as to be able to earn a living. Then, should not the schools be readjusted so that they would meet that desire? They surely should be made to help the child not only to make a living, but to make life worth living. He did not think the three "R's" were enough for education—not by any means. He gave some delightful illustrations of how years of life in childhood could be saved by simple, natural teaching.

Reading, as a teacher of children, had been much magnified. Observation was the essence of clear thinking. School gardens, manual training, and household science were the fundamental principles of education. This was not new, but a return to the oldest and best methods of motherhood. This all meant no hostility to higher education and so-called culture. Higher education, so-called, covered a multitude of shams.

Culture of farms meant pushing away ignorance—weeds and the useless and unbeautiful. He illustrated the culture of apples, and showed that beauty came from care, suffering and work. That was what culture meant everywhere.

Manual Training Before Classics.

Classics were all right, but he did not think that they should be pushed upon children at the time when manual training was so necessary. He believed the Canadian people would in time dominate the human race, if the resources of the half-a-continent were evolved intelligently. (Applause).

Mr. Snowball extended a hearty vote of thanks to the doctor, who was compelled to leave on the noon train. It was moved by Hance Logan and seconded by W. S. Loggie. The doctor replied briefly in acknowledgement.

Report of the Secretary.

The secretary's report was then read as follows:

"In opening this report, it is with regret I refer to the death of Charles M. Creed, secretary, which occurred on the first day of January of this year.

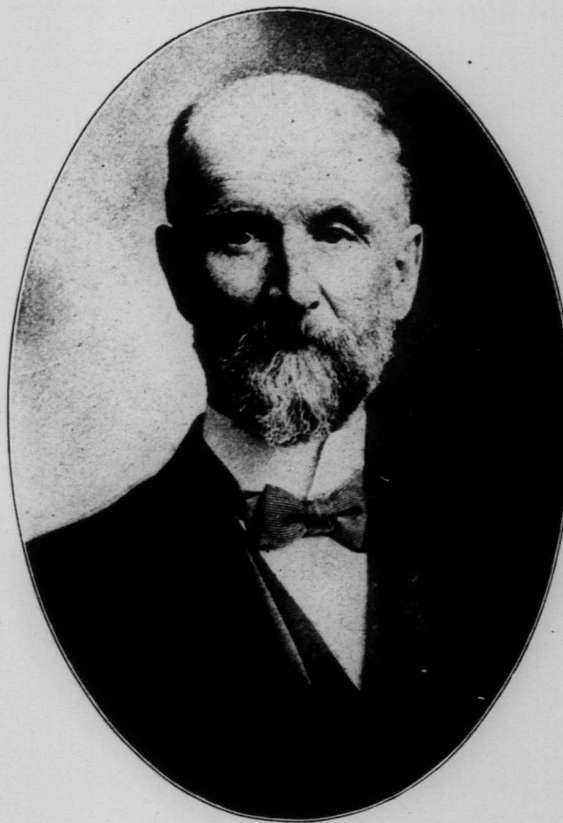
"Subsequent to his death, your president, Mr. Snowball, asked me to take charge of the books and papers, in connection with this board, which I accordingly accepted, thus becoming acting-secretary.

"From what little correspondence Mr. Creed left, I gather that the resolutions, etc., passed at the last meeting were forwarded to those intended to receive them, same being acknowledged, and I have since had some correspondence in connection. One of the subjects followed up by me is of particular interest to the three provinces, viz., "The acquiring of the steam service between Prince Edward Island and the mainland by the Intercolonial Railway," and from correspondence with the Minister of Railways, I have reason to believe that the matter is receiving the serious consideration of the board of management. Should this issue be successfully carried out, it will probably

Driving Park, where the Caledonian games were being carried out.

"The St. John Board of Trade, through one of its members, J. N. Harvey, gave notice of withdrawal from the board, but were asked to reconsider their action and from correspondence I have had with your president, I had every reason to believe they would be with us this year. This, I know, would have been pleasing to all.

"During the past six months I have had considerable correspondence with the different affiliated boards, and have, during the past three months, sent out, in all, seven circulars calling attention to this session and asking their co-operation in making it a success.



W. S. LOGGIE, M.P., Chatham, N.B.

A Former President of the Maritime Board of Trade, who took a keen interest in the Debates.

mean a reduction in freight rates to Prince Edward Island and a benefit to all concerned in the trade of that province.

"The matter of Maritime union, discussed at last year's session, does not appear to have much progress, and there is apparently nothing to report at this time.

"At last year's session in Charlottetown, fifty-four delegates registered and the programme was satisfactorily carried out, all the subjects being well discussed and resolutions passed accordingly.

"At the close of the session at Charlottetown, the delegates were treated to a delightful afternoon at the Riverside

"There is good work here for your secretary, getting these affiliated, organizing new boards and re-organizing old ones.

"The thanks of the board are due to the MacLean Publishing Co., of Montreal, for sending representative, C. D. Cliffe, to report this and other board meetings; also for printing the minutes of the last session, since distributed. Also the press of the province for the way in which they reported our sessions.

"In closing this report, I wish to thank the president for his very great assistance in the way of corresponding with different boards in connection with this annual meeting; W. L. T. Weldon,

corresponding secretary, and members of boards who assisted in supplying subjects, etc."

"A. E. SAUNDERS."
"Halifax, Aug. 16, 1910."

Correspondence was then read, including a letter from F. D. Black, as follows:

"W. L. T. Weldon, corresponding secretary, Maritime Board of Trade, Chatham, N. B.,

"Dear Sir.—Prof. W. W. Andrews and myself were, at the Halifax meeting of the board, appointed a committee to inquire into and report upon the effects upon prosperity which may fairly be credited to the traffic in intoxicating liquors. Prof. Andrews is in the western part of Canada and will be un-

port, and we do not anticipate being in possession of full information for this purpose until next year.

"I am writing this explanation and would ask you to read my letter to the board in case Prof. Andrews has not already made a report along similar lines."
"F. B. BLACK."

"Sackville, N.B., Aug. 13, 1910."

Withdrawal of St. John Board.

The following letter was received from the St. John Board of Trade:—

W. B. Snowball, President Maritime Board of Trade, Chatham, N.B.

Dear Sir:—In reply to your favor of 20th ult., our Board had not considered the question of again joining the Maritime Board for the reason that we had

Boards of Trade are concerned, are quite different. Many questions that affect one province do not affect the others; and furthermore many of the questions which Boards of Trade are interested in must come before the Legislature. In this respect the Maritime Board has but little influence, as the New Brunswick members can be of no assistance to their conferees from Nova Scotia or Prince Edward Island in matters affecting those Provinces, and vice versa. It is only on questions coming before the Federal Parliament on which we can unite. In these cases the other Provinces of the Dominion are usually equally interested, and to accomplish anything their co-operation is needed.

It seems to me personally, without speaking for our Board, that the only Board of Trade organizations which can be effective are Provincial Boards from which perhaps representatives could be nominated to constitute a Dominion Board.

W. E. ANDERSON,
Secretary.

St. John, N.B., Aug. 2, 1910.

Both of the above communications were laid on the table without comment.

THE AFTERNOON SESSION.

After dinner the Board resumed its sittings. D. F. McLean, vice-president, opened the session by referring in complimentary terms to the splendid address of the president. He had pleasure in moving the adoption of the president's address. C. E. Bentley seconded it. (Carried.)

The president announced that automobiles were at the disposal of delegates who wished to visit the big manufacturing industries of the town and neighborhood, including pulp mills, rossing works and lumber mills. Loggieville, a neighboring town would also be well worth visiting as several fine industries were located there.

Mr. Williams, of Moncton, was unanimously chosen auditor.

Freight Rate Reduction.

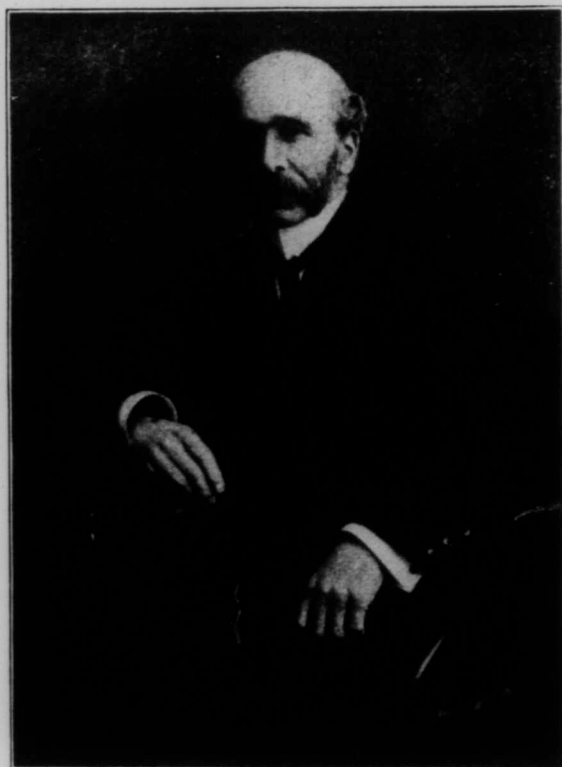
The question of the reduction of freight rates over the I.C.R. and government subsidized railways, and the advisability of the government taking over all such subsidized railways, was taken up by D. F. Hood, of Port Hood, C.B. He pointed out that the rates for passenger and freight service had been increased on the I.C.R. He found that any surplus in earnings went over to the general fund of the nation.

A resolution was moved by Mr. McLean and seconded by C. E. Bentley, the seconder urging that the latter part of the resolution with which the Board had already dealt with. Mr. McLean agreed to the suggestion.

Jas. Paton, of Charlottetown, P.E.I., thought no reference should be made to any surplus.

Captain Read, of Summerside, P.E.I., spoke in favor of the resolution as amended. He spoke of the government having abolished canal tolls. He said the talk of surplus on government railways was all clap-trap. None of these systems should pay.

Hance Logan did not think the passenger rates were excessive. He thought



JAS. PATON,

One of the Representatives from the Charlottetown, P.E.I., Board of Trade.

able to attend the board meeting at Chatham. Owing to business engagements I shall not be able to attend, so that we will not be able to make any formal report to the board. Through an oversight, this matter was not included among the subjects for discussion by the board, so that it is quite possible that no report will be expected this year. I may say that we have made very general enquiry among the employers of labor throughout the Maritime Provinces and have received a very great number of replies. We are also making inquiries from the other side of the question; that is, from those engaged in the liquor traffic. As yet we have received very little response from them. We wish to have a fair presentation on both sides of the question before making any re-

understood you would like to meet with us some day when you would be in our city. Your letter has now, however, been considered by our council and the unanimous feeling of those present was that, while they would like very much to co-operate with you and felt loath indeed to forego the pleasure of a visit to Chatham, they could see no good results to be accomplished by again joining the Board.

We have not, in the past, been able to see that the Maritime Board has accomplished much, if anything. The difficulty has seemed to be to find subjects general enough in character to be dealt with by representatives of the three Provinces, and yet personal or local enough to bring out a good attendance. The interests of the three Provinces, as far as

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Roads too Narrow.

W. B. Snowball, as a user of roads, both with autos and horses was most interested.

The great fault in New Brunswick was that the roads were far too narrow. He felt sure that any government expenditure would be welcomed which would help for better roads. He agreed that education was the need and recommended the committee idea and hoped the resolution would carry.

The resolution carried unanimously.

Mr. Nicoll then moved that a committee be appointed, including a representation from each province, so that the first resolution might prove effective. Captain Read seconded the motion and it was carried, it being left to the president to choose the committee.

Before bringing up the next question, Mr. Davidson offered apologies on behalf

perhaps local freight rates were excessive. He cited instances in his own town, of excessive freight rates. On the other hand, the freight for long distance hauls was very low. He would advise naming something specific in the resolution, such as mentioning the local freight.

Mr. Williams referred to the increased wages occasioned by union aggression, and hence the railways were compelled to increase their rates. He also pointed out that as a rule the rates were in no way excessive. He did not believe there was any real surplus on the I.C.R. He was treasurer of that road for years and he was in a position to know.

James Nicoll, Chatham Board of Trade, did not think their neighborhood was suffering. However if others were suffering, some way of helping them out could be arrived at.

D. A. Morrison did not think the freight rates of the I.C.R. were in any way excessive. He had businesses in three different points and found all the rates fairly reasonable. The only point he thought of was import rates which were excessive. Some isolated cases might be discovered but these should be dealt with in some other way.

W. S. Davidson, of Halifax, agreed with Mr. Logan that none of the general rates were too high.

Resolution too General.

W. B. Snowball, president, vacated the chair, asking the vice-president to take it. He thought the resolution was too general, and that the mover should have come with a tabulated list of the excessive rates, etc. He noticed one speaker said we should be able to run a railway as cheaply as they could in the United States. That was wrong. We had not the population and no railway could be run on the same expenses as in more populous countries. He would like to see the resolution changed so that details would be given.

Mr. McLean, the mover, then stated that he was possessed of data to prove his case, but had left them at home in error. He could see that the consensus of opinion was against his resolution and he was willing to leave the matter over until another year or to a committee. He would then be fortified.

"Whereas the freight and passenger rates of the Intercolonial Railway have within the last decade been materially increased which is inimical to the interests of the people of the Maritime Provinces.

"Therefore resolved that this Maritime Board of Trade urge upon the Government of Canada the necessity of reducing the existing freight and passenger rates."

Mr. Logan moved, seconded by W. S. Loggie in amendment, that this resolution be referred to a committee of three and a report made next meeting. (Carried.)

Messrs. McLean, Williams and Bentley were chosen as this committee.

Question of Good Roads.

"Permanent Roads" was the subject taken up by the Moncton Board. Mr. Williams dealt with the subject in the absence of Mr. Robinson, president.

He claimed that there was no system in vogue for looking after roads. Most of the supervision of these roads had been left to people who had little knowledge of what good roads meant. Autos and fine vehicles required better roads than old timers. Mr. Campbell, deputy

minister of railways, was known as "Good Roads Campbell." In Ontario very practical efforts were being exercised in good road building.

Good roads were vital to good life in business of all kinds. He referred to what motor leagues were doing in the other provinces. Lack of skilled knowledge was the chief fault in New Brunswick. He quoted from a magazine an item stating that immense sums were being spent in New York State.

The great point for good roads was drainage.

He gave details of the condition of the fine roads of France and Britain. Moncton's idea was that the co-operation of the Provincial Government could be obtained and skilled supervision, as well as some funds to make the main roads better. This meant that officers should be employed to see that whatever money was expended should be done wisely, and that repairs should be watched continuously. He hoped the meeting would support the resolution and give it consideration. The resolution was:

"Resolved that in the opinion of this Board it is advisable that the provincial governments of the Maritime Provinces take steps to provide for the establishment of provincial roads between the main centres of the several provinces with a view to having such roads established and maintained of a uniform and permanent nature.

"And further resolved that in the opinion of this Board such roads can best be established and maintained by having them withdrawn from the operation of the ordinary highway acts and placed under the control of a skilled expert or experts by each province."

Strong Plea for Action.

E. Rhodes, M.P., said the resolution was obvious. He traveled all over the provinces.

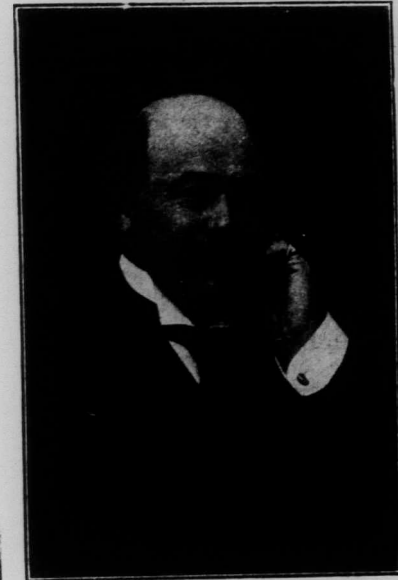
He did not believe there was a civilized country on earth, that had such poor analogies for roads as the Maritime Provinces. He had seen mud on the roads of Cumberland county nine inches deep, and at certain periods of the year, some farmers were practically marooned.

He was astonished that the Maritime people tolerated the road nuisance. If the Maritime Board did nothing else, but to begin a movement to help getting improved highways, it would be a grand blessing. (Applause.)

W. E. Bentley, of Charlottetown, said they had in P.F. Island practically just what they would have if the resolution passed and materialized. Still that system was not successful. "We have no money to build roads." is usually the cry. How are the roads to be bettered? Let the Board not stop at this, but go farther and get some means of obtaining money for the roads. Most people were unaware of the need of better roads. It was a matter of education. Why not arrange some means of educating our people?

Mr. Williams said certainly it was education that was necessary. He advised the utilization of the local press and that would be a beginning. Mr. Paton supported the resolution.

D. F. McLean thought they were all unanimous over good roads being desirable. He suggested that a strong committee be appointed to get an appropriation for roads.



W. B. SNOWBALL, Chatham, N.B., Retiring President of the Maritime Board of Trade.

of seven members of the Halifax Board who were detained at home unavoidably.

Quick Mail Despatch.

W. S. Davidson then submitted the following resolution:

"Whereas the Canadian Government pays a very large subsidy for the quick despatch of the English mails to Canada, specifying the speed the steamers shall be capable of, and whereas that portion of the mails for the Maritime Provinces, for the past two years have been subjected to very great delays at Rimouski and Campbellton, during the period from the opening of the Gulf of St. Lawrence route until the second daily through train is put on from Montreal to Halifax, thus defeating the object for which the subsidy is given.

"Be it therefore resolved that the Maritime Board memorialize the Government asking that arrangements be made for the next and subsequent seasons, for the immediate despatch of said mails and passengers by special train during the said period."

He dealt with the delays of mails at Rimouski and other difficulties which were embodied in the motion. There was

no special train bringing mails east from Rimouski in summer, while there was a special for the western mail.

Captain Read in seconding the motion said he felt sure more attention should be paid to special trains bringing mails to the east. There was a ridiculous excuse made by one government department to another that they could not afford a special train, etc.

J. L. Stewart, of Chatham, thought that Dr. Robertson's reference to the political efficiency was right as the people got very little to benefit them. He cited a case where a woman from Chatham was detained at Rimouski 24 hours. He heartily endorsed a resolution that would give the public a service they deserved.

The motion was carried unanimously.

Want More Attention.

L. E. Rhodes spoke on the necessity of greater attention being paid to the Maritime Provinces by the Department of Immigration at Ottawa.

He believed a great deal of the tendency of ruination to the Maritime Provinces was that more attention was paid to politics than to the country. It was a delicate matter for himself perhaps as a Tory politician to discuss these questions, but there was in fact no element of partizanship in this matter. He then read a few notes on the beauties and area of the provinces. Mr. Rhodes did not agree with the Lieut.-Governor that the stream of immigration could not be diverted. He believed it could be diverted and they should do it. He quoted an interview given by Beckles Wilson, English journalist who said that in the Dominion Government offices in the Old Country scarcely any data was available about Nova Scotia.

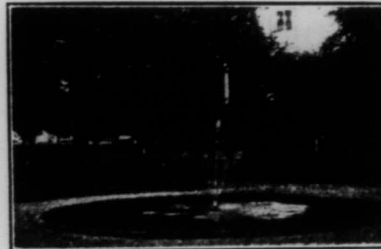
"According to the census of 1901 the population of the Maritime Provinces amounted to 893,953 and of this number all but 14,732 were British born; that is to say, all were British born except 1.6 per cent. and of all the total Maritime population, 93.1 per cent. were born in the Maritime Provinces. Mention is made of this fact to show that it has been little if any disturbed by immigration. Comparing the area of the Maritime Provinces with that England we find Maritime Provinces 51,163; and England 50,903 square miles. Yet England has a population of 605 per square mile and the Maritime Provinces 17 persons per square mile; that is to say, England, with the same area has from 16 to 17 times more people. The significance of these figures, having regard to the future possibilities of this country, must be readily perceived; because in every respect the Maritime Provinces compares favorably with England. Our climate perhaps is not so equable, but we have the advantage in moisture and in quantity of sunlight enjoyed; while comparing our climate with that of Scotland, we perhaps have the advantage in every respect. In natural wealth it is fair to say that we are at least equal in every way.

"To my mind, in many respects we have superior resources. Our soil in many places is of unequal fertility. Under a similar system of cultivation to that employed in England, our fields would yield as plentifully as the richest in England. A practical demonstration of this fact has been afforded in many portions of the provinces. Our average hay crop, with interior cultivation, is the equal of that of the British Isles.

Wheat for example, when carefully and properly cultivated, has been known to yield from 40 to 50 bushels to the acre. The fruit growing possibilities of these provinces have been amply demonstrated. For example in the year 1907, one-sixth of the total exports of apples from North America to the United Kingdom went from Nova Scotia alone. Our timber resources are well known. Our mineral wealth shows almost boundless possibilities. Our coal deposits are practically inexhaustible and each year new areas are being discovered. Iron is little less plentiful than coal. The recent developments in Albert County give every promise of an abundant yield of oil and natural gas. We have gold, silver, lead, manganese and copper. Our fisheries are a great source of wealth and each year grow more profitable. In view of these facts, it must be abundantly evident that we have room for more people and that we would be more prosperous with a larger population.

How to Get the Capital.

"The great question is, how are we to increase our population and thus add to our wealth and prosperity? Could the



Elm Park, in Chatham, N.B.

fact be brought home to the possessors of Old Country capital that we have these tremendous resources, located a full day's journey nearer to them, I believe that a portion of the stream of capital yearly flowing into the Dominion could be turned our way. The time at my disposal and the intelligence of the body which I have the honor to address forbid me to enlarge upon the benefits which would accrue to these provinces by reason of immigration or the influx of new capital and I think I can fairly assume that the sole question for us to consider is how it is to be secured.

Up to Federal Government.

"In view of the limited resources at the command of the local governments and the fact that the Dominion Government has ample funds, it does seem to me that it alone is the proper agent to bring about this much desired result. A prosperous and contented settler in the Maritime Provinces is as great an asset to Canada as is one located in any of the Prairie Provinces. Then again, the Dominion Government has the machinery at hand and in working order. With little extra effort attention could be paid to securing immigrants for us in common with the whole Dominion. As a business proposition I hold it is the duty of the Dominion Government; as a matter of justice, it is much more so. In the earlier years of Confederation we paid our full portion of the price of confederation in the securing of the addition of the Province of Prince Edward Island and British Columbia and of the acquisition of the North West Territories. We sent

our men to fight the country's battle during the North West Rebellion; a share of our money went to the building of the Canadian Pacific and more recently to the Grand Trunk Pacific and I firmly believe that we have not in these Maritime Provinces received a fair return for the resources and energy we have expended in the upbuilding of what should be our common country.

"In fact we have been hewers of wood and drawers of water for the whole Dominion. For years an advertising propaganda has been carried on in Great Britain and elsewhere, partly with our money and the fruits have gone towards the building up of other provinces. If this alone were the result, the condition would be regrettable, but by reason of this advertising and the consequent development of the Prairie Provinces our own sons have become unsettled and we have found it difficult to hold our own. It does to me seem extraordinary that all of these years we have remained quiescent while for a period of six months each year a constantly increasing stream of immigration has been passing through our ports of St. John and Halifax and we have hardly lifted a hand to help divert some of it, which is I believe rightly ours.

Themselves to Blame.

"No blame is to be attached to the Dominion Government. I believe we have nobody to blame, if blame there be, but ourselves. The condition thus crudely pointed out is apparent to outsiders."

He then quoted from an interview given recently by Beckles Wilson, journalist and author, to the Amherst Daily News.

"I would suggest," he said, "that an active committee of this Board be appointed to gather statistics and to put the issue in concrete form, acting if possible in conjunction with representatives of the Provincial Governments; and when the matter assumes practical form that it be laid before all the Maritime members of parliament in convention, to the end that the attention of the Dominion Government may be demanded in Parliament."

The following resolution was moved by E. Rhodes, and seconded by H. Logan:

That this Maritime Board of Trade demands that more attention be paid to the Maritime Provinces by the Immigration Department at Ottawa to the end that these provinces may receive their fair proportion of immigrants coming to Canada.

And further that a copy of these resolutions be sent to the Maritime whips at Ottawa, with the request that the matter may be vigorously dealt with in parliament.

Hance Logan said there was one need that struck him forcibly and that was that the Government of Canada should be reminded that there was an east as well as a west. He did not envy the west. He wanted to know what was practical in this matter. Referring to his farming operations he found it almost impossible to get farm help. He would like to see the intelligent small farmers of central and north of England, of Ireland and of Scotland.

He found the British press was loud in praise of the Maritime Provinces. He did not believe there was a man in the immigration department in London who knew a single thing about the Maritime

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Provinces. They all lived, moved and had their being, west of Winnipeg.

He suggested that Mr. Rhodes' resolution be brought before the whips at Ottawa, so that something should be done for immigration in the provinces.

Holding What They Had.

Mr. Bentley, of Charlottetown, said that while he admired the resolution they ought to devise some method of keeping their young people from leaving the provinces. That was more vital than getting new people.

He found some of the immigrants from England were unsatisfactory. They were too slow and were unaccustomed to maritime methods of farming. The farmers on the Island who were making money were those who utilized all the products of their land to feed animals and poultry.

English immigrants had come over to the island and some had returned disappointed. It was therefore necessary that all immigrants should be told exactly the conditions existing out here. Every detail must be supplied and then some satisfaction might be obtained.

James Paton said he had gone to meet some of these immigrants. They were good people. No farms had been selected for them and farmers having land to sell, certainly did not lower their prices.

He was glad to say that the majority of the immigrants were delighted with the island. Only a small percentage had been disappointed. He often asked westerners if they were happy in the west. Ten out of twelve told him that they were not pleased with the west. Any man who lived in the beautiful east, and who denounced the provinces, ought to be put in the penitentiary.

He paid a glowing tribute to the provinces and was loudly applauded.

Municipal Indebtedness.

"Municipal Bonded Indebtedness" was the next subject. It was brought forward by the Moneton Board. Mr. Williams referred to the terrible fire at Campbellton, a happy and prosperous town of about 6,000 inhabitants, which in a few hours was a heap of ashes, only 7 or 8 homes being left of what was a busy, thriving place.

"St. John, Quebec, Hull, Windsor and other towns have had their conflagrations," he said, "entailing great destruction of property, but in their cases the destruction was only partial. Larger portions of those towns or cities were saved, and many of their industries untouched, while in the case of Campbellton all were swept away, making the disaster complete.

"Like most modern towns, Campbellton had its water supply, sewerage system, schools, etc., in payment for which a bonded indebtedness of some \$300,000 had been incurred, with an annual interest charge of \$13,000. With the destruction of the town default had to be made on 1st inst. of payment of the half year's interest on the bonds; and the town is now supplicating the Dominion and Provincial governments to take care of the interest charge, the Dominion \$8,000, and the Province \$5,000, of the amount, for a period of 15 years, or at least until the town is in a position to assume the interest again.

"Now what has been the fate of Campbellton may at some future time be the fate of Chatham, Newcastle, Moneton or other Provincial towns given the same conditions.

A Remedy Suggested.

"Such being the case, it behooves the business men of these Provinces to give the subject consideration and if possible make provision to meet contingencies of this character. It appears to me that this could be done in the most effectual way by the Province guaranteeing the principal and interest of municipal and school bonds issued under Acts of the Local Legislature. At the present time school districts and small municipal bodies little known in financial centres have to issue bonds bearing a larger rate of interest than those of large centres better known to the financial world, and yet the smaller municipality may be much better security for repayment of the loan than a larger municipality swamped with debt. The Provincial guarantee would tend to place all the municipalities on an equal footing, and enable them to secure loans on much better terms.

"The guarantee fund could be accumulated by setting aside from the proceeds of each loan bearing the Provincial guarantee $\frac{1}{4}$ or $\frac{1}{2}$ of one per cent. of the principal sum, to be invested and interest added half yearly or yearly. At the maturity of each loan if no call had been made on the fund by the municipality the amount at credit would be paid over.

Would Enhance Bond Value.

"As the Provincial Government's guarantee would enhance the value of municipal bonds more than the $\frac{1}{4}$ or $\frac{1}{2}$ of one per cent. taken for the guarantee fund, the guarantee practically costs the municipalities nothing.

"If a disaster as far reaching as the Campbellton one occurred in future the guarantee fund could be drawn upon to pay the interest charges until the municipality was in a position to assume its interest charges again, and the money thus advanced would be recouped by the

guarantee fund by assessments spread over several years.

"In view of the destruction of the security and the default in payment of interest in the case of Campbellton, it appears to me that provincial towns and cities will in future have a difficulty in floating bonds on as good terms as in recent years unless some satisfactory guarantees can be given.

Sinking Funds.

"Going carefully over the returns issued by the New Brunswick legislature of the bonded indebtedness of towns, cities, and counties, I find that in earlier years the provision relating to sinking funds for paying off the bonds in part or whole at maturity did not obtain, with the result that bonds aggregating upwards of \$3,000,000 will have to be renewed in full.

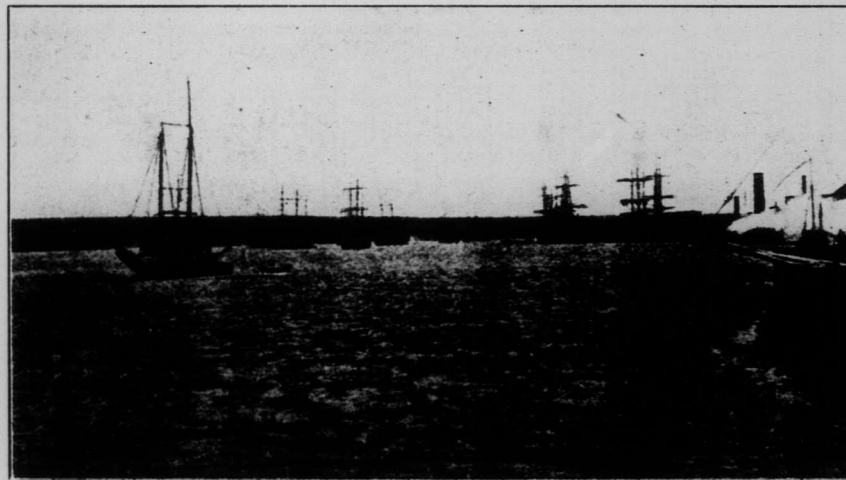
"In Nova Scotia better provision has been made with respect to sinking funds, but there one of its towns is \$34,000, and another \$9,000 in arrears with these funds.

"Besides the fact that amounts for sinking funds are assessed annually is no guarantee that the amount will be there at the maturity of the bond. When a re-organization of the finances of St. John city took place a few years ago it was found, I think, that several of the sinking funds had been encroached upon to meet emergencies; and I am told that in the case of Campbellton the assessments had been made annually, but the amount treated as current revenues and used to pay current expenses. What has happened in these instances has no doubt occurred in other municipalities as a full investigation, if had, would establish.

More Direct Control.

"A Provincial guarantee would carry with it of necessity a Sinking Fund for each loan and government management of the Sinking Fund.

"From the fact that the New Brunswick government has been called upon to come to the assistance of Campbellton in the way of paying its interest for a term of years seems to me to make the present an opportune time for



Shipping at Chatham, N.B., where the Convention was held.

the several Provincial governments to review the situation with respect to Municipal Bonded Indebtedness and in the interest of the municipalities take a more direct control and supervision of the bond issues."

The following resolution was presented:

"Whereas the almost total destruction of the town of Campbellton by fire has removed to a large extent the security on which bonds to the extent of some \$300,000 have been issued and has placed it out of the power of that municipality for a number of years to pay the interest charge on same, necessitating an appeal to the Dominion and Provincial governments to assume for a lengthy period the payment of that charge;

"And whereas this disaster may prejudicially affect the sale of municipal bonds in future;

"Therefore be it resolved that it is the opinion of this Board that all future issues of municipal bonds, city, town or county, under authority of the local Legislatures, shall be guaranteed by the special provincial governments, both as to principal and interest; and that a guarantee fund be provided by each province from the proceeds of sale of such bonds to meet calls upon them arising from extraordinary emergencies similar to the Campbellton fire."

Captain Read said the Islanders would never stand for that resolution.

D. A. Morrison spoke in favor of memorializing the government regarding the regulation of bonded indebtedness.

The government should keep a stronger check on the lending of money to towns, etc. The borrowing was an easy matter on bonds and this step if evolved properly would be highly beneficial to the Province.

The following committee was selected by the president to place the matter of good roads before the respective governments:

New Brunswick—F. W. Sumner, F. B. Black, D. P. MacLachlan.

Prince Edward Island—Jas. Paton, J. E. Birch, Captain J. Read.

Nova Scotia—C. E. Bentley, H. A. Logan, A. M. Bell.

The nominating committee was appointed as follows: W. E. Bentley, E. W. Jarvis, C. E. Bentley, Jas. Nicol, Thomas Williams. They were instructed to select officers for ensuing year and report at Thursday's session.

P. E. Island's Problem.

D. W. Bentley then voiced the subject of the Charlottetown board. He detailed many of the difficulties of the Island in the way of transportation. He suggested that a committee should be formed of representatives of the different Provinces who would go before the government, with the claims of the Island. One means of benefiting the different

provinces, and of enlarging the efficiency of the Maritime Board was to have a vigorous committee appointed.

Jas. Paton spoke in favor of Mr. Bentley's suggestion and he was sure if the board made it a point of staying with the government till they got what they were after, it would be a blessing to all concerned.

The president called attention to the resolution regarding the betterment of steamship service, which was passed last year, should be reaffirmed as he had a man in sight who was most likely to do something in the way of establishing a service from Chatham to Charlottetown, Summerside and other points. Mr. Bentley said he would be willing to move that the resolution of last year re the steamship service should be reaffirmed.

D. A. Morrison said the resolution looked ridiculous. Few boards would undertake to pay their expenses to Ottawa. The president said the resolution was already carried, but that Mr. Bentley was willing to reconsider it as long as necessary.



HOTEL TOURAINE, Chatham, N.B.,

Where the Banquet given by Lieut.-Governor Tweedie was held.

F. W. Sumner thought a resolution ought to be made to make an appropriation for defraying expenses.

W. S. Loggie thought a committee could be formed of members of Parliament and no outlay would be necessary.

C. E. Bentley also thought the expense part of the resolution was absurd as the board had no funds to send any committee anywhere.

Should Back Up Resolutions.

D. W. Bentley remarked that the whole question was one of expense. If representative business men could not afford to pay expenses to Ottawa then the institution was of little importance. Last year St. John men said the board was engaged in resolving and it looked that way to him. Surely there was some way of finding the money to back up the resolutions. The expense was an overwhelming thing and so they would eliminate the expense clause.

W. H. Edgett agreed with Mr. Bentley, and that matter of expense was the

crux of the situation. Some means of backing up these resolutions must be devised. He agreed also with Mr. Loggie, and suggested a committee of five members of Parliament.

Mr. Davidson said the Halifax Board was paying \$60 of the Maritimes Board's revenue and any extra expense would be turned down.

H. Logan sympathized with the resolution and as an experienced parliamentarian he could not agree with Mr. Loggie. There would be no force like the small committee, which would go to Ottawa or elsewhere, much in earnest about the work. Mr. Bentley's resolution re expense was not safe. It would tend to lessen the membership. The president of this board owes the members something. He should be able to go to Ottawa and put the case before the members. He suggested that Mr. Bentley give a notice of motion re the expense side. If the president would not pledge himself to go to Ottawa then they would refuse to elect him.

D. F. McLean, vice-president and by usual order president elect, jumped to his feet and said he agreed with Mr. Loggie in full.

Mr. Bentley then changed his motion as follows:—

Resolved, that the Council of the Maritime Board of Trade be authorized from time to time to appoint a special committee to present to the respective Departments of the Government of Canada such matters advocated by the United Board as are under Federal control.

Moved by W. E. Bentley—seconded by Jas. Paton.

Banquet to the Visitors.

On Wednesday evening His Honor Lieut.-Governor Tweedie gave a magnificent banquet at the Hotel Touraine, in honor of the Maritime Board. The dining room was tastefully decorated, and the menu was of the kind that produces good appetites.

His Honor presided. There were a number of short witty speeches and some long ones. The principal toasts were the Dominion of Canada, the Maritime Board and United States. The occasion of the toast to President Taft was the presence of Mr. Adams, of New York, as guest of Mr. Tweedie, and to which he responded.

The speakers included W. S. Loggie, M.P., E. Rhodes, M.P., H. Logan, ex-M.P., D. F. McLean, and W. B. Snowball, the president.

W. F. Sumner proposed a toast to the Lieut.-Governor with a vote of thanks which was heartily presented. His Honor gracefully replied.

St. John Board of Trade would most likely have been interested in some of the speeches, as they came in for some criticism.

Good singing, accompanied by an orchestra, combined to make a great success of a signal honor to the visiting

delegates. The excellent arrangements made for the banquet were creditably carried out in the capable hands of the Governor's A.D.C., Lieut.-Col. J. D. B. F. Mackenzie.

THURSDAY MORNING SESSION.

The president called the meeting to order at 9.30 when Bonded Indebtedness was the continued subject.

Capt. Read considered that Prince Edward Island could not be induced to take up the matter. If he thought that it would benefit Campbellton or any other town should a similar disaster occur he would assist the matter in every way. He considered that some scheme of municipal insurance could be worked out on a very low rate.

The president proposed a resolution of sympathy for the people of Campbellton.

Regarding the question he (the president) considered it too large to determine quickly. He thought that perhaps Moncton would withdraw it from the present session and give notice it would be brought up at the next.

Mr. Williams considered that the matter should be taken at once, but if desirable would give notice of motion as suggested by the president.

Mr. Bentley (Truro) considered it a very important matter. He thought that if the governments could be induced to guarantee the bonds the scheme would be a good one but feared the political aspect in the matter.

Capt. Read (Summerside, P. E. I.) moved the following resolution:

"Whereas, the local freight rates on the Government Railways are in many cases exorbitant, and

"Whereas, the freight rates on goods to and from Prince Edward Island and points on the mainland served by the Government railways are subject to three short haul rates which, when added together, puts the Island province of far removed from the consumers and producers of the sister Maritime provinces in point of cost of transportation as is Ontario, and

"Whereas, the people of the Maritime Provinces freely and generously submitted to the abrogation of canal tolls for the benefit of the Maritime Provinces, including Ontario and Quebec.

"Be it therefore resolved, that the government of the Dominion of Canada be urged to so readjust the rates on the Intercolonial Railway and Prince Edward Island Railway and connecting links as to relieve the unequal burden of transportation suffered by these Maritime Provinces so as to give one long haul rate between points in the Province of Prince Edward Island and the mainland, conforming in a reasonable degree with the long haul rates obtaining on carriage from points in Ontario and Quebec."

This was seconded by D. F. McLean and carried. Capt. Read explained the short haul rates that P. E. I. was obliged

to pay and claimed the Island was paying too much in proportion to the other provinces. He made an emphatic speech saying that the East had done a great deal for the West and it was time that the Maritime people got some consideration from the government.

Killing of Sheep By Dogs.

"Dog nuisance in regard to sheep raising," then came up, being brought forward by Bear River, N.S., board.

Mr. Williams explained the damage dogs had done to sheep-raising in his territory near Moncton. He moved the resolution as it appeared on the agenda paper as follows:

"Whereas, sheep-raising was formerly a very important industry in the farming districts of the Maritime provinces;

"And whereas, there is being a largely reduced number of sheep raised than formerly and the reason given for this unfortunate condition is that the ravages of dogs make sheep-raising practically prohibitive.

"Therefore resolved, that the provincial government be urged at their next session to take this matter into consideration and place a suitable tax upon all dogs in the provinces, with the expectation that this course will cause the disposal of many destructive animals.

"It is further resolved, that the several Boards of Trade in these provinces and the Maritime Board of Trade be requested to unite with this board to support this movement in urging this course upon the said Legislatures, and also that the several governments be urged to encourage as far as possible the raising of sheep."

C. E. Bentley spoke in favor of the resolution, and said there were good opportunities for profitable sheep-raising in the provinces.

D. F. McLean handled over a thousand sheep in a year and he sympathized with the resolution.

J. Nichol spoke of the advanced price of lamb and mutton generally.

Relations with the U. S.

"Better trade relations with the United States," was taken up by the Summerside P. E. I. board.

Captain Read led the debate. He said the leader of the Federal government had pronounced his policy in favor of better trade relations already and there was little use of passing the resolution. He believed that reciprocity would be a great blessing for the Maritime provinces, that was provided it was satisfactory and on natural products only. The reason that they had put this subject on the list was because Montreal and other cities had passed resolutions denouncing reciprocity in any form.

He mentioned the unique suitability of potatoes for food and especially were the provinces suitable for growing potatoes.

He spoke at some length pointing out his reasons why reciprocity would be a benefit. He remembered the old reci-

procity treaty with the United States. Trade had never been so good since. The population of the Island doubled. Everything was more prosperous. It was simply marvellous the new life that the treaty put into the Maritime Provinces. The time to make a treaty was when the makers were independent.

Mr. McArthur, of Summerside, supported Captain Read.

D. W. Bentley read some extracts from the daily press, showing that the matter in the resolution was already arranged by the government.

Captain Read said he thought perhaps it was as well to let the resolution drop.

"The protection of inlet and coastal fisheries and the encouragement of the fishery industry" was dealt with briefly by D. F. McLean, Port Hood. He decided, owing to the complexity of the subject, he would leave it over for another meeting.

Protection of Resources.

E. W. Jarvis, Yarmouth, then brought forward the following resolution which was carried:

"Whereas, the conservation of its Natural Resources is of paramount importance to every country, and

"Whereas, the Maritime Provinces possess in their forests, their water powers, their sea fisheries, their inland fisheries, and their game animals and birds, very valuable resources, which have been more or less diminished by unwise and often selfish exploitations, and together, puts the Island province as vast increase, and

"Whereas, it is a matter of notoriety that in many districts the enforcement of the laws designed for the conservation of the said resources, and especially those relating to the fisheries, has been so wilfully neglected as to have become more or less a farce, and

"Whereas, protecting our country from the ravages of individuals or corporations who, under the pretence of using vested interests may be persisting in courses which must eventually work more harm to it than would its occupation by a hostile army. Is not socialism but the first duty of patriotism?

"Therefore resolved, that in the opinion of this Maritime Board of Trade, much more attention should be given to the protection and development of all our natural resources than they at present receive, keeping in view the great benefit the country will receive from each advance toward the finished product in manufacture within the Maritime Provinces of the products of the said resources, and that all laws on the statute books, designed for their conservation, should be strictly enforced without fear or favor, and that party politics, in or out of Parliament, should not be allowed to interfere with the preservation of our natural resources."

Mr. Jarvis dwelt upon the importance of the conservation of natural resources. He referred to neglect of fishery laws.

In connection with sea fisheries Yarmouth was near, in fact the whole of Nova Scotia was near to the big market of United States. Violations of fishing laws were common, especially the lobster laws. He dealt with many other re-



T. WILLIAMS, Moncton, N.B.,
The Newly-appointed Secretary of the Maritime Board of Trade.

sources and went fully into the question so elaborately detailed in the resolution.

W. S. Loggie said the fishery question was one that required some explanations. It was a tremendous subject. Commissioners have sat and discussed protection to the lobster industry. Perhaps Mr. Jarvis was unaware that a government committee had agreed to repeal the lobster laws as to size limit, excepting St. John County and Charlottetown. The live lobster trade was a big factor. He referred to Captain Wakeham who had taken evidence regarding the live lobster catch. He recommended that the canning industry be abolished west of Halifax and the size limit of lobsters be nine and a half inches.

The department authorized inspectors last year to measure lobsters. The result was that it was recommended to abolish the size limit with the exceptions noted. He thought the Federal Minister's hands should have been strengthened by resolutions from local boards of trade. A great amount of time had been given by the government to the lobster question. He believed that after January, 1911, some new laws would be enforced by the government, regarding catching lobsters in the spawn.

Mr. Jarvis said what was wrong with the fishery troubles was the same as in the case of the roads—it was party politics. What Mr. Loggie said emphasized more than anything else that they must see to it that legislation be enforced to protect all natural industries.

Mr. Jarvis read a telegram from the Yarmouth Board of Trade asking that the next meeting should be at that place.

To Moncton Next Year.

Mr. Williams invited the board to Moncton. He was supported by Mr. Edgett who urged that the meeting should be held in New Brunswick.

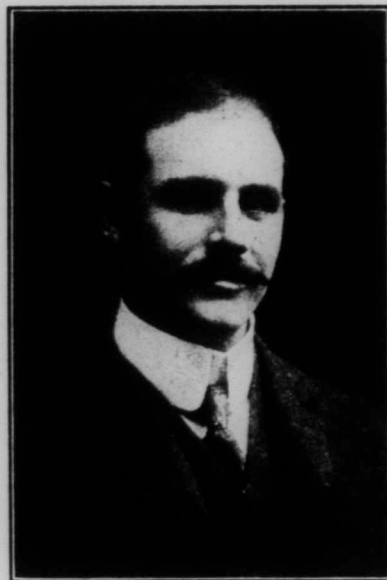
D. F. McLean offered his invitation to Port Hood.

H. Logan said he would like to have the board meet in Amherst but he recommended that Moncton for special reasons be selected as the next meeting place. Mr. Logan made a motion to this effect, and was seconded by Mr. Jarvis, and it carried.

New Officers Elected.

The nominating committee then made its report as follows:—

President, W. F. Sumner, Moncton, N.B.; first vice-president, Capt. Augustus Cann, Yarmouth, N.S.; second vice-president, James Paton, Charlottetown;



R. A. SNOWBALL,
Mayor of Chatham, N.B., who Extended a Cordial Welcome to the Delegates.

corresponding-secretary, Lea B. Read, Moncton; secretary, Thos. Williams, Moncton.

This report was adopted.

It was decided that letters should be drafted to the different affiliated boards asking them to reaffirm the resolutions passed at the Maritime board.

D. F. McLean moved, seconded by Captain Read that votes of thanks be accorded the Chatham Board of Trade, the Mayor, and the Press generally for all courtesies.

Captain Read referred to the sacrifice made by D. F. McLean, 1st vice-president in giving up the presidency under the circumstances.

There were many peculiar circumstances which made it necessary to have the board's chief officers come from New Brunswick.

Mr. McLean said he was only too delighted to make the sacrifice in favor of the Maritime Board.

The president paid a compliment to acting secretary Saunders, of Halifax.

A vote of thanks was tendered Past President W. B. Snowball. It was moved by W. S. Davidson seconded by J. Paton.

Mr. Sumner, who had been absent for a time was found and absolutely declined the position of president of the Maritime Board of Trade. He could not undertake the position in justice to the board and he did not think he would be in Canada next year. He appreciated the honor.

The nominating committee was called upon to get together and select a new president. They returned shortly with a new man chosen, in the person of Captain J. E. Masters, of Moncton, in the place of Mr. Sumner.

Motion to Raise Fee.

Mr. Bentley, of Charlottetown, gave notice of motion that next year the fee be raised to fifty cents per capita.

The board of delegates rose in a body and sang "He's a Jolly Good Fellow," in honor of the retiring president, W. B. Snowball.

Mr. Snowball replied briefly saying he had done his best to promote the interests of the board.

New President Takes the Chair.

Captain Masters, the new president was called to the chair.

He appreciated the unexpected honor and said that whatever time he could



A. P. WILLIAMS,
A Chatham Alderman, Member of the Board of Trade, and Chairman of the Entertainment Committee at the Convention.

give to the board would be freely at its disposal. He had taken part in founding the first Board of Trade in Moncton. He believed with the assistance of the other officers that great work could be accomplished in the next year. The

board would go on to bigger things, and he hoped that all the big boards would come back again making one big, harmonious success.

Hance Logan made a speech of compliment generally on conclusion, noting that a fine set of new officers were chosen; better, bigger subjects were dealt with and a splendid new life seemed looming up for the Maritime Board of Trade. He believed they should unite to make Moneton meeting the best on record. He moved, seconded by Captain Read that a vote of thanks be put on record to His Honor, the Lieut.-Governor, for his splendid banquet given Wednesday evening.

On Thursday afternoon the Chatham Board of Trade took the visitors on a delightful trip down the Miramichi River. Refreshments, music and speeches lent an attraction to the outing and the members and guests returned to the city, pleased with the open-handed hospitality of the Chatham officials.

The Financial Position.

The report of T. Williams, auditor showed the following:

RECEIPTS.	
1909.	
Aug. 19—Bal. on hand	\$ 55.60
Aug. 19—1909 Subscription collections	21.00
1910.	
Aug. 17—1910 Subscription collections	179.50
	\$256.10
EXPENDITURES.	
1910.	
Salary Sec., C. M. Creed	\$ 75.10
General expenses	97.96
Cash in bank	\$77.59
Cash on hand	5.45
	83.04
	\$256.10
Subscriptions paid since opening of meeting ..	27.00
Unpaid subscriptions ..	72.20
Cash on hand & bank	83.04
	\$182.24
Salary to acct of Sec. ..	75.00
Total resources	\$107.24

HEARD ON THE SIDE.

Captain Read is the greatest master of hundred million figures that ever happened. He was a splendid force at the meeting and also at the banquet. It was a pity that some of those speeches at the banquet could not be published verbatim. Some of the speakers would never believe they said it.

The Snowball family seemed to be in pleasant evidence. R. A., the mayor, was waiting on the guests on the steamer like a hero. He is a fine example of a good

fellow and his brother, the past president of the board, had hard work keeping up with him.

Mr. Benson, of the Commercial, is a princely entertainer and was a power of help to President Snowball in the way of driving guests about the pretty places every day.

Colonel Mackenzie, A.D.C. to the Lieut.-Governor, is also one who deserves great praise for his thoughtful carrying out of the Governor's wishes not only at the banquet, but in every little detail.

Moneton next. President Masters is a strong character and he is promising great things. Although Moneton is inland, they have many attractions that are sure to please.

Hance J. Logan and E. Rhodes the M.P. for Cumberland, were fine representatives and livened up everything by their speeches and knowledge of parliamentary procedure.

Secretary Saunders, of the Halifax board, won golden opinions. He is an experienced organizer and deserves credit for taking over the work of the late lamented Charles Creed at short notice.

The St. John board sent a strong letter but not one word was uttered aye, yes or no and this was the finest of taste. If any member of the St. John board were present, he would surely have admired the attitude of every one of the delegates. No unkindness was heard, no extravagant speeches—in fact, just silence.

D. B. Bentley, of Charlottetown, is one of the ablest young men who ever addressed the board. His speaking ability ought to find its appreciation in some good parliamentary honor.

W. B. Snowball is the most fluent speaker in Canada, it is said, outside of W. S. Fielding and others, but he speaks at the rate of 200 words a minute and says something all the time. They say he is to be the next candidate for political honors in the Federal House. Who knows?

W. S. Loggie is a cool deliberate speaker and as M.P. for Northumberland and a descendant of one of the finest old Scotch families in Canada, and whose great grandfather founded Loggieville, acted with the greatest modesty. Chatham has some fine business men. All speakers.

Lieut.-Governor Tweedie was voted a princely entertainer and the Maritime board certainly was never more royally entertained.

Those Who Were There.

NOVA SCOTIA—Port Hood, D. F. McLean; Amherst, D. A. Morrison, H. J. Logan, ex-M.P., E. N. Rhodes, M.P.; Truro, C. E. Bentley, G. A. Hall; Halifax, W. S. Dondsan, E. A. Saunders; Yarmouth, E. W. Jarvis; New Glasgow, C. E. McLaggan; Bridgewater, Dugald Stewart, D. L. Fraser.

NEW BRUNSWICK—Chatham, W. F. Cassidy, D. P. McLaughlin, W. S. Loggie, E. C. Macleod, W. B. Snowball,

W. L. T. Weldon, J. L. Stewart, James Nichol; Moneton, T. Williams, H. B. Gordon, E. McCarthy, C. W. Robinson, F. W. Sumner, W. H. Edgett, J. E. Masters, S. L. T. Harrison; Newcastle, D. Morrison, E. A. McCurdy.

PRINCE EDWARD ISLAND—Charlottetown, James Paton, W. E. Bentley; Summerside, Capt. Jas. Read, Messrs. Creel and MacArthur.

A Pen Picture of Manitoba Crops by a Staff Traveler

By M. Moyer.

When I reached Manitoba about seven weeks ago I traveled for several weeks in the southern part of it. From the appearance there, it would lead an eastern man who is used to small things to come to the conclusion that the entire western wheat crop was a failure.

Notwithstanding the fact that for at least a hundred miles, the crops were burnt up from the excessive heat and drought, this sinks into insignificance when you travel through hundreds and hundreds of miles of prairie where, in some places, the crops are excellent and on the whole are fairly good.

While there are localities here and there for miles in southern Manitoba that are looking well, the most of it is not worth cutting until you get west of Souris and then it gradually improves. When you reach Regina you find one of the best crops they ever had. Again from Regina all along the main line of the C.P.R. east as far as Portage La Prairie or in fact to Winnipeg there is comparatively little grain that will not be cut.

It may also be a surprise to those who are not familiar with the western conditions that even in southern Manitoba all along the railway lines there are thousands of acres which never have been touched with the plow.

With all the drought in many parts, the district north of Portage La Prairie to Gladstone and farther north has had plenty of rain and the crops are above an average yield. Binders are busy and what a few days ago was a vast sea of wheat is now changed to countless shocks which are again rapidly disappearing to build up the stacks ready for the thrasher. All through to Neepawa and Minnedosa, the place from which I am writing, the country is in good shape, the farmers are busy, and the merchants look forward to a good fall trade.

BUSINESS OPPORTUNITY.

FOR SALE—The best general business in best agricultural and manufacturing village west of Toronto. With exceptionally clean, full stock. Turnover \$25,000, stock \$10,000, few fixtures. Long lease, low rent, spacious store, ample storage. Box 361, CANADIAN GROCER, Toronto. (35p)

Chatham, N.B., an Important Industrial Centre

Has Splendid Shipping Facilities — Lumbering is the Most Prominent Industry—A Delightful Residential Town.

Staff Correspondence.

Chatham, N.B., Aug. 26.—Chatham, where the Maritime Board of Trade held its sixteenth annual meeting, is the largest town in the northern half of New Brunswick. It is admirably located at the threshold of the Miramichi, tapping the largest lumber producing region of the province. It offers good facilities for all industries directly or indirectly allied to the trade.

Chatham has fine deep water facilities and when the deep dredging is complete it will be a port worthy of call for the largest ocean traffic. In fact in the exportation of lumber and other kindred products, including pulp-wood, Chatham has risen to be the third largest exporting port of New Brunswick, and in this special line is surpassed only by the commercial capital of the Province—St. John.

The population is only six thousand, but the variety of manufacturing plants located in the town is so great that one would think it had four or five times the population. Within a radius of two miles of the town there are two large pulp mills—The Miramichi Pulp & Paper Co., and the Dominion Pulp Co.'s mill, employing the year round four hundred men. Four lumber mills, including the J. B. Snowball Co.'s plant, the Miramichi Lumber Co.'s saw-mill (formerly the Hutchinson mill), the Damery & MacDonald's mill, and the Lyman mill, operated by the J. B. Snowball Co.

Two wood-working factories, those of the John A. MacDonald Co. and Walsh Bros., have large outputs and are to be further extended and equipped.

The Miramichi Lumber Co. also operates two large rossing-mills, the output of these mills being so large that a pulp mill is employed requiring twelve hundred men.

Directly opposite the town is the shingle mill of Turnbull and Monroe; and right in the town itself are two foundries—The Miramichi Foundry & Machine Works and the Miller Foundry.

In addition to these the W. S. Loggie Co. own a fish packing and canning factory, as well as a freezing plant. The fishing industry upon which this and other canneries depend for their supplies is also of great importance and contributes largely to the wealth of the inhabitants. Spring fishing alone, extending from January to March, is worth thirty thousand dollars to the fishermen outside of those who work in the canning-factories or are otherwise engaged. The principal fish include smelts, salmon, bass, tom-cods, as well as the crustaceous clams and lobsters. The oyster output is also considerable, second only to P.E.I.

At present the Dominion Government is being tendered for the entrance of the railway into the town, same being a new route which will open up to deep-water frontage a large stretch of land heretofore almost untouched by railway facilities. The manufacturing possibilities are great. The authorities are willing to give all possible encouragement to all industries locating there and even in the event of no exemption being given, taxation is light, the assessment being

made on a low rate. The action of the Federal Government in putting the I.C.R. through the town is considered one of the greatest accomplishments that could befall the town. W. S. Loggie, the member for Northumberland, is given a great deal of credit for getting the railway to Chatham, he having considerable influence.

Chatham is the divisional point of the public works department in the northern and eastern portions of New Brunswick. It has handsome churches, good schools (a new grammar school having been erected recently), splendid bank buildings, good newspapers and fine exhibition grounds. Several amusement houses are in the town and the Miramichi Natural History Association is a wide-awake body. It has a fine museum and has recently completed the building and furnishing of a large edifice. Hotel Dieu is one of the best equipped hospitals in the province and a new addition has recently been made to it. As a place of residence, Chatham is delightful. Located on the southern slope of the Miramichi river about twenty-five miles from the Gulf, gives it immunity from fog, and insures it enjoyable warmth and cool nights.

The Miramichi Steam Navigation Co. have an ample service during the summer months, both up and down the river, giving a frequent service between Newcastle, Douglastown, Nelson and Chatham. The hotels of the town are all good.

Father Morrissey's Remedies.

The terror of medical practitioners all over the world to-day is what is known as indigestion. A man is just as strong as his stomach. Ninety per cent. of the ills of life are attributed to stomach troubles of some description. A happy, clear-headed person at once signifies a healthy, well regulated stomach. Often the nostrums of the fakir take the eye of the ignorant but experience alone is the teacher as to each respective stomach. Many years ago there lived in Chatham, at Barti-bogue, a good priest, who ministered to the spiritual wants of his people and went further by treating them for physical disabilities largely with the stomach complaints. This priest was Rev. Father Morrissey, who became so fascinated with the comfort he was able to give his patients that he studied the theory of medical therapeutics and materia medica with startling results. He made with his own hands some tablets which he called No. II. Thousands of people used his remedy for the stomach illness. He received grateful letters from all parts which since his death have been published. To-day No. II is known in the four corners of the universe as Father Morrissey's remedies. One tablet will digest one and three quarters pounds of beef, which is more than the average person can consume at one meal. The insufficiency of the digestive fluids which causes indigestion, is overcome by these tablets which supply in a natural way just what is wanting. When the famous priest died he left his secrets to the Hotel Dieu of Chatham.

The sisters were given control of the remedies and now a strong company has been formed with capable men at the head who are disseminating the splendid cures for indigestion all over the world. The company is known as the Father Morrissey Medicine Co. and is located in a handsome brick building in the town near where the magnanimous priest lived serving as monument to his life of sacrifice and holiness. To-day the management of the company is entrusted to Lieut.-Col. J. D. B. F. Mackenzie, one of the most prominent citizens of the town. He is A.D.C. to Lieut.-Governor Tweedie and during the stay of the Maritime Board in Chatham was prominently identified with the entertainment given the delegates by the governor. Mr. Mackenzie holds a commission in the local militia. He is a member of the local Board of Trade and is a progressive, wide awake citizen.

Father Morrissey was a native of Halifax, N.S. The church which was his at Barti-bogue is still standing about six miles from Chatham and it was pointed out to the Maritime Board when they made a trip down the Miramichi.

W. S. Loggie & Co., Limited.

One of the leading merchants and most prominent citizens of Chatham is W. S. Loggie, member of the Federal House for Northumberland County and head of a large canning industry, including preserving hermetically sealed fresh canned lobsters and blueberries, using Golden Crown and Golden Keys trade marks on lobsters and Golden Diamond brand on blueberries; also catchers and packers of frozen sea fish.

The wholesale dry goods department is an important branch distributing goods to the surrounding counties by means of traveling salesmen.

A general warehousing business is done also.

The name Loggie is so strongly interlaced with the country that a few miles from Chatham is the town of Loggieville, named after the family. W. S. Loggie is a member of one branch of this family. He began the canning of lobsters in a comparatively small way many years ago and has steadily grown from year to year. The secret of his success has been based almost exclusively on putting quality into the package canned. Every modern facility for improving the lobster packing and catching was carefully watched by Mr. Loggie in person. He enlarged his factory as his goods became more popular and added the canning of blueberries to his work, which was carried on on the same high plane of superiority. In fact the name of "Loggie" on a package at once is a testimony to its quality. The brands "Golden Keys" and "Golden Crown" lobsters and "Golden Diamond" blueberries are known all over the world. Another branch of W. S. Loggie's manifold interests is a splendid freezing plant which he has built at great cost in the town. The capacity of the plant is very great and to illustrate that they have now in storage about twenty tons of smelts. Mr. Loggie was six years ago elected member of the Federal House.

A. & R. Loggie, of Loggieville., N. B.

Five miles down the beautiful Miramichi river from Chatham lies the thriving town of Loggieville. Fully ninety per cent. of the business of the place is owned or controlled by A. & R. Loggie, who without the slightest exaggeration have an immense organization. Their hand-

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some general store is what first strikes the visitor. The store stretches along about a length of 500 feet and is a hive of activity. Everything imaginable in dry goods, groceries, produce, hardware, boots and shoes and toilet requisites, is carried and thousands of things impossible to detail here. Then they have their own post office right in the building, own private telephones, all the latest cash carrier systems and handsomely equipped offices. This however is merely a beginning. Glancing about within a stone's throw are immense buildings including a can-making factory where millions of cans of all sizes and shapes are made for their immense fishing industries. There are warehouses of many sizes stretching away over hundreds of

acres all needed in this manifold industry. The large saw and lumber mills cover a wharf frontage on the Miramichi of a quarter of a mile while of course for miles the front is owned by the Loggies. All the latest machinery is employed in the mills and anything in lumber may be obtained here from the tiniest shook box wood to the largest spruce lumber which is so much prized in the Old Country. Warehouses and wharves and sidings of railway cars all at their doors make this place a small country in itself, with life and character and tone all its own. Their great business is as dealers in all kinds of fish, fresh and frozen, and packers of the "Eagle" brand of canned goods, lobsters, blueberries and clams.

day goods, and travelers are now out for this trade. Some novelties will be available.

I. C. R.'s Halifax Man.

During the first week in August there was a quietness about the I. C. R. offices in Halifax which was noticeable because the assistant passenger agent, J. B. Lambkin, generally known as "Jim," was absent. On the first Saturday of the month he returned from Newfoundland, where he had been with a party of Methodist ministers, and he was welcomed heartily by a number of friends. "Jim" Lambkin is still making friends, and he seems to look younger for it. On the train, returning from Newfoundland, he was presented with an elaborate testimonial, signed by every one of the ministers present, telling Mr. Lambkin how much they appreciated his thoughtfulness. This is not wonderful when it is remembered that Mr. Lambkin was in the employ of the C. P. R. and has received testimonials from royalty there, as well as from Li Hung Chang, the Chinese celebrity, and hundreds of others all over the world.

Cox & Graham.

"Tip Top" is the name of a new tea which has been put on the market in Halifax. The firm is composed of two experts. L. Cox has been employed by T. H. Estabrooks, St. John, and H. Graham has been over 20 years in the tea business. They are importers and blenders, and are handling about 3,000 pounds of tea a day, so that they cover the province thoroughly. Both members of the firm have a strong connection in trade. Mr. Cox is a curler of repute, and is active with the prominent social life of both Halifax and St. John.

Wood & Sons, Sackville, N.B.

The wholesale grocery store of Wood & Sons was established by the grandfather of the present owner of the business, away back in 1828. His name was Mariner Wood. His son, Senator Josiah Wood, continued the business for many years, and he has been succeeded by H. M. Wood. They carry on a wholesale job business all over the provinces, and have made a specialty of quality in all their groceries. They have a branch at Sydney, Cape Breton, which goes under the name of Wood & McConnell. They make a specialty of covering the Provinces of New Brunswick and Cape Breton. They are large exporters of hay, and have a strong connection at all points in the Old Country, as well as in the States.

Nova Scotia's Capital and its Trade Importance

A Business Awakening There and Trade is Excellent—Beauties of the Historic Capital—An Educational Centre of Outstanding Prominence—An Active Board of Trade.

Staff Correspondence.

Halifax, N.S., Aug. 25.—A business awakening has taken place in Halifax.

The doings of the past with those military traditions have now faded and the business men are developing a belief in activity generally. A large percentage of the business men of Halifax are wealthy. It has become their hope to take life easy, devoting a large portion of their time to the enjoyment of life. Everywhere reports are that business is good in Halifax this year, and this is only a reflection of the conditions existing all over the Maritime Provinces. The city itself is noted for its magnificent harbor; the shipping facilities are good and the local authorities offer encouragement to all new industries.

The newest thought of stimulant which has struck Halifax is the taking over by the C. P. R. of the Dominion Atlantic Railway. This has engendered a new hope everywhere, based on the assumption that the great Canadian railway, which has made the west, will whip new life into the east. Halifax is the centre of probably the finest educational facilities in Canada. It has splendid schools, all equipped for the best of education; they include military schools, business colleges, medical schools, two theological schools, two conservatories of music, the Ladies' College, seven convents and a university for higher education.

The port is open in winter, and the accommodation is excellent. At the Maritime Board this year mention was made on the movement on the part of the C. P. R. to get hold of the D. A. R. No reference to the eastern provinces could be made without mentioning the beauty of the Halifax harbor and the city. The public gardens are said to be unequalled anywhere; they cover seventeen acres, and a magnificent display of flowers and trees delights the eye.

The Northwest Arm is one of the most delightful spots in the world, where can be seen bathing and other sports for young and old throughout the season. The Waegwltic Club have developed a

strong social establishment and privileges are made more difficult to obtain than formerly, thus giving an exclusive tone which will be the making of the club. Halifax is essentially a city of tone everywhere, and the wealthy class is notable to all visitors.

The Board of Trade.

The Halifax Board of Trade is one of the most active in Canada. It is well illustrated by the fact that in a city of slightly over a population of 50,000 there is a board of about 600 persons. They have moved their attractive quarters down the street, and Mr. Saunders, the secretary, is still in charge. He has added to his duties, temporarily, lately, those of the secretary of the Maritime Board of Trade.

Moirs Limited.

Moirs Limited is one of the most thoroughly up-to-date confectionery and manufacturing houses in Canada. The business began in a small way, covering the Maritime Provinces, which has grown and under good management they have gone over a large territory, and now sell all over Canada. They have been exceedingly successful in the west, and especially in Montreal and western cities. They manufacture, in addition to confectionery, many varieties of biscuits of excellent quality, all backed by guarantee. The plant is modern in every particular, and is fitted with the latest machinery required in their business. They make a splendid variety of holi-

About the Capital of the "Garden of the Gulf"

Charlottetown is Recognized as One of the East's Most Beautiful Cities—Dairying One of the Island's Prominent Industries—No Automobiles Allowed There.

Staff Correspondence.

Charlottetown, P.E.I., Aug. 26.—Charlottetown is known as one of the most beautiful cities in the Maritime Provinces. It is the third in size of the eastern cities and is admirably located

on the sheltered side of Prince Edward Island. It was in 1768 that Morrison Deschamps founded the place, and it was incorporated in 1855. The harbor is one of the finest in the world. It is open to

the ocean and is located at the confluence of three rivers—York, Eliot and Hillsboro. The island is well named "The Garden of the Gulf," and Charlottetown is the capital of the "Garden" Province. It is also the principal city and a thriving business is carried on during the summer months. Steamship service is adequate, and it is the headquarters of the Charlottetown Steam Navigation Co., whose boats ply between the island and the mainland. It is a regular Mecca for tourists and for half a century it has been known as one of the healthiest spots in Canada. Tourists flock to the island in increasing numbers every year. Everywhere it has a beautiful appearance, and the town itself is a "garden" indeed. It is so surrounded by water that it is never hot, even in the extreme heat of summer weather. All the streets are regularly laid out and are lined with trees. In the heart of the city are public gardens, which are a credit to the city. Good lighting system, the best of water, and modern sanitation make Charlottetown an ideal place to live in.

An attractive place in the neighborhood, is Warren's Farm, near Rocky



The Riley Building, owned by Wholesale Manufacturers of Tobacco, T. B., & D. J. Riley, Charlottetown, P.E.I.

Point, just opposite the city, and within a few minutes' trip by ferry. This was formerly Point LaGoie, the former capital and residence of famous French officers under the French regime. This fort was first settled by the French in 1720; but was allowed to decay. In 1749 the fort was revived and new buildings erected. The principal fort, which was designed and laid out by the French, and afterwards made over by the English, was called Fort Amherst. Victoria Park is one of the finest to be seen anywhere, having an area of 60 acres. From Fort Edwards, located in the park, a fine view of the harbor and the rivers is available. For automobiling, the beautiful drives would be attractive, but for some reason, wise or otherwise, these are entirely forbidden on the island. Splendid golf links are located near the town, and the local Scotchmen claim that they are only surpassed by the St. Andrew's links in the Old Country.

Carvell Bros.

Carvell Bros. have one of the oldest established and representative grocery

houses in the east. Their headquarters is located on Queen Street, and is a scene of activity at all times. A specialty is made of high-grade goods at reasonable prices, and a guarantee is always given of prompt delivery. A competent staff of travelers is always kept on the road, and a large range of staple and fancy groceries is carried.

W. H. Aitken is head of the firm, and is actively interested in the city's welfare at all times. He is a member of the council and local Board of Trade.

J. A. Farquaharson & Co.

J. A. Farquaharson, son of the former Premier Farquaharson, is head of one of the most extensive business ventures in the city. He carries on a wholesale grocery business, as well as being a large exporter of eggs and produce. He represents a special brand of flour called "Five Diamonds," and also sells a large variety of fruit and specially prepared articles in the way of delicacies for the table; a specialty being made of jams and other kindred preparations. He is a large exporter of eggs to Upper Canada, as well as to England. In connection with this work he has an excellent cold storage room with a large capacity. He deals extensively in potatoes, hay and oats, and has several warehouses for this trade. Mr. Farquaharson is a young man closely identified with the best interests of the city, and is a thoroughly representative business man.

Charlottetown Condensed Milk Co., Ltd.

One of the notable industries of Charlottetown, and, in fact, the Maritime Provinces and of Canada, is the Charlottetown Condensed Milk Co., Ltd. The

factory is a large, well-equipped building beautifully located about a mile out of the city in one of the prettiest spots to be found anywhere. It is in the heart of the finest dairying section of the whole Dominion, ensuring a steady supply, winter and summer, of rich, pure, new milk from farmers who are expert dairymen, and who make a specialty of raising milch cows. The plant is equipped with all the latest machinery for use in a condensed milk factory, which means that the milk does not experience the touch of human hands from start to finish. This assures perfect cleanliness. The leading brands are Canadian Milk, Oak Coffee and Empress Cream. These are all sold under the guarantee of the company, and the 15-ounce tins are unsurpassed anywhere for neatness, convenience of size and copious lasting quality. The company was founded many years ago, and has developed, by careful management, to be one of the representative Canadian manufacturing plants.

The president is Francis L. Hazard, who is not only Premier of P. E. I., but is one of the ablest public men in the east. He has always been identified with the best interests of the island, and his family are among the most honored and capable in the east.

H. Winchester is the general manager, and he is a keen, careful, expert in this business.

The Condensed Milk Co. is composed also of prominent business men of Charlottetown, including S. W. Crabbe, N. Rattenbury, A. E. Ings, F. Boyer, and is in every way a credit to the city.

St. John's Method of Obtaining New Industries

Exemption From Taxes and Nominal Rental Charged Providing They do Not Conflict With Present Industries—Shipping Facilities Good.

Staff Correspondence.

St. John, N. B., Aug. 25.—St. John is known as one of the leading business cities of the east. Why this knowledge was established is based on the enterprise and energy of her merchants and manufacturers. The city is the terminus of two great trunk railways—the Canadian Pacific and Intercolonial—with another, the G. T. Pacific soon to be installed there. It has excellent river navigation, and is the great Atlantic winter port of the Dominion. Raw materials can easily be obtained and the finished product shipped under the best conditions. The climate is healthy and the long cool summers attract tourists. The local authorities invite industries of all descriptions and offer generous inducements to manufacturers to locate in the city.

To new industries coming to the city which do not conflict with those existing, St. John has power to lease land at a nominal rental and to exempt them from taxation for ten years. Some of the industries which at present have to do with the advancement of the city are the manufacturing of cotton, the pulp industry, lime quarry, fruit and produce

trade and the fishing industry. Many varieties of wholesale trade are carried on, the leading factors being hardware and grocery lines.

G. E. Barbour & Co.

One of the leading wholesale grocers in the Maritime Provinces, is G. E. Barbour & Co., St. John. This firm has won the name of being one of the easiest and most satisfactory exporters with whom to do business in the east. They make a point of quality in all their various products and guarantee satisfaction. They are importers and dealers of sugar, molasses, fish, flour, provisions and fruits, staple and fancy groceries. They are manufacturing flower extracts, icings and grocery specialties. In addition to this they are wholesale exporters of "Gold Bond" canned goods, "Hartley" jams and marmalade, "Goodwillies" fruits, "Leas" home-made pickles, "Pride of Canada" maple goods. Their watchword is quality and quality again and their slogan is to the effect that grocers who build their trade on the sound foundation of quality will reap their reward in the continuance of satis-

fixed customers. It is always a pleasure to do business with the Barbour Co. One of the characteristics of the house is unfailing courtesy.

Thomas McCready & Sons.

One of the finest vinegar factories in the Dominion is that of Thos. McCready & Sons, of St. John. They also manufacture pickles and spices and make a specialty of the purest cider vinegar; they claim it is the best on the market. It is over a quarter of a century since this business was founded and it ranks in the front of the vinegar industry. They make Worcester sauce, fruit syrups and mustards, all of which have a growing trade all over Canada. The plant has been extensively enlarged during the past year and the capacity much increased, while the shipping facilities have been improved. Much of the success of the business is due J. C. McCready, general manager and secretary. He is a hard worker and takes great pains to satisfy his customers.

The White Candy Co.

The White Candy Co., has survived all its competitors in St. John, and notwithstanding the new concerns which hob up occasionally, striving to rival it, this organization has won its way. Their success is due to good management and the particular knowledge of the candy business possessed by Thomas White, the owner. Mr. White has especially a reputation for reliability and quality and this means much in the candy business. The firm makes a large variety from cheapest penny goods to the more expensive boxes and holiday goods. Purity in the manufacturing and fair dealing at all times are the characteristics of the house. Mr. White has considerable ambition to expand his business and if the promised co-operation of St. John business men is carried into effect, the White Candy Co., will be one of the greatest candy businesses in Canada. Certainly The Grocer joins in wishing Mr. White good luck in his new venture.

The Harris Grocery House.

The name of Harris means much in Moncton and the vicinity. Not one citizen who knows anything of the city but knows what the elder Mr. Harris did for Moncton. John L. Harris' name is interlaced with the water works, the sugar refinery, the cotton mills, the Board of Trade and the modern comforts of the place which now do it so much credit. It would take long to detail the history of the distinguished gentleman whose family in different branches are identified with different successes in the locality. It is of the grocery house of J. H. Harris which we wish to speak here.

The head of the business is familiarly known in Moncton as "Jack" Harris who started the present wholesale business some sixteen years ago.

The business is marked by progressiveness in every department. A general wholesale trade is done all over the provinces and it has steadily grown from year to year, thanks to the capacity and energy of Mr. Harris himself. He makes a specialty of quality in all goods and of prompt accurate deliveries. It is no trouble to guarantee his goods to be just as represented because he supervises everything in person. The headquarters of the firm are admirably located in a large stone building of their own on the main street and from basement to attic

it is fitted up with every modern convenience for carrying on a large and growing business. A staff of travelers is kept on the road and owing to the central location of Moncton an excellent delivery service to all parts of the province is one of the strong features of this business. Mr. Harris is identified with all the movements of Moncton and the East, which make for the betterment of the people. He is active and alive and is easily one of the leading merchants of the provinces.

Reed Co., Limited.

One of the thriving and up-to-date wholesale grocery houses in the eastern provinces is that of Reed Co., Limited, Moncton, N.B. The original firm was established in 1891, and the original founder has long since passed away. One of the partners, J. W. Y. Smith, and a traveler for the house, J. F. Edgett, latterly formed a stock company, and have carried on the strong connections of the founders in a most aggressive and capable manner. New life has been whipped into the concern from one end of it to the other, and even some of the young ladies in the employ have stock and are active officials of the directorate. A straight wholesale grocery business is conducted, including a number of fine agencies that are accessory to up-to-date groceries. A specialty is made of attention to the smallest detail of an order and no matter what the order is, a complete personal supervision is guaranteed. No actual or possible customer has reason for complaint because prompt, polite and expeditious attention is given to everyone. In Moncton the house is known for its variety of stock and its progressiveness generally. The individual members of the firm are identified with the best interests of the city, and the province—in fact, the whole eastern section of Canada. Mr. Edgett was for years a commercial traveler and has a grasp of the exact business peculiarities of the east. Mr. Smith is prominent in social and business circles. Both are keen, energetic and popular.

**Chatham Merchants
Close Their Doors
for the Big Picnic**

Chatham, Ont., Aug. 25.—Tuesday, August 16, was the date, and Erie Beach—the popular summer resort within an hour's ride of the Maple City—was the scene of the third annual Chatham merchants' picnic. Upwards of 2000 people from the city and surrounding country attended the big event, which grows in popularity every year.

At 12 o'clock practically every store in Chatham closed for the balance of the day. This was followed by the parade, headed by the Kent Mills band, from the market square to the C. W. & L. E. depot, where the merchants and their friends were entrained for Erie

Beach. Here cool breezes, bathing, boating and other attractions were supplemented by a goodly programme of sports, entries in the latter being encouraged by a liberal prize list.

A Close Ball Game.

An outstanding feature of the programme was the five-inning baseball game between the grocers and a picked nine from the other clerks. Lenover, on the slab for the grocers, pitched a winning game, save for the first innings, when the picked nine secured their two runs. Harry Johns twirled for the latter, the grocers securing their lone tally in the third session. In the final innings, it looked as if the grocers might pull a win out at the last moment. They succeeded in getting three on bases, but with two out the next batter hit a weak grounder to second for the third out. H. G. Hodges held the indicator. Following were the teams:

Grocers—Hillman, c; Lenover, p; McQuaig, 1b; Burr, ss; Jewess, 2b; Gillies, 3b; E. Wanless, m; Johnson, r; McDonald, l.

Picked Nine—Speed, c; Johns, p; Smith, 1b; Shupe, 2b; Brisco, 3b; Earley, ss; Westman, r; Sides, m; Claus, l.

Each team fell heir to a box of 50 cigars.

A lacrosse contest between those oft-matched and well-matched opponents, Blenheim and Chatham, ended in a tie.

Some Lucky Winners.

A host of races, including a race to see which of a number of contestants could down the largest amount of pie in the briefest space of time, contributed their quota of amusement and excitement to the jolly afternoon. There were lots of competitors. F. H. Brisco captured first in the fat man's race. Mr. Glover and Harry Jacques taking second and third. First place in the merchants' race ensured Percy Parrott a new pair of trousers, while E. C. Brisco's countenance will adorn some handsome photos, and E. J. Wanless will smoke the pipe of peace as a result of capturing second and third. Among the drivers, Campbell, Hyslop and Smith romped home in the order named. Winners in the clerks' race were Brisco, Broad and Burr—three B's.

Tea and coffee were served free on the grounds by the merchants. Several merchants treated their clerks to launch rides on the lake, while on all sides the spirit of fraternity and good will was manifest.

Ald. Wm. Potter, the Queen Street grocer, was the head of the committee in charge of the big event, to whom, and to his capable and hustling fellow-workers, all praise is due for the success of the event, which is rapidly coming to be the one great event of the year for Chathamites. Financially, the R. M. A. will benefit considerably, though the picnic aims solely to provide a big, wide-open day of enjoyment for merchants, clerks and customers.

Work in the Hands of the British Columbia R.G.A.

This Association has Been Taking up Protected Prices, Competition of Peddlers and the Question of Wholesalers Selling to Consumers—Wholesale Trade Promise to Distribute to Retailers Only—Organizing Against Delinquents—Address of the Secretary.

Vancouver, B.C., August 25.—The opening day of Vancouver's first exhibition was marked by the holding of the third annual convention of the British Columbia Retail Grocers' Association, and so pleased were the delegates with the treatment they received that they decided to hold next year's event at the same time and place, turning down the applications of Victoria and Nanaimo. The association represents a membership of several hundred retailers and nearly 250 were present on Monday.

The address of welcome was delivered at the morning session by F. W. Welsh, of Vancouver, and at the same time he introduced Lovatt M. Wood, editor of the Trade Register, Seattle, who on different occasions has addressed the grocers in this city.

Report of The Secretary.

R. D. Dinning, secretary of the Vancouver association, who is also secretary for the mainland, reported, in part, as follows:

"There never was a time in the history of our Association when it was so necessary that every member and delegate should sit and listen attentively to what is being said; and when anything is under discussion to be prepared to stand up and take part in that discussion. There is so much at stake, so many things before the retailers of the province to-day, that demands his time and attention, and must have it. We are here to-day to present our views on conditions as we have found them during the past year.

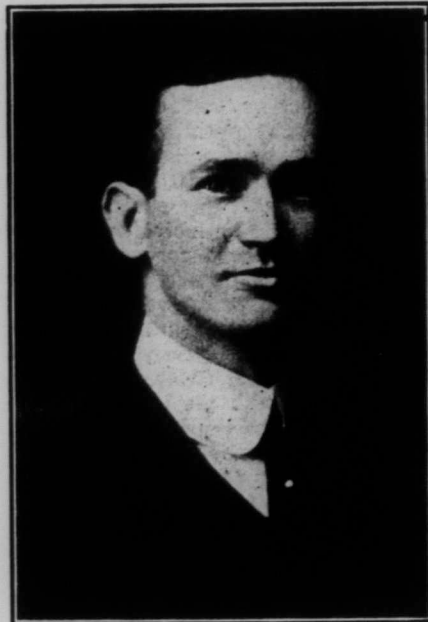
"I know that the great question in your minds just now is—What have we done? Has the association grown? Have its influences been extended? There are a great many things that you can do, a great many things that you can assist in, but you know it is the easiest thing in the world to find fault and the next easiest thing to stand by and look on while others are striving to attain the objects for which this Association was inaugurated.

"Since the last convention it has been my privilege, as well as duty, to help our worthy president, F. W. Welsh, in the publishing of the Retail Grocers' Review, the official organ of this exchange and through the columns of which we have been able to get in touch with over 1,000 retailers in the province. This has brought to my office complaints affecting the grocery trade from many retailers in the upper country, and I might say, more than we have visiting delegates here to-day. In every instance we have been only too pleased to give them a hand in trying to straighten out their difficulties and have invariably been able to remedy the evil complained of.

Wholesalers Selling Consumers.

"Your executive on the mainland and the executive of the local association have attended 47 meetings during the past year, when a considerable amount of work has been done and I feel sure that if the efforts which have been put forth are maintained the results cannot fail to be beneficial to the trade as a whole.

"The question of wholesalers supplying consumers was vigorously taken up early in the year and after several meetings with the members of the Wholesale Grocers and Produce Exchanges, we were successful in persuading the wholesalers to cease catering to the hotel and restaurant trade, small camps, tug boats and specially favored private individ-



R. D. DINNING, Vancouver.

Re-elected Secretary for the Mainland of the British Columbia Retail Grocers' Association; he is also Secretary of the Vancouver Association.

uals, with the result that notices were issued by the wholesalers that even their own employees were not to be supplied with their requirements from their warehouses on and after March 15, 1910.

Fixed Sugar Price Didn't Last.

"We have been dealing in a persistent manner for the past 3 years with this sugar question and we succeeded in persuading the refinery to put a protected price on their product last August. The agreement was withdrawn by them in January, with the explanation that the retailers were not living up to the agreement, in so far as handling their product only was concerned. We have since had

several meetings to discuss this problem and although both your executive and the local members of the B. C. Wholesale Grocers' Exchange had interviewed Mr. Rogers of the refinery, we have, so far been unable to induce him to give the agreement another trial.

Protected Flour Prices.

"The flour question has also received a considerable amount of attention and after repeated meetings with flour and feed merchants, wholesale grocers and flour mill representatives, we were successful in persuading practically all the manufacturers of the leading brands of flour to put a protected price on their respective brands.

To Get After Peddlers.

"The peddlers evil has also been taken up, but owing to there being several changes in the license officers at the City Hall, we have not been able to do very much. But I have the assurance of Alderman Ramsay, that he has been using his best effort to have this evil remedied and he hopes now that Mr. Jones the recently appointed Inspector of trade licenses has got into harness, that this matter will be dealt with almost immediately.

"As regards the membership, I have pleasure in stating that we have in our local association during the year, elected close on 35 per cent. more members to the association than we had on the roll when taking over office, and have only had 3 resignations. Ten members have sold out their places of business and with the exception of three of these, their successors have all joined the association.

Influence of the Association.

"I have now answered your two questions: What have we done and has the association grown? Now for: Have its influences been extended? I should say it has. Apart from the communications I have received from various parts of the province, already referred to, I have also had several letters from E. M. Trowern, of Toronto, and also from as far east as Sault Ste. Marie, Ontario, where the retailers have just recently formed an association. Coming further west, it was some 6 weeks ago I had a letter from Edmonton asking for copy of our by-laws and from a letter to hand last week, I see they have formed a Retail Merchants' Association. Coming nearer home I had the pleasure of forwarding to Kelowna a copy of our by-laws and I presume they have since also formed a local association.

Should Attend Meetings.

"I should like to say to the members of those newly organized associations and also to the members of the Victoria and Vancouver associations, that it is

your duty to attend each and every meeting of your local association, for the association is what its members make it. The association itself can do nothing; but the members with their undivided interests can make it a success, and that is a duty that each and every one of you owe to one another.

"You talk about organizing; what good does it do to organize unless you co-operate with one another? Don't let a few carry the burden for all; don't think that your officers have any more time than yourself to devote to association work. The educational influence of the association teaches us the necessity of knowing familiarly the cost of goods, as well as the cost of distribution and I feel sure you will all agree that if every merchant educated himself along these lines, that much of the demoralization and failure now prevalent would be obviated.

What Blind Competition Is.

"The old saying that competition is the life of trade is erroneous. Blind, ignorant, pernicious competition, is bad, and brings nothing but disaster. Clean stores, good methods, polite attention—that kind of competition is good, and will bring nothing but the best results. Meeting often together of men in the same line of business, is as much a necessity as it is to unlock the door of your stores in the morning to do the business of the day.

"In closing I should like to say that your executive have been constantly in close touch with the members of the wholesale exchanges, various brokers, and representatives of manufacturing and milling houses whose products are handled by the grocery trade, and it is a great satisfaction to be able to state that all our negotiations with these varied interests have been carried on in a friendly spirit and we have had repeated evidence from these sources of the readiness to help us to remedy existing evils."

The secretary for Vancouver Island, T. S. Futcher, also reported along similar lines.

W. Clark spoke briefly as to what he considered the necessity of manufacturers fixing a protective price on their products. The wholesalers of this province were well protected by a fixed price and it was essential that the retailers receive the same consideration.

E. J. Wall, of Victoria, vice-president, also addressed the association on the matter of protective prices.

To Go After Legislation.

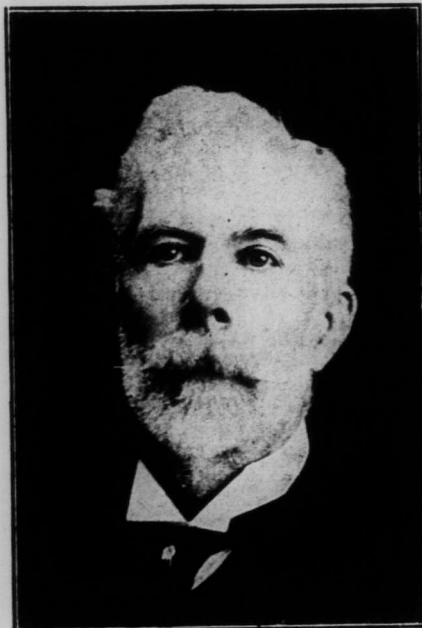
Three committees were appointed, one to devise a scheme for extension work throughout the province, consisting of W. H. Walsh, E. J. Wall and G. M. Thrift; another to bring to the notice of the provincial government the necessity of giving grocers legislative protection from peddlars, composed of T. F. McDowell, T. Reading, and T. S. Futcher; and the other, to obtain from the government a retailers' credit act, comprising W. Clark, S. J. Heald and A. Tait.

A letter of condolence was sent by the association to A. Macdonald, of A. Macdonald & Co., wholesale grocers, sympathizing with him upon the untimely death of his son who was drowned recently at Montreal.

Grocers Were Welcomed.

The afternoon session was opened by an address of welcome from J. J. Miller, president of the Exhibition Association. Ald. McTaggart, a director, also spoke a few words of welcome on behalf of the city and recited the fact that the first meeting of the association was held in the grocery store of Thos. Duke. Later, Mayor Taylor assured the convention that it was welcome.

Ald. James Ramsay, of Ramsay Bros. & Co., was to have read a paper on "protected prices from the manufac-



T. S. FUTCHER, Victoria, B.C.
Secretary for Vancouver Island of the
B. C. R. G. A.

turer's point of view," but was not able to be present.

H. W. Robinson, of the Empress Manufacturing Company, gave a paper on "Reasons why British Columbia Merchants should support British Columbia Manufacturers."

"The Cost of Doing Business, How It Should be Computed," was the subject of a paper by James Foran, who laid stress on the necessity for a thorough business training. He also went into the technicalities of the amount of capital required to start business, its apportionment and the proper rates of profit and how to arrive at them.

Officers were elected as follows: President, F. W. Welsh, Vancouver, re-elected; vice-president, E. J. Wall, Victoria, re-elected; directors, W. Clark, T. F. McDowell, W. H. Walsh, A. G. Main, Vancouver; T. Redding, A. Tait, Victoria; G. N. Thrift, Hazelmere; treasurer, L. P. McTaggart, Vancouver; secretary for the mainland, R. D. Dinning; secretary for Vancouver Island, T. S.

Futcher, Victoria, the secretaries being re-elected.

Dinner was tendered the visitors at the Commercial hotel.

At the closing session in the evening, reports were made by the committees appointed in the morning. The extension committee recommended the appointment of delegates to extend the work of the association as soon as possible, naming E. J. Wall for the Island and W. H. Walsh and James Foran for the Mainland.

An Eye on Delinquents.

The committee appointed for the consideration of the formation of an exchange of records of delinquent debtors throughout the province submitted a proposal for the interchange between the various local associations of their several lists of delinquents. The report was referred to the central executive to be elaborated and put into operation as soon as possible.

The committee appointed to go into the subject of legislation restricting street peddling reported that the result of the deliberations had been the discovery that there was considerable difference of opinion as to whether the matter was one for legislation or for municipal action. The majority thought the latter and the local associations in Victoria and Vancouver will bring it before the civic authorities in those cities.

Lovatt M. Wood made a plea for harmony between the manufacturer, wholesaler and retailer in the grocery business. He showed how better results could be obtained if differences were settled with little bickering. As a means towards this end he suggested the formation of a committee composed of three of the grocers and three of wholesalers who could adjudicate on disputes. There was no questioning the benefits to accrue from unity among the component parts of the trade.

The convention closed with the usual votes of thanks.

If you won't adopt modern business methods, don't sit back and claim that you never did have any luck anyway.

Don't allow yourself to be persuaded, bamboozled or inveigled into buying goods that you do not want. If the smooth salesman insists upon larger quantities than you want, excuse yourself and go to work.

The final decision in all your buying rests with your judgment. If you allow that to become warped or prejudiced, or if you neglect to use it, you may expect to get "stuck."

You will never achieve any success by the great things you are going to do. Anyone can dream dreams. Success is in carrying them out.

The man who never makes any mistakes is a man who never does anything. He is a stand-patter, and while a stand-patter may get somewhere in politics he will never get ahead in business.

The Markets—Valencia Raisins Have Opened High

First Quotations Show An Advance to Jobbers of Three Cents Over Last Year's Opening Price—Crop, According to Reliable Report is the Smallest in Nineteen Years—All Dried Fruit Crops are not Up to Heaviest Production—Nuts are Strong and Some Prices are Higher—Good Business in Spices—The Situation in Sugar.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on

QUEBEC MARKETS

POINTERS—

Sugar—Firm.
Filberts—Scarce.
Canned Meats—Advance from 10—15c.

Montreal, Aug. 25, 1910.

Plans for the entertainment of the out-of-town visitors to the Congress are proceeding rapidly, and already the advance guard has commenced to arrive. Local dealers are making their visiting customers at home in their places of business, and all report that the prospects for a large volume of business, both locally and outside, are bright. Even now trade shows the stimulus received, and the restaurant men report fine business.

There is to be a big dairy show for Montreal if the plans of its promoters do not slip up. It is to be held in the Arena, Nov. 7th, to last a week, and will be called the Canadian National Dairy Show, being held under the auspices of the society of that name.

The refined sugar situation is attracting a great deal of attention just now. It seems to be the consensus of opinion that an advance is not far off, but still there is a strong desire evinced to hold back for a time and see how matters develop.

The advance in canned meats this week has given considerable stimulus to the buying of these lines, although they already had their full share. Camping and outing parties have made free use of this line of goods of late, if retail sales are any indication.

Trade with the country round about presents the astonishing feature of the week. It would not be strange if city trade were to show a sudden increase, but to have a big jump in the out-of-town shows that there must be a healthy condition of affairs throughout the province.

Sugar—Rumors are flying regarding the prospects for a sugar advance in the near future, and from present market conditions this seems to be the logical outcome. Refiners will make no prophecies at present, however, and it is hard for the outsider to guess which way the cat will jump. The raw market shows added firmness this week, and New York refiners have recently made an advance. This all goes to show the general trend of prices is upward.

Granulated, bags 5 05
" 20-lb. bags 5 15
" Imperial 4 91
" Beaver 4 90

Paris lump, boxes, 100 lbs.	5 85
" " " 50 lbs.	5 95
" " " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" " 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 2 yellow	4 90
No. 1 "	4 80
Bbls. granulated and yellow may be had at 5c. above bag prices.	4 65

Syrups and Molasses—Considering the time of year, the demand for both molasses and syrups is good. The feature of both is steadiness. This is unusual at such an early date. Country buyers are already buying molasses in considerable quantities, and there is a constant flow of small city orders. Prices are unchanged.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " " half-barrels	0 38	0 39
" " " barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 40	0 41
" " " "	0 40	0 41
" " " "	0 40	0 41
" " " "	0 40	0 41
" " " "	0 40	0 41
Cases, 2-lb. tins, 2 doz. per case	2 50	
" 5-lb. " 1 doz. "	2 85	
" 10-lb. " 1 doz. "	2 75	
" 20-lb. " 1 doz. "	2 70	

Tea—Jobbers report a strong demand for all grades of Japans. Rather an unusual feature of the Japan market this season has been the number of orders placed for United States standard, to be delivered in Canada. Import orders are going out freely, and the teas which have so far arrived compare favorably with last year's crop. Other lines of tea are still having a steady sale, particularly Ceylons.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
" Pekoes	0 20	0 22
" Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 22
Ceylon greens—Young Hysons	0 20	0 25
" Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " " " " " " " " " " "	0 20	0 30
" " " " " " " " " " " "	0 30	0 50

Coffee—Trade at present in coffees is light, and will likely continue to be so until some time next month. In spite of this situation there is a very firm undertone to the market, particularly in Rio's. The reason seems to be the uncertainty as to the new crop. However, this has as yet made no difference to the retailer.

Mocha	0 18	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maraosibo	0 15	0 18

Spices—Spice men all report business booming, and still on the increase. This rush has caused a firmer feeling in the market on practically all lines. The price to the retailer is the same so far in all cases.

Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace	0 75	
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits—Stocks are getting low in most lines, and this fact has taken away largely the interest of the trade in this market. However, Valencia's still continue in good demand, and those appearing find a ready sale. Reports from Greece state that the currant market is a firm and advancing one, owing to heavy crop shortage and extensive buying by consuming countries. An advance is also prophesied for figs by some of the best-informed importers.

Currants, fine filiatras, per lb., not cleaned	0 06
" " " " " cleaned	0 06
" Patras, per lb.	0 07
" Vostizzae, per lb.	0 08
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06
80-90	0 06
90-100	0 05
Raisins—	
Australian, per lb., (to arrive)	0 08
Old seeded raisins	0 20
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07
" " 4-crown, per lb.	0 08
" sultans, per lb.	0 07
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06
" 4-crown layers, per lb.	0 06

Nuts—Locally, there is a notable falling off in the demand for all lines of nuts, except filberts. These continue to be firmly held and are scarce. Reports from Naples say that the crop this year will undoubtedly be small, and futures are held well up. The total receipts from Brazil in England up to the present time are only 2,376 tons, as against 4,789 tons same time last year. This makes it seem almost certain that part of the Canadian arrivals will find their way over, thus making a comparative shortage here. Every indication seems to be towards a higher market. Walnuts in France are away up, as far as price goes, and importers are holding off for a time. Other lines are about the same.

In shell—		
Brazils	0 13	0 14
Filberts, Sicily, per lb.	0 10	0 12
" " " " " " " " " " " "	0 10	0 12
Tarragona Almonds, per lb.	0 14	0 15
Walnuts, Grenobles, per lb.	0 13	0 14
" " " " " " " " " " " "	0 12	0 13
" Cornes, per lb.	0 11	
Shelled—		
Almonds, 4-crown selected, per lb.	0 31	0 35
" " " " " " " " " " " "	0 31	0 35
" " " " " " " " " " " "	0 31	0 35
" " " " " " " " " " " "	0 26	0 27
Cashews	0 15	0 17

THE CANADIAN GROCER

from authentic reports there is not a supply of nuts sufficient to go around.

Trade in general now is healthy and steady. Sugar is attracting attention from the fact that prices have been advanced in New York. Coupled with this is the knowledge that September is a good sugar month and that there is going to be a fairly abundant supply of fruit. Spices are in good demand, although the pickling season has scarcely opened.

There is but little change in canned goods. Not a few of the houses say that all their peas are already gone. There is a rumor to the effect that corn may not be sufficiently plentiful for the orders now on the books, but this is not known to be really authentic.

Sugar—While the sugar market can scarcely be called active from a local standpoint, the trade is unanimous in declaring it strong. The outlook they contend is bright and there are some who even expect an increase in prices before long. The peach, pear, plum and other late fruits have hardly reached their best season yet, but the reports indicate a good average yield, particularly in peaches, and there is every reason to believe that the demand for sugar during September will be keen. It seems that retailers are carrying light stocks and once the new fruit sales begin to increase, sugar will take on a new activity.

Sugar is strong in New York. Since refined sugars were advanced ten cents a week ago the refiners are trying to get more raws, but they have to buy them at a considerable advance over the price of raws previous to the recent brace the market took. It is held that if this new price has to be paid, refined sugars will likely go higher and in such an event Canadian sugars are bound to be influenced. For various reasons, some of those intimate with the market look for higher prices in the not distant future. Others while admitting the strength of the market just now state that they cannot see the advance as plainly. There is always a good demand for sugar in September and it is stated that the effects of the new crop will not be felt until early in October.

Paris lumps, in 100-lb. boxes	6 05
" " in 50-lb. "	6 15
" " in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence "Crystal Diamonds," barrels	5 85
" " " " 1/2 barrels	5 95
" " " " 100 lb. boxes	6 05
" " " " 50 lb. boxes	6 15
" " " " 25 lb. boxes	6 35
" " " " cases, 20-5 boxes	7 60
" " " " Dominos, cases, 20-5 boxes	7 60
Redpath extra granulated	5 20
Imperial granulated	5 00
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	5 00
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls.	5 10
Bright coffee	5 00
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrups—This market remains rather quiet. New business has hardly affected it yet and only the ordinary demand is being felt.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.	2 50	Gallons, 6 to case	4 80
in case	2 50	" " " 12	5 40
5 lb. tins, 2 doz.	2 85	Quarts, 24 "	5 40
in case	2 85	Pints, 24 "	3 00
10 lb. tins, 1 doz.	2 75	Molasses—	
in case	2 75	New Orleans,	
20 lb. tins, 1 doz.	2 70	medium	0 28 0 30
in case	2 70	New Orleans,	
Barrels, per lb.	0 03 1/2	bbls.	0 26 0 28
Half barrels, lb.	0 03 1/2	Barbadoes, extra	
Quarter "	0 03 1/2	fancy	0 45
Pails, 3 1/2 lbs. ea.	1 80	Porto Rico	0 45 0 62
" 2 1/2 " "	1 30	Muscovada	0 30

Dried Fruits—According to the latest news from Spain an estimate of the new crop of Valencia raisins has been placed at 280,000 cwt. By comparison with a table showing the production of Valencias for the last 19 years it will be found that this is the lowest figure. Last year the output was 477,165 cwt. and the lowest for other years was in 1906 when only 333,685 cwt. were produced. The opening price is three cents a pound higher than that of a year ago. Were these conditions to prevail it would mean that Valencia raisins are going to be high. But there are some wholesalers who believe that a lower price will be reached in spite of the small estimated crop. It will be remembered that in this column from time to time news has been printed in regard to the crops and this latest report bears out the former assertions. There are those who maintain that Valencias are not going any lower but that they will reach a higher price and they point to past years to bear them out. The trade is not showing any great eagerness to buy at present and it will be interesting to follow the events for the next while. The first raisins should be shipped about September 1st.

Currants are also strong and opened about 1 1/3c a lb. higher than last year. There is as yet but little apparent material interest from the jobbers.

The advances in Greece are due to a decided shortage in the crop as a result of damage by rains falling during the drying season, and the anticipated increase in consumption as a result of the extreme shortage in the Smyrna Sultana raisins.

Prunes are also firm and indeed the dried fruit situation is one of more than ordinary strength. From the present view it looks as if the Christmas cake and pudding this year will cost a little more than those of 1909.

Prunes—	Per
30 to 40, in 25-lb. boxes	0 11 0 11 1/2
40 to 50 " "	0 08 1/2 0 09
50 to 60 " "	0 06 1/2 0 07 1/2
60 to 70 " "	0 06 0 07
70 to 80 " "	0 05 1/2 0 06 1/2
80 to 90 " "	0 05 0 0 1/2
90 to 100 " "	0 05 1/2
Same fruit in 50-lb. boxes 1/2 cent less.	
Apricots—	
Standard	0 14 0 15
Choice, 25 lb boxes	0 15
Fancy	0 17 0 20
Candied and Drained Peels—	
Lemon	0 09 0 11 Cltron
Orange	0 11 1/2 0 12 1/2
Figs—	
Element, per lb.	0 08 0 10
Tapeta, "	0 03 1/2 0 04
Bag figs	0 03 1/2 0 04
Dried peaches	0 08 0 08 1/2
Dried apples	0 08
Currants	
Pine Filletras	0 07 0 07 1/2 Vostizzas
Patras	0 07 1/2 0 08
Uncleaned to s s	
Raisins—	
Sultana	0 06 1/2 0 07 1/2
" fancy	0 06 1/2 0 07 1/2
" extra fancy	0 08 1/2 0 09
Valencia selected	0 06 0 06 1/2 Patna

Seeded, 1 lb packets, fancy	0 08 0 08 1/2
" 16 oz packets, choice	0 07 1/2
" 12 oz "	0 06
Dates—	
Halloween	0 05 0 05 1/2
Patras	0 06
Wards choicest	0 10

Nuts—Even conservative reports in regard to nuts indicate a strong market. Reference to this has been made before and the stage is now reached where prices are beginning to show the effect of the reports of short crops in the primary markets. The quotations of from 28 to 33 cents for shelled walnuts has been relinquished and 35 cents is more like the general price, although they are also at 33 cents. Almonds are also higher. A recent despatch says that the operators seem to be so sure of their position that they are making no effort to sell except at their own figures. The future will depend upon the quantity required for actual consumption. The same tone is found in a report regarding filberts: "The Sicilians are not anxious to part with their holdings and seem to think they have a gold mine owing to the fact that other nuts are on a high basis. The control of the situation is in the hands of the growers and a further advance must in all probability be expected." This market it will therefore be seen is exceedingly firm and is worth watching.

Almonds, Formigetta	0 11
" Tarragona	0 12 1/2 0 13
" shelled	0 32 0 35
Walnuts, Grenoble	0 13 1/2
" Bordeaux	0 11
" Marbot	0 12
" shelled	0 33 0 35
Filberts	0 11 0 12 1/2
Pecans	0 16 0 18
Brazils	0 13 0 15
Peanuts, roasted	0 08 0 12 1/2

Teas—First crop Japans have been marketed. The market has been active and prices ruled 1 1/2 cents above those of last year. Second crop teas are arriving and the price continues firm. Stylish and tight rolled leaf is reported scarce due to using machines for rolling the green leaf, an operation formerly performed by hand. The cup is made fully as good as last year, but the style is said to be inferior.

Coffee—There is a decided firmness in Brazil Santos coffee with prices showing a slight advance in various markets.

Rio, roasted	0 12 0 15	Mocha, roasted	0 25 0 28
Santos, roasted	0 14 0 17	Java, roasted	0 27 0 33
Maricao, "	0 14 0 20	Rio green	0 10 0 11

Spices—The demand for pickling and preserving spices is good. Jobbers are pleased with the way in which orders are coming in and the season promises to be a good one.

Peppers, black	0 15 0 18	Cream of tartar	0 25 0 28
" white	0 22 0 25	Allspice	0 14 0 16
" whole	0 16	" whole	0 14 0 16
Peppers, whole	0 23	Mace, ground	0 75 0 80
white	0 23	Mixed pickling	
Ginger	0 20 0 25	spices, whole	0 15 0 16
Cinnamon	0 21 0 23	Cassia, whole	0 20 0 25
Nutmeg	0 20 0 30	Celery seed	0 24
Cloves, whole	0 22 0 35	Turmeric	0 20
		Curry powder	0 30
		Mustard seed	0 15 0 18

Rice and Tapioca—This market shows but little change. There is a steady demand but nothing beyond the ordinary.

Rice, stand. B.	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	0 02 1/2 0 03
Rangoon	0 03 0 03 1/2
Patna	0 05 0 05 1/2

The Canadian Grocer

Established . . . 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN . . . PRESIDENT

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

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PUBLISHED EVERY FRIDAY

DESSERTS IN DEMAND.

In getting his share of the summer trade the grocer should not forget the dessert portion of the midday meal.

On his shelves he has arranged ice cream powder, corn starch, tapioca, custard powders and jelly powders of all flavors; he also has rice and various other articles of this kind. People want to eat these light desserts. The time for suet dumplings, plum puddings, etc., belong practically to winter. The weather is too warm for them now.

Therefore, in the average house there is a demand for goods of the description above and it is a good chance for the grocer. Of course, he buys these articles, for the traveler points out to him the business that can be built up from handling them, but is the grocer doing his share? Is he satisfied to run along easily handing out a package of this and that, when some one asks for it or is he creating a demand?

The days are already beginning to get shorter. Summer will be waving its hand from the distance in a short time. It will then be too late to cut into the tidal wave of summer business. Plunge into it now; in other words grasp the opportunities of the present.

IT PAYS TO STUDY THE ADVERTISEMENTS.

It will pay the dealer to read and study the advertisements in this issue of The Grocer, for the reason that they contain many profit-making suggestions. In this connection it is interesting to note that one merchant recently told us he had made \$200 within a comparatively short time through reading Grocer ads.

\$100 A MONTH CLERKS.

There is a vast difference in the usefulness of clerks in retail stores.

In some stores you enter you observe two or three indolent fellows who have no energy whatever in them. You walk up to the counter, but nobody makes a move to serve you. Then you make a circuit about the store and look at various articles, but the same indolence prevails. Not until you pick up an article and carry it to one of them does he make any effort to assist. They are simply machines; they wrap up the parcel and take your money.

These are every-day occurrences and particularly in small towns and villages in various parts of the country.

In other stores, however, there are clerks waiting to serve you the moment you step inside the door. They are polite, active, and anticipate your wants. They suggest new and seasonable articles; they are cleanly dressed and invite custom.

This is the class of clerk that is worth something to the proprietor. He is usually ambitious, of an inventive nature and actually makes money for his employer by attracting more custom through interior and window displays, etc., and by means of little inventions which aid in carrying on business more economically.

The Grocer knows of one clerk of this character who is receiving \$100 per month in a Canadian grocery store, which goes to show that an employer will recognize ambition and genius.

Mere machines cannot expect to rise very high in the commercial world—youths of ambition and who are careful in their work, are those who become successful.

WHY TEA WILL BE DEAR.

The displacement of tea plantations in the far East by rubber is likely to have a serious effect upon the production of the world-famed beverage. As everyone knows tea has gone up in price considerably during the last couple of years. This extra cost of course, has not been borne by the retailer or consumer, or if any very little of it. It is due to the increasing demand for tea in the East and England, in Russia and North America while an increase in the production has not been proportionate. In fact we may expect a decrease in the acreage in the future as long as the present price of rubber obtains.

There is a good reason for this. One of the largest tea plantation companies of the East recently issued its annual report showing that a number of their plantations yielded \$25 an acre profit and an extra good one \$35. Of this they were extremely proud.

But how does this compare with rubber? The profit per pound for the

growers on rubber is estimated at 37 cents. Taking 400 lb. to the acre this profit runs up to \$150 or six times that on an acre of tea. The rubber figures represent a poor year for rubber and the tea figures a good year for tea.

In other words, therefore, an acre of rubber yields as much profit as 6 acres of tea.

From the present outlook the prospects for rubber in the East are good and sound and there does not appear to be anything that will equal the profit made by the growers on it.

An eminent financier of London, Eng., says that India and Ceylon have not been increasing their outputs of tea in a reasonable ratio to the demand, while owing to rubber interplanting some 70,000 acres of tea are going out of bearing.

There is no likelihood therefore, of tea becoming cheaper for the next few years. On the other hand firmer prices will probably rule.

TWO IMPORTANT ITEMS.

Cleanliness counts. Begin in the morning by cleaning the floor and chase the dust from counters, shelves, etc. Where water is needed apply it. A clean neat store is an advertisement that cannot be expressed in money.

Keep a close eye on your credit sheets. The grocer who is thoroughly modern has a sheet which at a glance furnishes him with complete information regarding what he owes and what others owe him; what business he did yesterday and what the week before and he can also compare it with last year. This serves him in the same manner as the steam gauge warns the engineer.

In trying for quick delivery the traveler must not spoil things by sending in such hurried and abbreviated orders that the house cannot make them out clearly. Mistakes are worse than delay in shipment. Travelers must write out their orders clearly and distinctly so that there shall be no confusion. Taking care does not mean taking undue time, and the traveler can make his connection, whether he writes his order out carefully or whether he scribbles it, under the idea that he has not a minute to lose.

Grocers at times read of suggestions of what to do now and then, but never act upon any of them. This is a business sin of omission. New departures now and then brighten up the store and generally draw attention which would not be gained by following the same old methods that were in use forty years ago.

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REVIEW OF THE FRUIT CROPS.

The crop of peaches this year promises to be well up to the average. The Crawford and its kindred varieties should reach the market about the first week in September although there may be arrivals before that. The bulk of the shipments will be received about the time of the National Exhibition and will continue for some weeks. A visit to a 140 acre orchard at Jordan, Ont., recently found a splendid yield of peaches slowly ripening. The prices should be fairly reasonable.

As stated in a previous issue, the fruit crop in British Columbia is a heavy one.

In regard to Ontario apples the crop in the Lake Huron and Georgian Bay districts is not at all good. It is estimated that it will be only from 10 to 25 per cent. of the usual crop. One man last year shipped 20,000 barrels. This year he is in doubt whether he will have one car load. That may be taken as a criterion of the district. In the central part the outlook is brighter and in the eastern end of the province apples will be variable. The apple crop is not going to be anything like the average considering the entire yield. In Nova Scotia it is also poor. Just what the winter apple crop will amount to it is yet difficult to estimate.

The demand for early apples has been heavy this season and there should be money awaiting those who grow early varieties. The price has been about sixty cents a basket to the consumer until recently and just what that would mean with a good crop is not difficult to estimate.

There is going to be a good crop of pears if present favorable conditions prevail. The crop promises to be fairly abundant and prices are likely to be lower than last year. Plums are also looking well and a good yield is expected. A prominent fruit man looking over the situation declared that he believed prices would be reasonable this autumn, with the exception of apples. The other crops will likely be fairly abundant and should have the effect of maintaining easy prices.

MARITIME MAIL ORDERS.

W. B. Snowball, past president of the Maritime Board of Trade, touched the right key when in the course of his address at the annual convention in Chatham, N.B., last week, he referred to mail-order competition.

He is one of New Brunswick's big business men and knows the effect that the continuous sending of money out of a community will have on that community. This is what he said:

"Too much money is being sent out of our provinces to the large departmental stores of the western

cities. Our people should have it impressed on them that where money is earned it should be spent as far as possible, if they wish to advance the prosperity of the towns in which they live. We need the merchants and they need the customers, and only as they help each other can both prosper. The merchant must cater to the wants of the community by keeping what goods are required at reasonable prices, and the community should patronize home merchants if they want good shops. Money kept in circulation in a town does good in that place, but send it away and it helps the other places."

He has pointed out that both the prosperity of the community and of the merchants are interdependent and must be always associated if ultimate success is to be reaped. The merchant, however, must fill the desires of the consumer at reasonable prices, quality, quantity and service considered.

Just now one of the large mail order houses is sending or preparing to send some 400,000 catalogues—fall and winter goods—from Toronto and 350,000 from Winnipeg to householders all over Canada. If no energetic plans are worked out by the merchants to counteract these books, how much money is going to go from all parts of the country to this mail-order house?

This is a problem to be looked squarely in the face.

HIGH HONEY PRICES EXPECTED.

In regard to the new honey prices information obtained from the Beekeepers' Association would indicate that the figures already named are likely to hold. In the western part of Ontario the yield has not been heavy, but in the eastern section of the province there has been a good crop. The trade must now take into consideration the demand from the west which has been growing larger every year. Manitoba and parts of Saskatchewan obtain the majority of their supplies from the east as there is little honey produced in those provinces. Further west the supplies are nearly all received from the western states.

In recent reports published it was stated that the number of new apiaries was increased this year by 60 p.c. This should have been that the number reporting to the association was greater by that percentage. Wholesalers state that they will have to raise their prices if the quotations the keepers have selected are adhered to. It would therefore seem that honey is to become dearer unless the holders change their plans.

Buckwheat honey will soon be offered but only a small portion finds its way

to the general market. The most of the yield goes to the various lumber camps in the north. The quality of the clover honey that has as yet found its way to the market, is claimed by the association to be good.

A POOR ADVERTISEMENT.

Newspaper space as an advertising medium is either valuable or not. It depends on the size of the space and the quality of the copy used in it. A small space can be made profitable and a larger one in proportion. Of this there is no doubt, because we have thousands of examples to point to.

Imagine a space 4 inches by 4½ inches used to give the following information to the public: "Watermelons, 2½c a pound; special for Friday and Saturday; J. E. Merryfield, Third Ave." These words were printed in four lines with from a half to an inch and a half space between each. This ad was run in a newspaper which lies before the writer.

The only redeeming feature is the fact that the price is given. How much better would it have been from a financial standpoint had there been an attractive talk! For instance, there was enough space to have said something like this: "Special price for Friday and Saturday" in fairly heavy black type as the first line and followed by: "This is the season for eating the cool, juicy and refreshing watermelon. We have them fresh and thoroughly ripened. On Friday and Saturday we are offering a special price of 2½ cents per lb." The price should be printed in blacker type than the words before and after.

Retail advertisers who pay no attention to their copy cannot expect to reap much benefit from their advertising. The space in itself is valueless; it depends on what is said and how it is displayed.

BENEFIT OF GOOD ROADS.

There is one work that the merchants of the country villages and towns should take up, and that is the movement for good roads. The merchants ought to co-operate with the farmers in this work and aid in every way to get the roads, especially in the country, put and kept in first-class shape.

Country roads are the means of personal communication not only between the farmers and the retailers in the delivery of country produce, but between the retailers and the consumers. Everything that can be done to bring the country towns into closer contact with the country people should be done. Bear this in mind, and if there is a campaign on foot to better the roads in a community, merchants there should get busy and help.

Chart that Shows Receipts and Expenditures

Novel Method For Illustrating Receipts, Expenditures and Liabilities So That They Can Be Seen at a Glance—A Check Upon Getting Beyond His Means, Says The Originator—Description of How it Operates.

Of all the methods merchants use to keep tab on receipts, purchases and expenditures probably the most unique on record is shown by the accompanying chart.

This method is not in use on the North American continent so far as known; it comes from London, England.

It is used by W. R. Walden, grocer, 315 High Street, North, East Ham, who is one of the London readers of The Canadian Grocer.

In reference to his plan Mr. Walden writes: "I have enclosed a rough copy

of a chart I have in use in my business, the use of which I have found of valuable assistance as it helps to keep a check on expenses versus incomings, also a watch on liabilities."

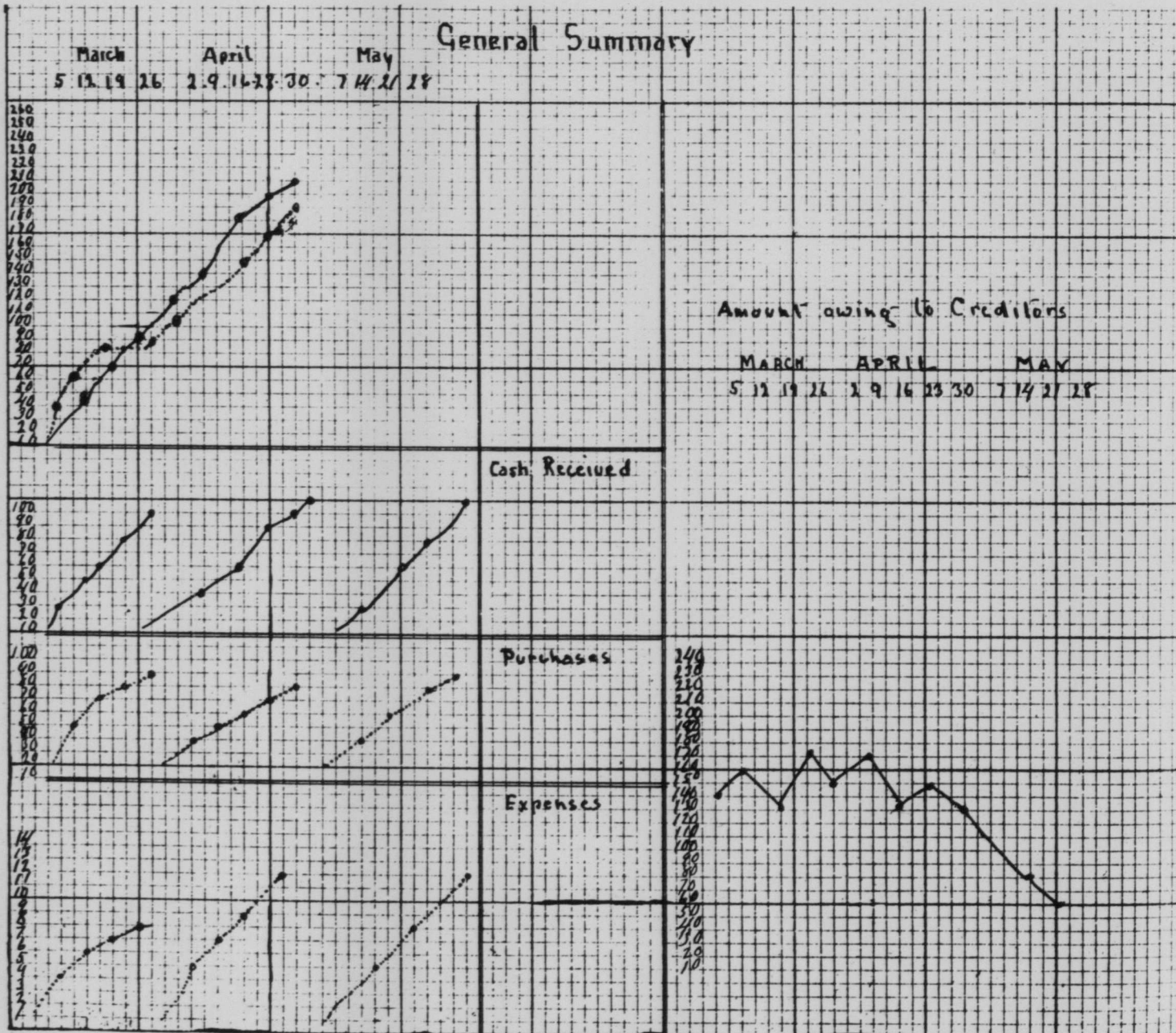
The chart can be worked out to suit any business. The original of Mr. Walden's is drawn on ruled paper, size about 24 x 36 inches. He fits it to a disused show frame which makes it convenient for reference.

How Chart is Made Out.

The plan of the originator is as follows: On Mondays after finishing his

books for the previous six business days he tallies up his expenses including what money he draws for himself for the week gone by and marks this down under the section for expenses as indicated in the illustration.

By taking a look at the expense section on the chart this can be made more clear. For instance, at the end of the first week of March his expenses were \$4; at the end of second week of March they were \$6; at end of March 19 they were \$7 and for the whole month \$8. (These figures, of course, are imaginary



The Chart illustrating how the merchant can tell just where he is at the end of each week, month and quarter with regard to receipts, expenses and liabilities.

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as they are simply used to illustrate the working of the system.) Mr. Walden represents all outgoings with red-ink and incomings with black ink. On the accompanying chart the outgoings are represented by dotted lines in place of red ink.

Following up the expense account for the next month we see that the total for April is \$12, making a total expense for the two months \$20.

Next look at the "purchases section. As this is money going out the original is marked with red ink. It will be seen that the total purchases during March amount to \$90 and during April \$80 making a total of \$170. The amounts for each week are shown by the points or heavy dots in the dotted lines. The grand total of purchases and expenses is therefore \$20 plus \$170, equalling \$190.

The "General Summary" section shows the totals every 3 months or quarter. It will be observed that the end of this first two months the total outgoings is represented in this section by the blot opposite the \$190 mark, the original being in red ink. This must tally always with the sum total of the "expenses" and "purchases" sections.

Money Received Also Indicated.

The same explanation applies to the money coming in. At the end of the first month the total "cash received" was \$100; April showed receipts up to \$110 making a total of \$210, which is shown in the "general summary" by the black unbroken line.

It should be clearly understood that the three under sections are kept monthly; the top or general summary is continued from one quarter's balancing to the next.

In the section headed "amount owing to creditors," Mr. Walden is able to see at a glance just what his liabilities are and what they were from week to week.

Has Saved Him Pounds.

Regarding the use of the entire system to him Mr. Walden writes: "I sincerely hope it will be of help to my fellow tradesmen on your side of the water. It has saved me pounds, in this respect, that it keeps me from going beyond my means. If at the end of the second week of the month I find that the purchases and expenses (these including my private drawings) are above the cash received, I put the stopper on for the rest of the month and no more ordering is done than is absolutely needed."

land of the living in spite of the fact that they acted as judges in the baby show. No doubt it is largely due to the wise stroke they made by declaring the baby beauty contest a tie and awarding a prize to each. Needless to say this was a smooth way out of a difficulty but there are still some of the mothers who think that there was no occasion for such a decision. In their several opinions the winner should have been their individual hopefuls.

An interesting feature of the baby show was a speech by J. Plewes, who, by the way, is the local manager of a flour company. He said as he lifted one of the dear little ones in his arms:

"Ladies and Gentlemen,—This is the greatest of all races—the human race—and this one is the flower of the family. I hope it will be raised to 'Perfection' and not become a loafer in society. In this country we want the well-bred kind only."

Then there were soap races and ball firing contest for married women. This latter produced a great deal of fun as the women were supposed to throw half a dozen balls through a hole in a sheet—it was indeed surprising how many missed the big aperture.

Antidote for Jealousy.

At the Grocers' picnic you get the genuine fun in a practical way and such expressions as "I never laughed so much in my life" were common. It is also a great antidote for jealousy. All the grocers get on friendly terms, which lasts, and means more profit to all concerned.

The committee of the association who were, with the assistance of the members, responsible for the success of the occasion were as follows:—President, W. Hobart Dyde; vice-presidents, Mayor Dan. Cooper, P. A. Haffner, J. Gilbert and H. M. Stover; secretary Dan. Dennis; treasurer, H. A. Smith; managing-secretary, W. H. Dalby.

The Picnic as an Antidote for Trade Jealousy

Kingston Grocers Spend a Pleasant Time Together With Their Several Customers And There was Fun Galore—Humorous Speech at the Baby Contest—Some of the Winners in the Various Races—The Committee in Charge.

Kingston, Ont., Aug. 25.—The annual picnic under the auspices of the local Retail Grocers' Association held at the fair grounds August 17, was after all a gratifying success in spite of the weather man's tantrums. Rain had been falling and the grounds were wet but still the grocers were hopeful.

About the noon hour Old Sol got a chance to steal a smile through the clouds and although up to that time the affair had almost been called off that smile was reassuring and the Rubicon was crossed and still no one got a wetting. For all that, there was at intervals, a feeling of insecurity among the crowd of 3,000 when the bursting of heaven's floodgates seemed imminent. However, the rain did not come again and as before stated the picnic was entirely successful.

Wholesalers Were Trimmed.

During the afternoon there were all kinds of sport with a baseball match as the headliner. It was a renewal of the conflict of other years, the Wholesalers versus the Retailers. The latter won the decision after coming up for the last round pretty groogy. The wholesalers had it on them 7 to 3 but the retailers "came back" with a batting rally that put them ahead by one run, the final

score being 8 to 7. The teams lined up as follows:

Wholesalers—Loucks c, Walker p, Singleton 1b, Holland 2b, La Rose ss, Cornelius 3b, McCullough rf, Perry cf, Laddow lf.

Retailers—Bea'e c, Haffner p, Moulton 1b, Henderson 2b, Vallier ss, Shultz 3b, Marshall rf, Milne cf, Smith lf.—Umpire "Billy" McFedridge.

The Prominent Races.

Among the many races the following are worthy of mention:

Officials' race—1. Jas. Cornelius, 2. Ald. H. Robertson, 3. A. MacLean, Jr.

200 yds. dash (employees) 1. B. Milne, 2. J. Marshall, 3. Smith.

Quarter mile (employees)—1. Milne, 2. Pickering, 3. Smith.

Half mile run (delivery horses)—1. "May S." of the Hedley Shaw Milling Co., 2. E. S. Suddard's "Minnie M." 3. Frank Self's "Biddy."

The Relay race, Posties vs. Police, was exciting and was won by H.M.S. letter carriers.

The 14th band played frequently during the afternoon and the music added much to the enjoyment of the occasion.

The Baby Show.

Ald. Bert Robertson, R. J. Carson, J. Plewes, and W. J. Craig are still in the

Second Grade Cane Sugar is 10 Cents Nearer that of No. 1

A few weeks ago The Grocer pointed out some of the trade troubles in connection with sugar. Some wholesalers were requesting that the second grade cane refined sugar be dispensed with altogether on the grounds that the profit was inadequate. Since that time it is understood that a conference has been held with the eastern refiners and it was decided that the wholesalers should receive a better profit. To substantiate this, a short time ago the price of only the second grade sugar advanced 10 cents per hundred pounds to the retail trade. This brought this grade ten cents nearer the price of No. 1.

Some Maritime and Newfoundland Ads. Criticized

A Good Example of the Proper Way to Advertise From Fredericton, N.B.—Yarmouth, N.S., Advertiser Offers Certain Goods for a Certain Fixed Sum; the Ad.-Critic Considers This a Good Method—A Newfoundland Ad. and a Suggestion for Its Improvement.

By W. F. Ralph.

It is very refreshing for the advertising critic occasionally to come across retail grocery advertising that strikes him as being nearly above adverse criticism. Such an ad., however, often does crop up in unexpected places.

The retail grocery stores of the Maritime Provinces are sometimes regarded by the proprietors of similar commercial institutions west of Montreal as being considerably behind the times in business methods. But that this assumption

is ill-founded is constantly being demonstrated by evidence of great commercial progressiveness in the provinces by the sea. It is striking contrast is the ad. of C. P. Eagan, St. John's, Nfld., also reproduced here. If the Yerxa ad. is above adverse criticism, here is an ad. that is almost below commendation. One can imagine, in a place so situated, that communication with the outside world is

fault with. Its size is just about right for regular use by the average good grocery. Its layout, while not striking, is neat and attractive, and places emphasis where it is needed—in the headlines. But its chief merit lies in its well-expressed suggestiveness. Not long ago the writer read, in an advertising journal, the criticism that comparatively few retail merchants made as much of the advertising value of the telephone-order as could easily be made. In this ad., however, the advisability of ordering by telephone is made the chief feature. It is almost beyond question that if this feature be emphasized continually in the advertising of retail merchants, more and more of the better class of customers will do their shopping by telephone, leaving the selection of the goods to the merchant; and by so doing will be less and less likely to transfer their trade to competitors.

as well informed as people are anywhere else, it is unlikely that the bald announcement that shipments of lobster and salmon have been received at a local store will cause any undue commotion. The one line in this ad. that might be interesting to housekeepers, provided

an unusual treat for its inhabitants, the news that certain delicacies had been received by the local store would receive earnest attention. But in a place like St. John's, Nfld., a city of considerable size and commercial importance, the majority of whose inhabitants are

SHOPPING MADE EASY!

CALL US ON THE PHONE.

The easy and convenient way for you to order your groceries is to step to the telephone and call 327. One of our salesmen will answer you immediately. He will give you all desired information concerning any of the goods we sell and give careful attention to the filling of any order you may be pleased to give us.

No money comes easier than the money we save you. If money is worth saving these offers are worth investigation. We depend upon quality to increase your good opinion of our merchandise.

FRESH FRUIT AND VEGETABLES.

Best Bannana, 15, 20 and 25c. doz.
Good Oranges, 15c. doz.
Largest Oranges, 25 and 35c. doz.
Fine Grapes 15c. lb.
Peaches, 30 and 50c. doz.
Delicious Pears 30c. doz.
Good Apples, 50c. pk., 10c. doz.
We select Fruits and Vegetables as if our lives depended on the selling of them—they'll sell if you see them.

TEA.

Good Tea is a nerve food. Blue Banner is the good Tea. Everyone comes back for more, that's how good it is. Price, 25c. lb., 4 lbs. \$1.00

COFFEE.

Blue Banner is the best. Rich, clear, fragrant Coffee. The real starter for a day's work. Price, 35c. lb., 3 lbs. \$1.00
Regal Coffee, 25c., 3 lbs. 70c. is good too.

BLUE BANNER FLOUR

There is no better bread flour on the market than Blue Banner. We fully guarantee it. If you change your mind, we'll change the flour. **Only \$6.70 per bbl.**

Yerxa's

Queen St., Tel. 327. Cor. King and Northumberland, Tel. 71-11

A Well Written Ad. From a Fredericton, N. B., Newspaper.

is ill-founded is constantly being demonstrated by evidence of great commercial progressiveness in the provinces by the sea.

It would be difficult to discover anywhere an ad. more closely approaching perfection, when judged by the well-known rules for the construction of good retail advertising, than the ad. of "Yerxa's" reproduced here.

This ad. occupied a space about nine inches double-column in the Daily Gleaner, Fredericton, N.S., and there is very little in it that a fair critic can find

Some Things We Are Selling for 25c.

6 lbs SWEET POTATOES	8 bars DIAMOND SOAP
6 lbs RICE	8 lbs BODA CRACKERS
7 lbs BUCKWHEAT	8 lbs Family Pilot
6 lbs SPLIT PEAS	7 lbs OATMEAL
6 lbs WHOLE PEAS	6 lbs WHITE BEANS
7 bars OAK LEAF SOAP	4 lbs Y. E. BEANS

We still have a good supply of **Preserving Jars** Crown, Lightning, Self Sealers and Masons, in Half-gals., Quarts and Pints, all at lowest prices

CAIN BROTHERS
USE WOOD'S COFFEE

A Retail Grocer's Advertisement from Yarmouth, N. S., Illustrating a Good Idea.

SALMON, 1910 PACK. LOBSTER, 1910 PACK.

New Shipment just in.

Ex. Florizel.

New York Corned Beef.
Cucumbers.
Cauliflowers.
Tomatoes.
Celery.
Bananas.
New Potatoes.

Fresh Garden Peas.
Fresh Garden Gooseberries.
Codroy Butter.
Fresh Country Eggs, 25c. doz.
New Canadian Cabbage.
Potato Flour.
Sinclair's Spare Ribs.
Pork Loins.

Flour in 14lb. Linen Sacks, viz.:

Buffalo.
Verbena.
Windsor Patent.
King's Quality.

Maconochie's Pickles and Chow Chow.
New shipment just in.

EAGAN'S COCOA—specially put up for our trade in Holland.

Packed in 2 oz. packages.
Packed in ¼ lb. tins.
Packed in ½ lb. tins.
Packed in 1 lb. tins.

C. P. EAGAN, Duckworth St. and Queen's Road.

A Newspaper Ad. from St. John's, Newfoundland.

they discovered its existence, is the item concerning fresh country eggs at 25c. Here is something that the housekeeper can comprehend—something she uses all the time and that has the price attached to it. In this ad. there is much that could be made interesting; much that could be written and arranged in such a manner that the housekeepers of St. John's would be impelled to buy.

While the man who has the goods for sale should be able to advertise them better than anyone else, we offer here a suggestion as to how different C. P. Eagan's ad. might be made to look by the infusion of a little life into it. A comparison of the two efforts will show that the bald statement of a fact that has no particular human interest should be avoided, and the endeavor made to give each ad. some humanly interesting

Fined for Having Glucose Syrup in the "Golden Syrup"

London, Eng., Aug. 24.—At the West London police court recently the hearing of a summons against a grocer on Fulham Road, for selling "golden syrup" which contained 37 per cent. of glucose syrup, was concluded. A representative of a large jam manufacturer stated that glucose had been used in the manufacture of syrup for twenty years. He considered that glucose was more digestible. Only that day he took a tablespoonful of glucose because he feared he might not be able to have

but afterwards beet sugar was used. Glucose was not made from sugar at all, therefore it was not treacle; and an article which contained glucose syrup could not be sold as golden syrup, which was merely an elegant synonym for refined treacle. In these circumstances the question arose, Was the article sold to the prejudice of the purchaser? and he came to the conclusion that it was, because there was no doubt that treacle or golden syrup had certain laxative qualities which it was admitted glucose did not possess. He must come to the conclusion, generally, that the article sold was not the article demanded, and that it was sold to the prejudice of the purchasers.

There must, therefore, be a conviction, but he was bound to say that he regarded the offence as a technical one, and he had no hesitation in expressing his opinion that those who sold this mixture of golden syrup and glucose had no intention of committing any fraud on the public, and that there seemed to be no harm to the purchaser in the fact that he had glucose mixed with the syrup. He imposed a penalty of 20s., with ten guineas costs.

For Luncheon—What?

This is a perpetual question among good housekeepers—perhaps it's in your mind this very minute! Then let us suggest something. What do you say to

Salmon?

Use it right out of the can, or make it up in any of the artful ways you are acquainted with—it's delicious any way. We have just received a shipment of 1910 Salmon—caught and canned within a few weeks. You will like it, and the price per can is only **15c.**

And Some Other Good Things

- | | |
|---|---|
| Cucumbers —Just the right size, fresh and crisp, per lb.9 | Peas —Fresh from the garden, tender and sweet, pk.17 |
| Tomatoes —Large, firm and well-shaped, per lb.18 | New Potatoes —Large, clean tubers, peck20 |
| Celery —Tender stalks, white, and finely flavored, bunch8 | Eggs —Guaranteed new-laid, fresh from the country25 |

If you cannot come—telephone!

C. P. EAGAN, **Duckworth St. and Queen's Rd.**

A Suggestion for the Improvement of Eagan's Ad.

features that will be likely to cause it to be read with attention.

Some time ago The Canadian Grocer mentioned a style of advertising wherein the emphasis was laid chiefly upon what articles could be obtained in the store at a certain figure. This is certainly a novel way of instructing the people as to the comparative value of different articles, and should prove successful in building up sales. An example of this style of advertising is shown here in Cain Bros' ad., published in the Yarmouth Light, of Yarmouth, N.S.—another example of the progressiveness of Maritime Province grocers. The original ad. was two columns wide.

time for lunch, and he had found that it was an easily digested article.

The magistrate in giving his decision, said the facts of the case were very simple—golden syrup was demanded, and a syrup which was of golden color and which contained 37 per cent. of glucose syrup was sold. The question was, Was the syrup supplied not of the nature, substance, and quality asked for? He could not come to any other conclusion than that golden syrup was a definite article, and that it was understood by the public as refined treacle.

Treacle was understood to be the drainings from crystallized sugar. Originally it was cane and maple sugar only,

This Retail Grocer Paid his Rent by Using Nail Puller

"When I was in the grocery business," said John Mischel, retired grocer, of St. Louis, U.S.A., to the members of the St. Louis Retail Grocers' Association. "I paid my rent by using a nail puller."

"I did it by saving all the boxes and barrels and selling them at the end of a month or so. I could sell them at a good profit, because I did not take a hammer or a hatchet and knock the heads in, or rip off the lids, but because I used a nail puller and extracted the nails in the right way, without injuring the heads or lids."

"Success in the grocery business," he continued, "comes from watching the business end and taking care of the little things. You have to watch the business if you want to make money."

"I always counted the fish I got and always counted the pickles, too. I often found shortages in both, and saved money by doing the counting when I got the goods. When I found shortages I took them up with the proper persons and made them make good."

"Many grocers fail because they do not watch these 'little things.' I would not be afraid to go back into the grocery business again if I had my health or was as young as I was when I first started in, 25 years ago."

"My boys, when they are big enough, are going into the grocery business, and I am breaking them in now. I know they are going to be successful because I am teaching them to look after details and not taking any chances."

Productiveness of the Annapolis Apple Area

One of the Greatest Apple-Producing Districts in the World, Says Writer—How Nature Protects it From the Fogs of the North and Cold Sea Breezes From the South—One Example of Thrift Resulting in Good Reward.

By David Williams.

Of all fruits there is probably none that excels the apple. It is a universal favorite; it is suited to men of every stage of life. The youth feasts upon it, the middle-aged enjoy its luscious taste and health-giving qualities, and those of more advanced years still find pleasure and healthful enjoyment in its mellow sweetness. There are many sections in this great Dominion that produce the apple in rich quality and abundant varieties.

What is known as the Annapolis Valley, situated on the north side of the western end of Nova Scotia, and comprising a strip of country about 100 miles long, varying from five to fifteen in width, chiefly in the Counties of King and Annapolis, is a district that is probably surpassed by none anywhere in its capabilities for the growing of this king of fruits. Of course, this year the crop is not of the best; but all districts some time or another suffer to a certain extent from unfavorable conditions.

This valley extends east and west from Windsor town on the east, to Digby on the west, including the famous village of Grant Pre, the reputed home of the Acadian maiden, Evangeline, whose pathetic story is so beautifully told by Longfellow. It is sheltered on the north by a chain of mountains, known as the North Mountains, which keeps out the fogs of the Bay of Fundy; and on the south by another chain called the South Mountains, protecting it from the stormy winds of the Atlantic ocean. In this favored section vast quantities of apples are annually grown, a large proportion of which is shipped to Europe, while a good market is also found in the local towns and cities of their native province and the adjoining Provinces of New Brunswick and Prince Edyard Island.

An Old Apple Country.

The Annapolis Valley has been growing apples for the last 200 years, but the scientific cultivation of them is only in its infancy. The apple-farmer is rapidly getting away from the idea that the methods pursued by his fathers are good enough for him and his orchard. Under more advanced cultivation the quantity and quality of the apple crop has vastly increased of late years and is still rapidly developing. It was estimated that the amount exported last season reached the large figure of 700,000 barrels. There is probably no branch of industry that produces such excellent results for the amount of labor and capital expended as apple-raising.

In the Annapolis Valley, rough, slightly-improved land can be bought for \$10 to \$40 per acre. The amount of labor required to put this land in order is not

large. It may then be planted in trees that can be bought for \$20 per hundred from the local nurseries. Of course, there is a wait of some years before much return can be obtained from this outlay.

However, the space between the apple trees is usually planted with plums and cherries, which come to bearing much sooner than the apple and are cut out when the latter attains its larger growth. When the apple trees have reached bearing size they rapidly repay the outlay of toil and capital bestowed upon them, and in the valley they appear to attain to a great age.

Average Yield Per Tree.

There are trees near Grand Pre bearing many barrels of apples annually that were planted and bore fruit long before the Grand Pre people were expelled. Many apple trees are known to be over 100 years old and are still bearing abundantly. A tree, when it has attained its growth, will produce from 18 to 20 barrels of good apples per year, providing the season is a favorable one. Many farmers who had the sagacity to go into apple farming a few years ago and pursued it along modern lines are to-day reaping a rich harvest.

As an instance of this we might relate the experience of a Berwick farm-



Apple Blossom Time in the Annapolis Valley, Nova Scotia.

er. Twenty-six years ago, then a boy of 16 without money, he purchased a farm of 200 acres for \$1,400, which he succeeded in mortgaging for \$1,600. The farm had upon it about 80 old trees, producing from 20 to 50 barrels of apples per year. These trees were carefully looked after, the farm was gradually put into better shape, more young stock was added as his limited means would allow, and thus he steadily increased its value and productiveness, until at present he has 83 acres in trees, a large number of which are bearing abundantly. Last season he packed 4,000 barrels of good apples, worth \$2 per barrel at the trees. He also shipped \$1,000 worth of plums, and another \$1,000 worth of strawberries, potatoes and other products. During the intervening years he erected large barns and storehouses, in addition to a dwelling house, at a cost of \$3,000, and another for his parents, costing \$1,500. He has also built for his six employes comfortable houses, at a cost of six to seven hundred dollars each. What he has accomplished others with his capacity, business ability and patience can do.

More Advertising Necessary.

The Annapolis Valley affords abundant opportunity for enterprise and scientific methods. If it were situated in California or some other far-away region its fame would, no doubt, be heralded round the world. As it is, with all its unsurpassed advantages of productiveness, quality of its fruit and nearness to the great European markets, it is comparatively little known.

TRADE NOTES.

Barnes Bros., Halifax, N.S., state that they make an annual turnover of about \$25,000. They have only been in the grocery business for four years, and besides paying off a large loan, they have a substantial sum to their credit in the bank.

H. D. Rood, Berwick, N.S., opens on Sept. 1, a general merchandise store, in the establishment formerly owned by Stephen Illsley. For several years past Mr. Rood was with A. O'Connor & Co., Halifax.

J. N. Patterson, Berwick, N.S., is erecting a new store, two storeys in height, and with a basement the size of the building, 45x90 feet. He expects to carry a full line of general merchandise and to have one of the best stores in the Annapolis valley.

A Japanese resident of Marysville, Cal., has opened a canning factory near Yuba City and will pack peaches and beans, employing Japanese help only.

California prune growers have refused to sign contracts for their crops even at an advanced price, believing that it will go higher before the crops are gathered.

Practical Methods Used in Retail Grocery Stores

Halifax Grocer Places Most Dependence on Cleanliness—Summerside, P. E. I. Merchant Believes in Quantity Price Providing there is no Cutting Done—An Advocate of the Scale Versus the Measure—Fighting Mail Order Competition in New Brunswick—Taking Care of Fruit.

Big Value On Cleanliness.

Halifax, N.S., Aug. 25.—“I would not deal in a store that was not clean,” remarked one of Halifax’s good grocers the other day.

His store interior proves that he stands by that conviction. It is clean, bright, attractive and equipped with modern fixtures which he claims are real money savers.

He maintains that a dirty store is seldom successful. Some men, of course, succeed in spite of their failings, simply because the conditions exist which more than counteract those failings. But boxes and barrels strewn all over the floor and counters, flies on the eatables, dust on the goods on the shelf are not good omens to success, thinks this merchant.

He also believes in quality and says that continuous success in the retail grocery store is practically based on good goods at right prices.

A Believer in Quantity Price.

Summerside, P. E. I., Aug. 25.—In giving his opinion on quantity price one of the local merchants says he is a believer in it under certain conditions. He thinks that a man who has the buying power behind him should get a better price when he purchases in quantities.

He, however, does not believe in price cutting and thinks that no merchant should use his buying power to cut below the established prices. In fact, he considers such a man a fool because he could just as well obtain his extra profit and keep business on a better basis. When a price is cut a competitor usually, but often unwisely attempts to meet it with the result that soon a low established price is made—one that does not give a fair return on the investment, risk and labor.

Therefore, he thinks well of the quantity price, but not of the price-cutter.

Advocates Use of Scale.

St. John, N.B., Aug. 25.—Speaking of the method of selling by weight, a local grocer expressed himself as heartily in accord with it. He said he would include a large number of articles in the list and expressed the opinion that it would not be long until the custom was practically universal. Under this plan, he stated, everybody is treated alike. There is no picking the goods over. In selling fish, there is no chance of some getting all the large ones, while those who come later receive small ones. When fish are sold by weight, as with herrings, everybody buys a pound and gets a pound. This is one of the strongest points in its favor, he believed.

Also in selling apples by the bag, if so many pecks were given, every customer would not be getting the same weight. But it would be a single matter to weigh every bag and thus there would be no discriminating. The grocer mentioned other articles which could also be weighed satisfactorily.

Fighting Mail Order Competition.

Bathurst, N.B., Aug. 25.—Local merchants have organized for the purpose of fighting the mail order houses. At a recent meeting one merchant expressed the opinion that from \$1,500,000 to \$2,000,000 found its way from that province to the departmental stores of Toronto and Montreal each year. Resolutions were passed inviting the co-operation of the other northern counties of the province, having in view organization all over New Brunswick, and a committee was appointed to take charge of arrangements. “The question is not so much who is to blame for this condition, as how best to find a remedy,” said a Bathurst merchant discussing this question.

“The action of the Bathurst merchants is an important step in the right direction, but many other steps are necessary. Boards of Trade should be organized in every city, town, village and settlement of the province and the people of the country districts should be induced to become members of such boards. At the meeting of these bodies it should be pointed out that no county or province can become prosperous where money that should be spent by the people among each other is being sent out in barrels to enrich the business people of other provinces. Against the argument that people should buy in the cheapest markets, it can be shown that if the farm producer does not deal with the home merchant and the home merchant is obliged to give up business, the home market for the farmer is destroyed and that there must necessarily be a reduction in the prices of farm produce, not to speak of the inconvenience of finding an outside market. Most of the trouble has arisen because of the attractive circulars and catalogues sent into our province by the outside departmental stores. Why should not the bigger establishments in our own province send out attractive catalogues? There is no reason why our own business men should not take full advantage of the opportunities offered by printers’ ink and engraving.

“That New Brunswick has suffered by the unfair competition referred to there can be no doubt, and that the existence of the general stores throughout the

province is threatened, unless action of self defence be taken, no one who goes over the last couple of years can question. A united ‘New Brunswick First’ policy on this question is the duty of the hour. Bathurst’s action is the first gun fired in a battle that must be waged in the interests of the trade of New Brunswick.”

Good Store Serves The Public.

Broadview, Sask., Aug. 25.—One of the finest stores in the west is in Broadview, owned by A. R. Colquhoun. This store is now carried on by the son, who told the writer that his father, who built the store, always had the idea that a man should spend his money where he made it. He was successful in business and he spent a large portion of the money he made in his own town in building this splendid store for the convenience of his customers who generously supported him for many years.

If this principle had been followed in general by the merchants, it would never have been possible for the mail order business to succeed. With such a store at home, of which the whole neighborhood has reason to feel proud, there is not much danger that the people will send their money away to build up stores in large cities, which they seldom see, and which do nothing to improve the conditions of their homes and surrounding country.

Good stores in any town will largely increase the value of the farm and town property, and it is in the interests of the entire community that the merchants do their best to give the buying public the best possible service.

Careful Handling of Fruit.

Montreal, Aug. 25.—“To the grocer who is handling fruit a word of caution should be extended, reminding him of the importance of keeping his fruit in as an appealing condition as possible,” remarked one merchant here recently. “Appearance often means a great deal. Therefore, let a good appearance do as much for your fruit sales as possible.

“If you have several show windows, devote one of them to fruit alone. Make a neat display every morning, keeping the different varieties together. Use price cards. In other words, make this window talk as impressive as possible.”

Many grocers have a blackboard, which they put out in front of their stores. A daily bulletin of store news is written on it. Generally only one article is mentioned, as a special, and most frequently it is devoted entirely to fruit in the fruit season.

DIRECTORY OF

Manufacturers, Manufacturers' Agents,
Brokers, Etc.

BRITISH COLUMBIA

**W. A. JAMESON
COFFEE CO.**

Importers and Roasters of High Grade
Coffees.

Manufacturers and Proprietors of
"Feather-Light" Brand Baking Powder

We also carry a full line of TEAS,
SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.
VICTORIA, B.C.

**VICTORIA
FRUIT GROWERS' ASSOCIATION**

The largest packers and shippers of first-
class Fruits of all kinds in British Columbia.

OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS. - VICTORIA
Branch at 140 Water Street, Vancouver.

Wholesale Manufacturers' Agents

Correspondence Solicited.

F. R. McINTOSH & CO.
Vancouver, B.C.

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Free and Bonded Warehouses
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VANCOUVER, B.C.

Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters

Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—A C, 5th Edition; Revised Economy; Modern
Economy; Utility and Dowling's.

Do you want live representation?
We are in touch with the trade.

Andrews & Nunn

Manufacturers' Agents and
Wholesale Commission Merchants

Codes—A B C 5th Edition, Western Union

615 Dominion Trust Building
VANCOUVER, B.C.

Correspondence
Solicited

Highest
References

McFOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents

144 WATER ST., VANCOUVER, B.C.

Can give strict attention to a few first-class Gro-
cery Agencies. Highest References.

When writing advertisers kindly men-
tion having seen the advertisement in
this paper.

ONE of the most successful
retailers of late years
says: "When a firm advertises
in trade papers it is getting
into good company. As I pick
up one of a dozen of these
periodicals here in my office,
and glance through it, I find
that the best people, the suc-
cessful firms, are represented
in such a way as to reflect
their importance in the trade."

Keep in mind the domin-
ant fact that mankind from
its first appearance on the
earth has been schooled by
nature to look for signs;
for invitations to taste; for
suggestions as to what to
wear. Tell your story
briefly, forcibly, truthfully,
and address it through
the proper media and you
can successfully apply ad-
vertising as a means to
increased distribution.

To the Manufacturer or Wholesaler—

If it were possible to employ a traveller who
could call on 7,000 of the best dealers all through
Canada every week, what salary would you figure
he'd be worth—even supposing he did nothing
more than go in and shake hands with these dealers,
under such circumstances they'd be glad to see him.

Would he be worth \$200, \$300 or \$500 per
week? Many a house would pretty nearly let him
fix his own salary.

Equip an advertisement in this paper
with a verbal handshake for every dealer in Canada,
and a frank, brief, pointed talk about your goods and
you add a traveller to your staff who will make 7,000
calls a week for you at a salary of \$4 to \$8 a week—
less than you would pay a first-class stenographer.

Of course this traveller won't displace any of
your regular salesmen, but he will help them to sell
more goods and open up more new accounts.

Going to Borrow 5c. Again

The plan of borrowing a nickel from everyone we served with a cup of Red Rose Tea at the Toronto Exhibition last year and giving each one a coupon worth 5c. anywhere when buying a package of Red Rose Tea was declared so successful by merchants generally that we are going to do it again this year.

Will you be good enough to accept these coupons again this year as part payment for a package of Red Rose Tea. They will be redeemed at their face value by any Red Rose Tea traveller or when sent to our Toronto Office.

If you are in Toronto during the Fair we will be very pleased to have you call at our new warehouse, 7 Front St. East, or at the Red Rose Tea Booth at the Exhibition, and if we can extend you any courtesy or serve you in any way the pleasure will be ours. At the booth just make yourself known to the traveller in charge. A corner and a couple of tables will be reserved for grocers, their wives and friends, and you will enjoy the tea too.

Red Rose Tea

7 Front Street East,
Toronto, Ont.
315 William Ave.,
Winnipeg, Man.

} Branches

"is good tea"

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

This year's pack of Canadian Canned Fruits will be poor and short, according to latest reports

We have just received into store

One Carload, 750 Cases, "Bowlby" Fruits

Including

Peaches, Pears and Plums

2's and 3's tins.

Prices are exceptionally low for prompt buyers.

Send us your enquiries

L. CHAPUT, FILS & CIE.

Montreal

WHOLESALE MERCHANTS



There's a wide range
of
Rolled Ox Tongues, Potted Meats, Galantines, Etc.,



PUT UP BY

Poulton & Noel Limited

The Famous English Preserved Provision Manufacturers.

Highly recommended for quality and attractiveness of package.

Prices on application.

Rose & Laflamme, Limited, Montreal and Toronto
CANADIAN SELLING AGENTS

For Your Best Class Trade

no line will prove such a genuine satisfaction-giver as

GOODWILLIE'S



PURE FRUITS

They are bottled right in the orchards in the heart of the Niagara Fruit District and are noted for their purity and quality. Send for prices.

CARRIED BY THE BEST WHOLESALE TRADE

Rose & Laflamme, Ltd. - - Montreal and Toronto - - Agents

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The Cash and Bank Book and its Use in Business Another Grocer Refers to Short Weight in Goods

In this Book of Original Entry, Sheets may be in the Form of Loose Leaves Ruled on Both Sides and Bound Each Day—Treatment of Cash Discount, Sales and Expenses in the Cash-Book—The Accounts in the Ledger.

By Howard R. Wellington.

In a recent issue we discussed the use of the modern journal and its general bearing on the ledger accounts in any set of books.

In this issue it is our purpose to introduce another book of original entry, viz., the cash book.

In the illustration given below, the sheets may be in the form of loose leaves ruled on both sides and bound either at the end of each day or periodically as desired. By carrying out this idea the bookkeeper may have the use of the sheets for posting purposes, while at the same time it will not interfere in any way with the cashier who is making entries all through the day.

If there is any doubt about these sheets not reaching their destination in

The next column in order is for the account to credit—this being the account to be credited in the ledger with the amount of cash received. A column may be here introduced for the cash discount allowed the customer—this amount of discount may be posted in one amount with cash received to customer's credit.

Cash Sales—Dr. Side.

A column may be here introduced for the cash sales in each department of the business for each day. These daily sales should be totalled on a recapitulation sheet and compared with the recapitulation in the back of each cash sales book and may be entered individually in the cash book or in one amount for each department at the end of the day.

Editor The Canadian Grocer,—B. W. Grant, of Dauphin, Man., in his letter re "Short Weight in Goods," should waken up every live grocer. Thousands of dollars every year are lost by short weight goods. I have often looked at the boxes of biscuits, with all the cardboard, tinsel, and paper, and batting, and wondered if allowance was made every time for such. Let us test the matter thoroughly and report in The Canadian Grocer. It's bad enough to have the many inspectors of the Government come around and charge you up for scales being correct and yard-stick being the right length, etc., without other losses. To sum up, every article coming into a store should be checked and marked. Try it and you will be astonished.

ONE WHO KNOWS.

Kingston, Ont., Aug. 26, 1910.

Cash Book

Am't. Received	Bank Deposits	Receipts acct. to credit	Cash Discounts	Sundries	His	Cash Sales	Dept. A	Dept. B	Dept. C	Dept. D	Dept. E
65 00		J. Smith	65	65 60	2 50						
10 00		-	-			10 00	10 00				
20 00		-	-			20 00		20 00			
55 00		-	-			55 00			20 -	25 00	10 00
	100 00	Deposit									
Am't. Paid	Bank Drawings	Payments Account to Debit	Cash Discounts	Sundries	His	General Expense	Expenses	Dept. A	Dept. B	Dept. C	Dept. D
10 00		T. Jones	50	10 50	2 70						
50		Expenses		50	-		50				
	10 00	Advancing Dept. A						10 00			
	10 00	" C							10 00		
100 00		Deposit									
75		General Office Exp.		75	-	75					

the cash binder, each sheet may be numbered and the sheet missing may be noticed immediately.

A number of concerns will keep a "cash account" and also a "bank account" in the ledger, so as to have every necessary amount to a trial balance in the ledger itself. This plan is not really necessary, for the cash book is virtually a ledger account bound in another book or file.

The Debit Side.

On the debit side we have a column for the amount of cash received either by cash or currency, and the amount deposited in the bank. These items are not posted to the ledger, but are simply checked off with similar amounts appearing on the credit side of the cash book under the title of "deposits."

The Credit Side.

The first column is for the amount paid out in cash; the next for the amounts of each cheque drawn on the bank and the third for the account to which either cash or cheque is to be charged.

If cash discount is earned, the amount should be entered in the next column and the amount posted along with the amount of cash paid, to the debit of the correct account in the ledger.

Following these columns, we have the various headings for expenses, suggesting—express, general expense, etc.; and if the business is departmentized, columns may be easily added for expenses of each department, so as to avoid posting more than one item each month.

TURMERIC, NOT TUMERIC.

Editor Canadian Grocer,—The other day a traveler wanted to bet me a five-dollar bill that "tumeric" was the correct way to spell the spice, which I call and spell "turmeric." I told him I did not have any money, but that I was sure I was right. Now, I see it in the columns of The Grocer "tumeric." Who is right?

RETAILER.

Editorial Note,—The correct spelling is "turmeric." This is the way The Grocer has it spelled in its regular grocery market report. Owing to a typographical error it appeared the other way in an article on spices in last week's issue.

What the Names of Some Grades of Flour Signify

Grocer Who Would Build up Trade in This Commodity Should Make Some Effort to Know the Essential Facts Regarding Various Grades, and Also Something About Merit of Different Brands—How the Term "Patents" was Derived — Other Grades and the Significance of Their Names.

By F. R. H.

Flour is one of the most important staples that many grocers carry. With some the trade concerns, almost entirely, pastry brands, while with others they not only have a good business in that class of flour, but they also have a good demand for these brands from which bread is made. The baker is far from being supreme. It is true that in many communities he has a large following, but there are still many homes that look with disdain on the product of the bakeshop.

Those who have examined the conditions have noticed that in every town or city there are some few grocers who have, as it were, cornered the flour market. In other words, the bulk of the local demand is shared by them. In the course of their growth they have gained the reputation for carrying a line of flour that makes good bread or good pastry, as the case may be.

Care is Necessary.

Grocers admit that care must be exercised with this department of their business, for it is almost impossible to win back a customer who has purchased a bag of flour only to find that it did not possess the qualities she had looked for. Just how some of these grocers build up their flour business is difficult to even guess at, but one grocer is known by the writer who made a careful study of different brands and their respective merits before he had his business beginning to show results.

He did not confine the brands to one single factory's make, but had two, and sometimes carried a third—because people often find out good brands, so far as they themselves are concerned, and are satisfied with them; and as another reason, flour is not a one-price article, and one mill's make may be dearer, but better than another. There are some who, even in the matter of flour, will take a chance on the quality just because there is a difference of fifteen or twenty-five cents. The majority, however, want the best.

Thus, there are good reasons for one grocer's success in handling flour in contrast to another's failure in the same attempt. The main essential is securing a brand or brands which make the best bread or pastry, as the case may be.

The Term Patents.

In the history of the evolution of flour-manufacture, grinding between stones was the only known method for countless years. The grain was placed in a hollowed stone and was reduced to flour by being ground by another stone. There was not much variation of this

primitive system until rollers were first used in Hungary. The grain passed between rollers, which were operated by water power.

The reduction to flour as thus easily accomplished by harnessing water power. In this brief article it is not necessary to go into the history of the growth of these mills and their huge water-wheels, which every schoolboy remembers from "The Miller of the Dee" of his school days.

At any rate, the Hungarian idea was patented, and was known as the "Hungarian Patent." It was not long until the method became general, and the word Hungarian was dropped and almost forgotten. That, then, is the explanation of the word "patent," but in everyday use there are first and second patents, according to the quality of the flour.

Some Other Terms.

The wheat is broken by passing through the first pair of rollers. It is then carried by hoppers to another pair a little closer together, and is still further reduced. Thus the process continues, the flour being gradually reduced and cleaned until the best grade is reached.

As many as six reductions are used in some mills, and it is interesting to follow the wheat from its first to final stage, and to see the different constituents of the grain being separated in the various stages.

"First Patents" refer to any mill's choicest bread flour. It should be snowy white; and "Second Patents" are readily distinguished in contrast, because it is not as clean; it does not possess the same degree of whiteness. Nevertheless it is good flour, and is largely demanded by bakers. "Strong Bakers" and "Straight Rollers" contain less of the best flour in the wheat, and naturally are inferior to the first patents.

"Strong Baker" is a term applied to a grade that is even darker than second patents. "Blended Flour" might be termed "general purpose." It is composed of half Manitoba, or bread flour, and half Ontario (winter wheat), or pastry flour. It is naturally not as good a bread flour as are Manitoba patents, and not as good a pastry flour as Ontario patents.

The grocer who buys a particular brand because it is flour, neglecting to consider whether it is the kind his customers will want, can scarcely expect to build up a strong business.

The advice to know the goods that are handled and to be capable of intelligently talking about them, with the knowl-

edge that they will prove just as stated, applies to flour in the same measure as to any other goods.

Shortage in Bean Crop Now Seems to be Quite Probable

Chatham, Ont., Aug. 26.—Reports just received from the vicinity of Blenheim, one of the important centres of the bean-growing industry in this country, indicate that there is a strong danger of this year's bean crop falling considerably short of the estimates based on favorable conditions earlier in the season.

The difficulty is that the beans are not podding out as they should. There is a splendid growth of vines, so that, viewed from the road, a bean field certainly looks well; but closer investigation in most instances will show that the pods are nothing like they should be in number or size. In a single field there will be stretches where the beans are podding out in first-class style; while immediately adjoining are other patches where the pods are hardly worth mentioning.

Growers state that the spell of wet weather in July, following a long drought, is to blame for this condition.

In June the general conditions surrounding the bean crop were pronounced most encouraging by local experts, and predictions were freely made that if these conditions continued equally favorable, the 1,000,000-bushel mark for which growers have been constantly aiming would be reached this year. It was not at that time anticipated that, in any event, the total Canadian crop, which is practically confined within the limits of Essex, Kent and Elgin, would fall below the record of last year, which was pretty nearly 850,000 bushels. Failure of the beans to pod, however, means not only that the 1,000,000-bushel mark will not be attained, but that there will possibly be a considerable shortage from last year's 850,000-bushel crop. Just what the shortage will amount to cannot be accurately told till the actual harvest.

Beans were quoted locally to-day at from \$1.50 to \$1.65 per bushel, the latter price, for hand-picked, being a 5c advance from last week.

New York City Wants Ontario milk and cream, and has sent one of the inspectors of its health department to inspect the dairies from which it is proposed to draw the supplies of milk and cream.

Owing to the largely decreased stocks of olives it is said that the 10 and 15-cent varieties will likely be taken off the market. In other words, cheap olives are passing.

The chance of your lifetime!

The Wonderful West, whose prosperity and greatness is only in its infancy, is in need of just the goods you manufacture.

Will you avail yourself of our services for the handling and disposal of these goods? We have grown and are still growing with the WEST, and have a thorough grasp of Western Trade, its developments and requirements. Large track warehouses at the leading strategic business points are ready to handle your wares! Get in touch with us to-day. We can offer you conscientious, thorough and reasonably-priced service.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG REGINA CALGARY EDMONTON FORT WILLIAM

Storage for all classes of merchandise.

Cars distributed at Calgary, Winnipeg, Regina, Edmonton, Fort William

Purity

BE LOGICAL!

Flavor

You wouldn't try to sell base metal for gold to a jeweller! Then, why try to palm off second-rate foodstuffs on the experienced housewife? You may sell other brands to her once, but you must handle

"E.D.S." BRAND

Jams, Jellies and Catsup

if you want to give satisfaction, and obtain the 'repeats.'

"E.D.S." BRAND Goods are perfectly pure (the Government Analyst has certified them to be 100% pure), they are skillfully preserved in an up-to-date sanitary factory, and they retain to a remarkable degree the natural flavor of the fruit.

See to your Stocks. It pays to feature pure foodstuffs.

Made by **E. D. SMITH** at his own Fruit Farms
WINONA, ONT.

AGENTS—N. A. Hill, 25 Front St. E., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.



We will have an exhibit of
Fresh Meats
Cooked Meats

AND OTHER

High-Class Food Products

All made under Government Inspection
 in Canada's Finest Packing Plant

in the Industrial Building

Toronto Exhibition

We shall be glad to meet
 our friends and customers.

GUNNS PORK AND BEEF PACKERS
 LIMITED TORONTO

Pure Lard
 and
Lard Compound

We are quoting very reasonable
 prices on both Pure Lard and
 Lard Compound.

We put up the following packages:

350-lb. tierces	3-lb. tins
60-lb. tubs	5-lb. tins
20-lb. pails	10-lb. tins
and one-pound cartons.	

F.W. Fearman Co.
 LIMITED
 Hamilton

THE MILK
 Everywhere acknowledged to be
Richest and Best



Reindeer Condensed Milk

The dealer wins customers by selling reliable
 goods that give satisfaction

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

HAMS, BACON
 and Cooked Meats

We make a specialty of mild cured
 meats for choice family trade, just
 the kind you are looking for.

We are large handlers of

Butter, Eggs, Poultry

and can handle your shipments to
 the very best advantage. Give us
 a trial.

THE WM. RYAN, LIMITED

Packing House
FERGUS

70-72 Front St. East
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Unsettled Prices Apparent in Provision Market

Some Varieties of Pork in the East Show a Decline, While Others are Slightly Higher—Compound Lard is Firm and Higher Quotations are Expected — Production of Butter and Cheese Has Not Been Diminished and Prices are Firm—Honey Situation Unchanged—Dealers Report Fairly Good Trade.

The production of butter and cheese has not decreased to any appreciable extent yet and the output is close to the average with the prospects in favor of fairly good conditions for some time to come. Cheese men state that conditions have been very favorable this year for both butter and cheese. Reports from Montreal for the week show but a slight decrease in the production of butter and cheese as compared with the production of butter and cheese as compared with the production for the same time last year. In some quarters an advance in butter is looked for almost at any time.

Compound lard is firm owing to the advanced price of cottonseed oil. This kind of lard is likely to go higher. Owing to varying demands for different brands of pork the market has been variable of late. Extra large hams are easier but those of other sizes are advanced a cent. There has been a decline of fifty cents in all lines of barrelled porks according to a report from Montreal. Trade on the whole is quite satisfactory.

There is a good demand for select eggs with the supply being about adequate. A slight advance is reported from Montreal. The export egg trade has declined gradually during the past decade and it is fully expected that the figures for 1910 will be even lower.

MONTREAL.

Provisions.—There are many changes in the provision market this week, and it is a puzzling matter to assign causes for some of them. Compound lards are $\frac{1}{2}$ c higher, owing to the high price of cotton seed oil.

Porks are mostly reduced 50c. The changes in hams are most irregular, some having advanced while others are lower. The only reason assigned is a slack demand for some lines, while others are brisk.

On the whole trade is satisfactory considering the time of year.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 15 $\frac{1}{2}$
Cases, tins, each 10 lbs., per lb.	0 15 $\frac{1}{2}$
" " " 5 " " " "	0 15 $\frac{1}{2}$
" " " 3 " " " "	0 15 $\frac{1}{2}$
Pails, wood, 20 lbs. net, per lb.	0 15 $\frac{1}{2}$
Pails, tin, 20 lbs. gross, per lb.	0 15 $\frac{1}{2}$
Tubs, 50 lbs. net, per lb.	0 15
Tierces, 37 $\frac{1}{2}$ lbs., per lb.	0 15
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 13 $\frac{1}{2}$
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 14
" " " 5 " " " "	0 13 $\frac{1}{2}$
" " " 3 " " " "	0 14
Pails, wood, 20 lbs. net, per lb.	0 12 $\frac{1}{2}$
Pails, tin, 20 lbs. gross, per lb.	0 13 $\frac{1}{2}$
Tubs, 50 lbs. net, per lb.	0 12 $\frac{1}{2}$
Tierces, 37 $\frac{1}{2}$ lbs., per lb.	0 13 $\frac{1}{2}$
Pork—	
Heavy Canada short out mess, bbl. 35-45 pieces	28 50
Lean pork	23 50
Canada short out back pork, bbl. 45-55 pieces	29 00
Clear fat backs	31 00
Heavy flank pork, bbl.	21 00
Plate beef, 100 lb bbls.	9 25
" " 200 "	18 00
" " 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 16 $\frac{1}{2}$
Long clear bacon, heavy, lb.	0 15
Long clear bacon, light, lb.	0 14 $\frac{1}{2}$
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 14 $\frac{1}{2}$
Large sizes, 15 to 25 lbs., per lb.	0 14
Medium sizes, 10 to 15 lbs., per lb.	0 13
Extra small sizes, 10 to 15 lbs., per lb.	0 12
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 20

" " " small, 9 to 12 lbs., per lb.	0 22
Breakfast bacon, English, boneless, per lb.	0 21
Windsor bacon, skinned, backs, per lb.	0 21
Spiced roll bacon, boneless, short, per lb.	0 18
Clubs, live, per cwt.	09 75
" " dressed, per cwt.	13 50

Butter—New milk creamery is $\frac{1}{2}$ c higher and is proving hard to obtain in the country. Buyers there are paying high prices, in fact almost as much as they are obtaining at present. In view of these conditions an advance seems to be the next thing in order.

Receipts for the week are 13,666 packages as against 13,583 same week last year. For the season they are 263,514 packages as against 239,048 same season 1909. For the season the increase is comparatively large, but for the week there is little difference.

New milk creamery	0 24	0 24 $\frac{1}{2}$
Dairy, tubs, lb.	0 21	0 22
Fresh dairy rolls	0 21	0 22

Eggs.—The heavy call for selects of late has forced the price up 1c. It is thought that new laids will feel the effect of a similar demand before many days have passed. While no actual shortage has occurred there is, nevertheless, a feeling among dealers that the supplies of first class stock are none too numerous.

Receipts for the week are 5,695 cases as against 4,898 cases same week last year. For the season they are 133,356 cases as against 135,463 same season 1909.

New laids	0 27
Selects	0 24
No. 1	0 20

Cheese.—There seems to be a strengthening in the export demand for cheese to England, but dealers say it is still far behind last year. The reason of course is not hard to find. New Zealand stock is on the market there in large quantities and is proving popular.

Locally trade is quiet at unchanged prices.

Receipts for the week are 78,809 boxes as against 81,494 boxes same week last year. For the season they are 1,102,830 boxes as against 1,131,294 boxes same season last year, in both cases showing a slight decrease.

Quebec, large	0 11 $\frac{1}{2}$
Western, large	0 11 $\frac{1}{2}$
" " twins	0 12
" " small, 20 lbs.	0 12
Old cheese, large	0 13

Honey.—In spite of the bear stories regarding the honey crop it continues to come in remarkably well, and in this province at any rate there seems to be fully as good a crop as last year. Prices are practically the same and all seem to be able to fill their wants easily.

White clover comb honey	0 15	0 17
Buckwheat, extracted	0 08 $\frac{1}{2}$	0 09
Clover, strained, bulk, 30 lb. tins.	0 11	0 11 $\frac{1}{2}$
Buckwheat comb	0 12 $\frac{1}{2}$	0 13

TORONTO.

Provisions — There have been no changes in the quotations of local houses during the past week. Stocks are light, and although trade is fairly good, the weather at times has been detrimental

to trade. The demand for pork is remaining firm. The Old Country bacon market sagged recently and this tendency has been, to a certain extent, reflected on these markets. Compound lard is firm, and is likely to go higher at any time. Cottonseed oil is dear, and as it is used in the production, compounds have been soaring. The supplies of live hogs have been fairly liberal.

Long clear bacon, per lb.	0 15
Smoked breakfast bacon, per lb.	0 20
Pickled shoulder	0 13 $\frac{1}{2}$
Roll bacon, per lb.	0 18 $\frac{1}{2}$
Light hams, per lb.	0 19 $\frac{1}{2}$
Medium hams, per lb.	0 19
Large hams, per lb.	0 18 $\frac{1}{2}$
Cooked hams	0 28
Fresh shoulder hams	0 13
Shoulder butts	0 17
Shoulder butts, per lb.	0 20
" " "	0 20 $\frac{1}{2}$
Heavy mess pork, per bbl.	36 00
Short cut, per bbl.	30 00
Lard, tierces, per lb.	0 14 $\frac{1}{2}$
" " tubs	0 14 $\frac{1}{2}$
" " pails	0 14 $\frac{1}{2}$
" " compounds, per lb.	0 13
Live hogs, at country points	8 25
Live hogs, local	8 60
Dressed hogs	12 00

Butter—The pastures throughout the country are in good condition and the milk supply has as yet showed no diminution. Butter is still arriving rather plentifully, and there has been no increase in prices. The market is firm. According to local dealers the quality is much improved, and this department of their trade is proving quite satisfactory.

Per lb.	
Fresh creamery prints	0 24
Farmers' separator butter	0 21
Dairy prints, choice	0 18 $\frac{1}{2}$
No. 1 tubs or boxes	0 17
No. 2 tubs or boxes	0 17

Eggs.—The egg market has changed but little during the week. Receipts continue liberal, but there is a good demand and the market remains firm. Dealers have not altogether escaped from the effects of the weather, and the season is not yet passed. However, the quality of the goods now arriving is superior to that of several weeks ago. Eggs may take an advance at any time now, but it is hardly expected for the immediate future.

Selects	0 22	0 23
Fresh eggs, doz.	0 20	0 21
Second grade, doz.	0 17	0 18
Chips, doz.	0 17	0 16

Cheese—The production of cheese is keeping well up to the average, and the season is expected to make a good finish. The average price being paid at country markets is 10 $\frac{1}{2}$ c. with colored cheese slightly dearer than the white. Locally, trade is normal. Prices have been unchanged.

New cheese—	
Large	0 11 $\frac{1}{2}$
Twins	0 11 $\frac{1}{2}$

Poultry—Trade is quiet in this market. Poultry jobbers prefer to receive live fowl rather than dressed, as in the latter case it is liable to deteriorate under existing weather conditions. The demand is about the same; deliveries are pretty liberal. Prices have not been altered.

Spring broilers, live	0 12	0 13
Hens, per lb. live	0 10	0 11
Turkeys, per lb., large, dressed	0 18	0 19
Spring duck, lb., live	0 09	0 10

Honey—Supplies of honey are coming in liberally and the reported scarcity is not borne out seemingly by local conditions. However, there has been no

change of prices as yet. The quality of the new make is reported highly satisfactory.

Clover honey, extracted, 50 lb. cans.....	0 10	0 10 1/2
" " " 10 lb pails.....	0 10 1/2	0 11
" " " 5 lb pails.....	0 10 1/2	0 11
" " comb, per dozen.....	1 75	
Buckwheat honey, lb.....	0 06 1/2	

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

D. Hatton Co., Montreal, report a large sale of fish to Germany. The shipment will run fully ten carloads, and includes halibut, mackerel, and several other varieties. Previous purchases of Canadian fish by Germany have evidently proved eminently satisfactory when such an order as this is placed.

Leonard Bros., St. John, N.B., one of the largest packers of codfish, etc., have gone into the canning business, putting up sardines. The first car will arrive in a few days, which has been eagerly sought after by the trade. The samples already forwarded here have turned out fine. There seems to be a large demand for this article to retail at 5c. They expect to put up another grade finer than these, samples of which have not been forwarded yet. The agents for Leonard Bros. are W. H. Millman & Sons, Toronto.

Further investigation regarding the introduction of coco fruitine on this side

of the Atlantic confirm the view that its use will produce a revolution that will distinctly benefit householders for all cooking purposes and all purposes where pure lard and cooking butter are employed. This article, which is manufactured from cocoanuts, and is a genuinely pure extract of cocoanut produced in Marseilles, and shipped from there under the name of coco fruitine. It is shipped to this country in a hardened form, although used in France in the form of oil largely. Coco fruitine is used in enormous quantities by the large biscuit makers in Great Britain and on the continent. It is singularly wholesome and nourishing, and its easy digestion, compared with similar articles, therefore commend it greatly. The nourishment contained in this article is greater than that from similar goods. It is made in such form that all moisture is eliminated, making it, therefore, more economical in use. Its absolute purity, its nourishing qualities, the economy in its use, and its agreeable taste, so far as there is any taste to it, all favor its large sale.

SUGHARD'S COCOA
 This is the season to push SUGHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUGHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
 FRA K L. BENEDIOT & CO., Montreal Agents.



MAPLEINE

(Maple Flavor)

This is a strictly high-grade maple flavor, made of absolutely pure materials, and possesses the genuine rich flavor of the maple.

One ounce of Mapleine makes a gallon of delicious syrup. For manufacturing purposes it is positively unexcelled.

Send for Free Sample

Frederick C. Robson & Co.

26 Front St. E., Toronto

The Grocery

that freely sells Fels-Naptha is most likely a store of progress.

Goods handled are a token of the class of customers. The class of customers is a guide to the kind of stock. No better success-stock than

Fels-Naptha Soap



NO FLAWS
 in this Chain or Anchor, both have had the same care in manufacture as "The Flour of the Mark." **Anchor Brand**
 Manfd. by LEITCH BROS. FLOUR MILLS Oak Lake, Man.
 Sold by leading dealers in every lively town. 17

WHOLESALE GROCERS SAY
WILSON'S FLY PADS
 are in their season as
STAPLE AS SUGAR



MAGIC BAKING POWDER

We advise both Jobbers and Retailers to purchase these goods in proper quantity to secure special trade discount. Price list mailed promptly on application.

E. W. GILLET CO., LTD., Toronto, Ont.



You Can Be Freed of Your Bookkeeping Burdens!

You can learn more about your business in five minutes with

The McCaskey Account Register System

(First and Still the Best)

than you can in a whole day from day books, journals and ledgers.

If it saves time, labor and money for the

SIXTY THOUSAND MERCHANTS

who use it, it will do the same for you. Ask any user or write

DOMINION REGISTER CO., LIMITED

Manufacturers of Duplicating and Triplicating Sales Books in all varieties

99-104 Spadina Avenue, Toronto

Clark's Pork and Beans For the Masses

Fastidious people like Clark's Pork and Beans for their real goodness.

Practical people like Clark's Pork and Beans both for their real goodness and their wonderful economic value.

Have you a good supply on hand?

Wm. Clark - Montreal

Manufacturer of High-Grade

Food Specialties

CANADA: No better Country

MOTT'S: No better Chocolate

MOTT'S DIAMOND CHOCOLATE

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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


EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

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



Fresh Supplies of

Garr's Biscuits

are received frequently by their distributing agents in Canada, and ALWAYS IN CARLOADS.

The retailer can therefore rest assured of the absolute freshness and condition of every biscuit he buys. Carr's biscuits reach the grocer in as crisp a condition as when they leave the factory.

Get hold of, and retain the family trade by means of Carr's specialties.

Ask our agents for them

Carr & Co., Carlisle, Eng.

Order from Agents—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg; I. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's, Newfoundland.



ASK FOR THE QUALITY BRAND

THIS Y&S BRAND

Y&S PEPSIN GUM LICORICE

RELIEVES INDIGESTION


MANUFACTURED BY THE NATIONAL LICORICE CO. BROOKLYN, N.Y.

Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada. It means just as high quality when used on our chewing gum. Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted, if required, from your jobber.

National Licorice Co.

MONTREAL

By Royal



Letters Patent

NELSON'S

POWDERED GELATINE

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

NELSON'S

Gelatine and Licorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMBOOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
 Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
 J. L. Watt & Scott, 27 Wellington St. East, Toronto.
 V. Ashby, Winnipeg.
 Geo. A. Stone, 84 Inns of Court Buildings, Vancouver, B.C.

CEREALS IN BULK

Pay You The Best Profit!

**"Tartan" Brand Rolled Oats, Flaked Wheat,
Corn Meal and Split Peas.**

Add to the quality of these lines a little of your own salesmanship and the result will be very profitable to both of us.

**"Tartan" Dairy Feed --- "Crescent" and "Monarch"
Cattle and Hog Feeds**

You can make a lot of money by pushing these lines, because they enable you to offer your customers unusually good values for their money. We have a large output and can always ship quickly. Send us a trial order.

The Chisholm

"TARTAN" BRAND
Rolled Oats, Oatmeal, Corn Meals, Corn Flour
No. "A" JARVIS STREET, South of



Milling Co., Ltd.

"TARTAN" BRAND
Flaked Wheat, Granulated Wheat, Graham Flour, Split Peas
ESPLANADE, - TORONTO

**Reasons
why it would
pay you to
stock our
brands of Con-
densed Milk
and Cream.**



1. The plant is admirably located in the heart of the finest dairying district of the Dominion. Pure, fresh milk is readily available and the farmers of the neighborhood are expert dairymen who make a specialty of raising milch cows.
2. The plant is equipped with the finest machinery known for condensing milk.
3. The milk is guaranteed absolutely clean and pure.
4. We can fill orders promptly.

Further information, prices, etc., will be gladly furnished.

In your next order include Canadian Milk and Empire Cream. If your nearest jobber does not keep these brands write us.

**The Charlottetown Condensed
Milk Company, Limited**

AULD BROTHERS

DEALERS IN AND EXPORTERS OF

Eggs and Produce Wholesale Grocers

CHARLOTTETOWN, P. E. I.

Our Specialty is Eggs.

We are doing the largest Egg Business in Canada
East of Montreal.

AGENTS

ALLAN LINE STEAMSHIP CO.
QUEBEC STEAMSHIP CO.
PICKFORD & BLACK'S LINES
THREE RIVERS STEAMSHIP CO.
ACADIA COAL CO.
CANADA SUGAR REFINING CO.

W. H. AITKEN

CARVELL BROS.

Wholesale Grocers, General Agents and Produce Dealers

Write or Wire Us for Quotations, Oats, Potatoes, Hay.

Charlottetown, P.E.I. - - - - - Canada

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Estimate of Wheat Crop Almost 100 Million

Harvesting has Already Begun in the West, and New Wheat has Reached Fort William—Flour Market is Quiet, and Trade Seems to be Uncertain, Waiting for More Settled Conditions—Prices Have Not Changed—Rolled Oats Steady—Change in Prices not Expected for the Present.

Throughout western Canada harvesting is rapidly advancing and the work of threshing the new crops is slowly progressing. At one stage it seemed as if some sections of the press were not going to leave sufficient crops for a harvest. The estimates fell with a swoop, and it has taken weeks to re-establish a spirit of confidence akin to that which existed before the dry weather began to make itself felt. A recent estimate of the new crop has now exceeded the one hundred million-mark, and the daily press is making an effort to reassure the country that the statements they made were impulsive and uncalled for. It might also be remarked that they were neither wise nor patriotic.

The more conservative grain men look askance at reports of that character, suggesting that a surface examination of conditions is not sufficient. At any rate, the grain is being threshed now and some of it has found its way east. The western grain provinces were gone over with a fine-tooth comb, and as a result, there is a pleasing feeling of security abroad. Business houses are feeling it and the undertone of prosperity that is manifest may be attributed to this sentiment that conditions were nothing like what they were painted. Of course, one year's failure would hardly have the effect that some are inclined to expect, but Canada is not going to have a chance to try it this year. A despatch from New York says that the feeling of security there has recently manifested itself by a decline in the price of food-stuffs.

Among the trade there seems to be a feeling of uncertainty, as if they were waiting for the market to assume a settled condition.

Now, having passed the drought period, the Canadian crop must run the gauntlet of the frost. It may be taken as a fact that the wheat is so ripe that it cannot be affected by whatever frost is felt now. Regarding future prices, much depends upon the quantities of grain that are shipped before navigation closes.

Regarding Ontario wheat, there have been reports of smut, but just how true this statement is it is hard to tell. English and continental grain markets continue to recede. There seems to be an anxiety in some parts of European countries to market their grain as quickly as possible, and this has a tendency to depress prices. The oat crop in Ontario is much better than last season, according to reports to hand.

MONTREAL.

Flour—The tone of the flour market continues firm, and notwithstanding the rumors of increased prices, there should be no change for some time to come. Export demand continues fair, with local light.

Winter wheat patents, bbl.....	5 75
Straight rollers, bb.....	5 80
Extra, bbl.....	5 50
Manitoba spring wheat patents, bbl.....	6 30
strong bakers, bbl.....	5 80

Rolled Oats—A quiet condition prevails in the rolled oat and cornmeal market. Trade did not receive the expected impetus from the recent advance, and as a result there seems to be a weaker tone throughout. However, as export trade seems to be keeping up well, this may save the situation.

Fine oatmeal, bags.....	2 70
Standard oatmeal, bags.....	2 70
Granulated.....	2 70
Gold dust cornmeal, 98-lb. bags.....	2 10
Boiled cornmeal, 100-bags.....	1 90
Rolled oats, bags, 90 lb.....	2 45
barrels.....	5 10

TORONTO.

Flour—The market is quiet to a certain extent, but there is also a fairly steady trade. Prices have not changed of late.

Manitoba Wheat.	
1st Patent, in car lots.....	6 20
2nd Patent, in car lots.....	5 70
Strong bakers, in car lots.....	5 50
Feed flour, in car lots.....	3 10 3 30
Winter Wheat.	
Straight roller.....	4 25 5 25
Patents.....	4 80 5 35
Blended.....	5 00 5 15

Cereals—Rolled oats are steady. Millers state that they do not expect any change in prices, at least not for the present.

Rolled oats, small lots, 90 lb. sacks.....	2 45
" " 25 bags to car lots.....	2 35
Rolled wheat, small lots, 100 lb. brls.....	3 10
" " 25 brls. to car lots.....	3 00
Standard and granulated oatmeal, 48 lb. sacks.....	2 70

WEEKLY TRADE CHANGES.

New Proprietors in Old Stores and New Ventures Opened up Throughout The Dominion.

Ontario.

Carpenter Bros., grocers, Toronto, have assigned.

W. T. Green, grocer, Ottawa, has sold to Thos. Flynn.

S. Kiggins, grocer, Ottawa, is succeeded by G. Garrow.

G. A. McLaurin, general merchant, of Sauanne, Ont., has sold to Frank Edwards.

Quebec.

J. A. A. Vinet, grocer, Montreal, has registered.

The assets of E. V. Lafrance, grocer, Quebec, are to be sold.

Biscuit Quality

is no less a matter of purity of materials and of skill and care in mixing and baking, than of the way in which the biscuits are packed.

Your absolute guarantee against soggy conditions is to sell exclusively—



This is the kind that always reaches you in the same crisp and fresh condition as it leaves our oven.

Your cracker business will be booming this summer if you are selling

MOONEY'S

Order to-day

The
**MOONEY BISCUIT
& CANDY CO., LTD.**

Stratford, Can.

Edouard L'Heureux, general merchant, Vincennes, Que., has assigned.

The assets of Wylie & Rice, grocers, St. Alexis de Monts, Que., are to be sold August 26th.

Maritime Provinces.

L. A. Poirier, general merchant, Campbellton, N.B., offers 25 per cent.

Western Canada.

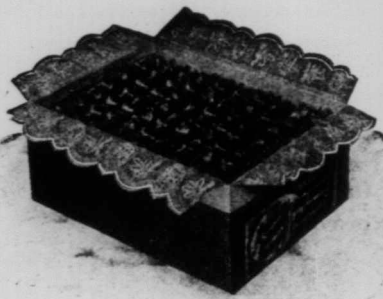
Mrs. Throups, grocer, Vancouver, B. C., has sold out.

John Rich, general merchant, Gimli, Man., has assigned.

I. Braunstein, grocer, Winnipeg, Man., is succeeded by Leo Braunstein & Co.

A. A. Graham, general merchant, of Hayter, Alta., has sold to Fred Riley.

C. W. Erb, general merchant, Yellow Grass, Sask., has sold to H. Hay.



Chocolate "BORDO"

Registered

**They keep perfectly
—but are too good
to keep long : :**

"Bordo" Chocolates are just as firm, fresh and delicious in August as in January. Everywhere and at all seasons they are the best, and most profitable sellers in the Candy Specialty line.

Attractively packed, and most delightful in flavor and consistency. Your customers will take to them at first sight, and become partial to them at first bite.

The Chocolate that will give your customers perfect satisfaction.

The Chocolate that allows you good margin of profit.

The Chocolate that ensures you repeat orders.

*Write us to-day for Samples
and full particulars*

The Montreal Biscuit Co.

(The Originators)

Brewster Ave.

MONTREAL

Manufacturers of Confectionery

TRUMILK MILKSTOCK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

IS FINEST SEPARATED MILK IN POWDER FORM

These products are made by the latest and most up-to-date process at our own plant in Oxford County, are free from chemicals, preservatives or adulterations, and are the most convenient form in which milk can be got. For sale by all wholesalers. For further particulars apply to the

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

Oval Butter Dishes Write us for Prices

Crahan Bros. & Co., Kilmount, Ont.

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

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

Cheese for 5000 Grocers

Roquefort, Gruyere, Camembert,
Oka, Parmesan, Idam, Stilton.
WE ARE SPECIALISTS FOR THE TRADE.

Write, Wire or Phone.

THE ST. LAWRENCE GROCERY
395 St. Lawrence Boulevard Montreal

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments
Write us for prices. Phone order our expense
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, MANAGER

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

52 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, 86 St. Peter St.

MONTREAL, CANADA

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN - Uxbridge, Ont.

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.

Such is The Clear-Cut Sale

A SALE with a "come back" for all concerned— Giving the Buyer Satisfaction,

Bringing the Seller Net Profit, Brother Grocer.

Becoming a Live Asset as a puller of Future Business.

Such a sale embraces *three* items always: Net Profit, Satisfaction, Goodwill.

Not all sales are Clear-Cut; nor are all grocers successful.

Poor quality sales may bring present profit, Brother Grocer, but they rarely repeat.

They lack one of the *essential* components of the *Real Sale*.

Says a very successful merchandizer: "Thousands of dollars are lost annually by the inordinate haste to snatch the passing profit, forgetting the costly mortgage which may be given to the future. Frequently such orders are not indications of prosperity, but menaces against future prosperity. He is getting the business, but he is

"getting it on a mighty short lease and at a tremendous price.

Only Quality compels "The Habit of Buying."

Which is essential to Business Building.

FIVE ROSES, Brother Grocer, will make *your* flour sales CLEAR-CUT. Your every sale will be a seed, yielding Good Profit, Better Satisfaction, Best Turnover.

For it is an *all-service* flour, with the live selling points of a *bread-pastry* flour—

Unfailing Reliability,
Sturdy Strength,
Delicate Flavor,
Natural Color,
Unbleached Purity.

If YOU were to sell such flour, Brother Grocer, wouldn't it simplify your problems, wouldn't you enjoy your business better, life be better worth the living?

We think so—don't YOU?

Lake of the Woods Milling Company, Ltd., Montreal



Five Roses Sales are Clear-Cut

An individual quality as delicious as it is distinctive is characteristic of

MOIR'S CHOCOLATES

We are advertising our chocolates so extensively that people are sure to ask for them. We would therefore advise you to place a trial order with us.

Moirs, Limited

HALIFAX,

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CANADA

The White Candy Co.

LIMITED

St. John, N.B.

MAKERS OF

**"Rockwood" Chocolates
Caramels and Kisses**

Correspondence solicited regarding exclusive control of our specialties in all the large towns.

Samples sent to any reliable person.

CHRISTIE

To The Grocers of Canada

Dear Sirs,

While you are visiting the Canadian National Exhibition this season you are cordially invited to visit our factory.

You will also favor us greatly by visiting our Exhibit--The Model Store--in the Manufacturers' Building at the Fair grounds. As a practical merchant, an expression of opinion regarding our Exhibit would be highly appreciated.

*Yours very cordially,
Christie, Brown & Co., Limited*

BISCUITS

Early St. John Peaches

Good shippers. You will be safe ordering now, as they should carry without waste.

Bartlett Pears Fancy Plums

From now on these Canadian Fruits should be at their best.

Full Lines Imported Fruits
Oranges Lemons Bananas

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

Do You Think

that "St. Nicholas" brand would be looked upon as the "Standard" of quality in every market of the world that it is shipped to unless it was the "Standard?"

UNQUESTIONABLY

"St. Nicholas"
and
"Home Guard"

are the lemons you make money on the year around.

J. J. McCABE

AGENT

32 Church Street, Toronto.

Canadian Peaches are Receiving Most Attention

Fruit Men are Increasing Their Stocks—St. Johns Were the Leading Feature of a Busy Market This Week—Quality Good and Price Steady—Demand for Early Apples has Been Brisk—Tomatoes and Potatoes Features of Vegetable Market—Higher Prices for Fish, Owing to Limited Supplies.

Peaches are claiming most importance on Canadian fruit markets at the present time, and from all accounts the trade is quite satisfactory. Early varieties are being bought largely and apparently the retailers are finding many buyers, for the bulk of the fruit passes finally through their hands. Grocers are handling a great deal of fruit this year and are receiving, generally, good prices. Peaches are going to be a good crop, according to those who have investigated the conditions throughout the country, and prices should be fairly easy. Pears, plums and lawtonberries are also enjoying a good trade. Early apples have been in good demand, and dealers have stated that they could have sold many more had they been able to procure them. Demand for lemons is steady, but much easier than that of a month ago.

Potatoes seem to be a good crop and the quality of those the dealers are showing could scarcely be improved upon. Tomatoes are moving rapidly, and crop prospects are bright. The market, on the whole, is steady, with supplies coming in and going out readily.

MONTREAL

Green Fruits—Limes are scarce, and the price has advanced 25c. Even at the advance there is a brisk trade passing. The present hot weather has undoubtedly increased the consumption of limes greatly. No weakening is expected. Outside of this one article the market is easier, and trade is not as good as at this time last year. However, September should prove a good month, with the large influx of visitors expected from the Congress.

Apples—	Lemons.....	5 50
Green, bbl.....	Musk melons, per	5 50
2 25 3 50	basket.....	3 50
Bananas crated,	Melons, Montreal	6 00 12 00
bunch.....	basket.....	6 00 12 00
2 00 2 25	Oranges—	
Blueberries, box.....	California, late	
0 75	Valencia.....	5 50
Blueberries, large.....	Pineapples—	
1 50	Florida, case.....	5 50
Cranberries, bbl.....	Plums, basket.....	0 90 1 00
12 00	Peaches.....	1 25 1 70
Cocoanuts, bags.....	Pears.....	3 00 3 50
4 25	Pears, bbl.....	6 50
Grape fruit—		
Florida, box.....		
9 00		
Grapes, Delaware		
crato.....		
2 50 3 00		
Limes, per box.....		
1 25		
Cal. Malagas.....		
2 00 2 50		

Vegetables—This week the vegetable market has shown a slightly weaker tone in many of the lines. The only line showing an advance is spinach, which is now quoted at \$2.50 per barrel. Scarcity of the first-class article is the cause of this advance. In anticipation of a large increase in consumption during the Eucharistic Congress, dealers have placed orders for extra supplies in all lines. There seems to be no doubt that trade will be large. At present trade is somewhat slack, the "calm before the storm," so to speak.

Beans, green,	Boston.....	1 25
basket.....	Onions—	
0 50	Spanish, cases.....	2 50
Beans, wax.....	Potatoes—	
0 25 0 35	Potatoes, new,	
Beets, doz.....	per bbl.....	2 25
0 10	Parley, dozen.....	0 15
Cabbage, new, dz 0 40 0 50	Parsnips, new, dz.....	0 40
Celery, doz.....	Radishes, dozen	
0 30 0 75	bunches.....	0 20
Cauliflowers,	Rhubarb, doz.....	0 25
Montreal.....	Spinach, bbl.....	2 50
1 50	Tomatoes—	
Corn, doz.....	Jersey, box.....	0 30 0 50
0 10 0 15	Turnips, new,	
Cucumbers, doz.....	bunch.....	0 25
0 40		
Garlic, 2 bunches.....		
0 25		
Green Peppers,		
basket.....		
0 70		
Lettuce—		
Montreal, doz.....		
0 35 0 50		

Fish—The fish business is improving with the approach of cooler weather. Lake fish still continue scarce, but some improvement is expected in the yield before long. Ocean fish are coming in fairly well. Frozen fish have already been contracted for for next season. The prospects are for a shorter output in general.

FRESH	
Pike.....	0 08
Perch.....	0 07
Steak cod.....	0 05 0 06
B. C. salmon.....	0 18
Market cod.....	0 04
Sturgeon.....	0 10
Lake trout.....	0 12
Blue fish.....	0 15 0 18
Sea trout.....	0 12
Sea bass.....	0 12
Whitefish.....	0 12
Mullet.....	0 07
Haddock.....	0 04 0 05
Halibut.....	0 09
Bullheads.....	0 10
Carp.....	0 08
Dore.....	0 12
Mackerel, each.....	0 25
Swordfish.....	0 12
FROZEN	
Codfish.....	0 04 0 04
Dore, winter caught,	0 10
per lb.....	0 04
Haddock.....	0 04
Halibut, per lb.....	0 09
Herring, per 100.....	1 25
Market cod.....	0 04
Steak cod.....	0 05
Mackerel.....	0 10
Pike.....	0 07
Salmon, B. C., red,	0 09
Gaspesalmon.....	0 07
per lb.....	0 18
Smelts, 10 lb. boxes.....	0 07 1/2
Whitefish, large,	0 09
lb.....	0 09
Whitefish, small.....	0 07

SALTED AND PICKLED	
Green cod, No. 1,	Salmon, B. C., red, bbl 14 00
bbl.....	" pink, bbl 12 00
6 00 6 50	" Labrador, bbl 17 00
Labrador herring, bbl 5 00	" " bbls 8 50
" bbl 3 00	" " trols.,
Labrador sea trout,	300 lb.....
bbls.....	22 00
11 00	Salt sels, per lb.....
Labrador sea trout,	0 07 1/2
half bbls.....	Salt sardines, 20 lb. pls 1 00
6 00	Scotch herring.. 6 50 7 00
No. 1 mackerel, pall.. 2 10	" keg 1 00
" bbls.. 10 00	Holland herring, bbl 5 50
No. 1 pollock, l ... 4 00	" keg 0 75

SMOKED	
Bloaters, large, per box.....	1 00
Haddies.....	0 08
Herring, new smoked, per box.....	0 13
Kipper herring, per box.....	1 15

SHELL FISH	
Shell oysters, bbl.....	10 00
Lobsters, live, per lb.....	0 35
Oysters, choice, bulk, Imp. gal.....	1 40
" Selects, Imp. gal.....	1 60
" "Sealshipt," standards, per Imp. gal.....	1 75
" select, per Imp. gal.....	2 00

PREPARED FISH	
Boneless cod, in blocks, 5 1/2, 6 1/2 and 7 1/2c. per lb.....	1 80
Shredded cod, per box.....	5 50
Skinless cod, 100 lb. case.....	5 50

TORONTO.

Green Fruits—Peaches of an early variety are now claiming chief attention on the market. Yellow St. Johns, from the Queenston district, are looking particularly fine, and the wholesalers are receiving large stocks. The price varies considerably, some quoting from \$1.35 to \$1.75, while there are some houses that have them down as low as \$1.25. From general opinions expressed, the peach crop is going to be quite satisfactory. The demand for peaches is good and the early stocks seem to be moving out rapidly. There are still importations of the U. S. varieties. Na-

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turally, the demand for them has diminished to some extent in the face of the home-grown fruit that is now quite plentiful. Cherries, gooseberries and currants are all off the market. The receipts of Canadian plums are increasing and their quality is tempting. Cantaloupes have dropped in price. The demand is good. Lemons are firm at \$5.50, and there are not many who expect an improvement in the price during the remainder of this month, although there is a possibility that the demand may be increased. Old fruitmen do not look upon August as a particularly good lemon month, but they believe that September will boost the demand for lemons. The new crop, according to reports, is ripening slowly, and holders of stocks are hoping that this statement will be realized, as they seem to fear that they may not be able to dispose of the lemons they have on hand. September, however, should make an inroad into their stocks. Oranges are held lightly, with late Valencia's bringing a good price. In regard to pears the price varies according to the quality.

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We will be pleased to see any of our
Out-of-Town Friends when in the
City during Exhibition :: :: ::

WHITE & CO., Limited
Cor. Church and Front Streets - Toronto
Also at the Fruit Market, foot of Yonge Street

Plums

Are now at their best
All the fancy varieties

CRAWFORD

Peaches

BARTLETT

Pears

Grapes

Early Varieties

**Musk Melons, Rocky
Fords, Tomatoes, &c.**

Wire, phone or mail your orders to

Stevens & Soloman

Growers and Shippers of
CANADIAN FRUITS

Phones 1990 and 2700

HAMILTON, - - - ONT.

CALIFORNIA

Late Valencia Oranges

GOLDEN ORANGE BRAND

The Finest Orange Grown.

Fresh Cars Arriving Weekly.

Always Order

GOLDEN ORANGE BRAND

And get the very BEST from

HUGH WALKER & SON
(Established 1861) GUELPH, ONTARIO



A Proper Test

of worth is to be in direct competition and WIN. This is what we did the past week at the N.Y. Auction. Our customer decided to sell his Lemons in New York. They were not specially packed but were our regular pack for Canada. The highest price paid was for OUR BRAND. Why? Because our name is well and favorably known wherever Lemons are sold. Our pack is the Standard of Quality. Order Follina's brands of selected Lemons.

W. B. STRINGER
Sales Agent, Toronto

Buster Brown

THE CANADIAN GROCER

Apples, Canadian, basket... 0 30 0 40	Oranges—
Bananas..... 1 50 2 00	Valencia..... 4 50 5 00
Blueberries, bas 1 25 1 35	Peaches.....
Cantaloupes, Cal.....	Early Canadian
Large crates... 3 50 4 00	Flat baskets... 0 40 1 00
Cantaloupes, Canadian	Leno covers... 0 60 0 75
Crate..... 1 25 1 50	St. John..... 1 60 1 75
Basket..... 0 40 0 75	California..... 1 25 1 75
Grapes, case... 2 50 2 75	Pears, box..... 4 00
Grape Fruit—	Pears, Canadian
California..... 3 75 4 75	basket..... 0 30 0 75
Lawton Berries, 0 10 0 12	Pineapples, case..... 4 00
Lemons—	Plums, box, Cal 1 50 2 50
Verdelli..... 5 50	Plums, bas., Can 0 35 0 60
Limes, box..... 1 25	Watermelon, ea. 0 40 0 50

Vegetables—Imported potatoes belong to the past, the Canadian variety being of splendid quality, and are plentiful. Prices all along the vegetable line are reasonable and a good business is being done. Tomatoes are receiving principal attention at present, and they are being received in good quantities these days. Asked as to whether they would get cheaper or not, a wholesaler gingerly remarked that he considered the price was low enough. Spanish onions are quoted below former figures, and the trade is receiving rather large shipments of late. On the whole, the fruit and vegetable markets are holding their own.

Beets, doz..... 0 25 0 30	Potatoes, Ontario, new, bag. 0 75 0 80
Beans, wax, per 11-qt. basket... 0 15 0 25	Parsley, per doz bunches..... 0 25 0 30
Cabbage, case—	Radishes, doz..... 0 25
Canadian..... 1 00 1 25	Peas, green, per 11-qt. basket... 0 35
Carrots, Canadian, doz..... 0 30	Green peppers, 11-qt. basket... 0 35 0 40
Cauliflower, dz.. 0 75 0 85	Spinach, hamper.....
Celery, basket... 0 40	Tomatoes, Can., basket 11 qt... 0 30 0 35
Cucumbers, bas 0 20 0 25	New turnips, per 11-qt. basket... 0 50
Lettuce, Canadian, head... 0 25 0 30	
Onions—	
Spanish, large... 2 25 2 50	

Fish—Prices in the fish market are firm. Whitefish and trout are both above last week's quotations, and are likely to hold those figures. The supply is small and the market is held firmly. The demand is good, but it cannot reach a large figure while the supplies are not more plentiful. From eastern Canada reports are received that the lobster catch is small and the amount canned is likely to be below the average.

FRESH CAUGHT FISH	
Halibut..... 0 10	Steak cod..... 0 08
Salmon trout..... 0 12	Perch..... 0 07
White fish..... 0 12 0 13	Haddock..... 0 07
Herring..... 0 08	Mackerel..... 2 0 23
FROZEN LAKE FISH	
Pickeral yellow..... 08	Pike..... 0 07
	Whitefish, frozen... 0 09
OCEAN FISH (FROZEN)	
Herring, per 100..... 1 50	Salmon, pink, per lb... 0 08
	red..... 0 09
SMOKED, BONELESS AND PICKLED FISH	
Acadia, tablets, box..... 1 60	Cod, Imperial, per lb.. 0 05
Codfish, Bluenose, " 1 40	Fillets, per lb..... 0 11
Cod steak, per lb..... 0 07	Haddock, Finnan..... 0 07
	Quail on toast, per lb.. 0 05

NOT PTOMAINE POISONING.

Another Case Where an Erroneous Item was Circulated Through the Press re Canned Goods.

Editor Canadian Grocer,—A day or so ago our attention was drawn to the following item which appeared in a Hamilton paper under date of August 5th:

Poisoned by Canned Goods.
(G. N. W. Despatch.)

Toronto, Aug. 5.—James Hardy was brought to St. Michael's hospital to-day suffering from ptomaine poisoning, after eating canned goods. He is slowly recovering. Hardy arrived here from England two weeks ago. His wife and family are there yet.

Being largely interested in canned goods of all kinds, we took the trouble to investigate this case, and it would appear to have been reported by someone who apparently was not cognizant of the facts.

Upon inquiry we find Mr. Hardy at dinner at a restaurant at 12 o'clock noon, partaking of roast beef, and at 6 o'clock ate at the same restaurant, his meal comprising a beef stew and raspberry pie. At 8.30 on this evening he had severe pains and sent for a doctor,

who prescribed for him and sent him to St. Michael's hospital. The next morning the patient was very much better and in the course of two or three days, discharged, and is now in normal health again.

Mr. Hardy had neither eaten canned vegetables, canned meats or canned goods of any description for a period of at least a week previous to his attack. A number of similar cases have been reported recently and the cause ascribed to canned goods, whereas on investigation the cause has been found to be entirely different.

The doctor in the Hardy case advised the writer that in his opinion Mr. Hardy's attack was not caused through ptomaine poison.

As the canned goods business in this country has grown into a large industry, it seems unfair that items such as the above should be published without careful examination of facts.

Yours truly,
W. H. Millman & Sons.

The shipping of Ontario fruit to the west is growing. An attempt was made with a car of strawberries early in the season. The success of its trip accounts for the cars of red currants, cherries, gooseberries, peaches, tomatoes, etc., which have been sent out by the St. Catharines Cold Storage Co.

Perishable fruits exposed for sale in Kansas City must be covered by wire screen or netting or placed in a glass case, otherwise the law will show its strength against those who refuse to comply. Even commission men are to be included. Bacteria and flies will have a hard time of it under these conditions.

CARTER'S

EXTRA CONCENTRATED

LEMON SYRUP

"BIG WHEEL"

LEMONADE.

CRYSTALS OR POWDER.

H. W. CARTER & GO., LTD., The Old Refinery, BRISTOL, ENG.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie

Wholesale FRUIT, FISH and PRODUCE

Commission Merchants, and

Dealers in HIDES, WOOL and RAW FURS

Bluenose Butter

Certainly Is Selling!

That's why we have increased our space in "The Canadian Grocer."

All sections of Canada, as well as foreign countries, receive supplies weekly.

If it were not all that we claim it to be, it would not sell so steadily.



Smith & Proctor
Halifax, N.S.

Sardines That Sell

are those that have a guarantee on each tin!

Concord Norwegian Sardines

are finest small autumn fish only, packed, when freshly caught, in high-grade oil. Each tin is provided with an extra cover for use after it has been once opened.

The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree. Order from any wholesale grocer, and don't forget the name CONCORD.



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R. S. McIndoe, Toronto; A. H. Brittain & Co. Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Jasion, Vancouver and Victoria, B.C.



The next time you are wanting Canned Fish, be sure your Jobber has the name right:—

Brunswick Brand

This will be your guarantee that the contents of each can will be such that you can confidently recommend them to your customers. Sea foods, owing to the greater care which is now bestowed on their selection and packing, are growing in favor each season. See that you are fully stocked with BRUNSWICK BRAND to meet the coming demand.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Levit, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



Newsy Notes Done Up in Brief for Busy Grocers

What is Happening Among Trade Associations—Something About the Growth of Allspice—Origin of Marmalade—Time for Collections Near at Hand.

The stock of a grocer in Washington, Ind., has been purchased by the congregation of a church, who will cater to the residents of the neighborhood under the caption of the "Square Deal Grocery."

The French sardine pack is reported light so far and there are no indications of an increased run of fish in the near future.

The new ordinance passed in Cleveland enacting that all displays made on the sidewalks are prohibited has brought a protest from the retail grocers' association of that city. Several of the members have been arrested for breaches of the law which was suggested to the council by a grocer and a member of the association.

The Supreme Court of Minnesota recently delivered a decision to the effect that the jobber or manufacturer who sells an adulterated or poisonous cooking oil to a retail merchant, is liable to the retailer for his consequent loss of business in selling the product to his customers.

Don't forget that rice has many qualities which should recommend it to the housekeeper. It is fairly cheap, nourishing, is easily digested and with but little trouble can be prepared for the table in a tempting form. Rice will stand boosting.

Don't be a grouch. Men of that class will never make a big success in the grocery business. The big business is generally built on big ideas.

Jamaica is the only country in the world that regularly exports allspice or pimento, as it is also known, being the small dried unripe berries of the pimento tree. Just before the berries begin to ripen they are picked and then they undergo a drying process in the sun, lasting about five days. Rain at this time is damaging. When brown they are cleaned, that is, the twigs and leaves are removed. Allspice has many uses in the home and during the pickling season is in great demand.

Marmelo is the Portuguese name for quince and from that word comes our English expression "marmalade." The quince was first used in making that confection, but now oranges, lemons and other fruits are employed although the genuine quince marmalade can be purchased.

The grocer must realize that this is one of the best times in the year to plan a collecting campaign. The summer and spring have been for the most part excellent for general business and

there is a feeling of prosperity among all classes. The grocer should get his due and now is the time to make a beginning before winter approaches and the family tighten up the strings of their little hoards.

The southern acreage in Japan rice will be about 35 per cent. short, with Honduras rice showing a large increase.

The average grocer must sell fifteen dollars worth of goods in a day before he has made one dollar net, for himself.

By a new ordinance New York grocers are forbidden to sell eggs by the dozen. In future they must sell them by the pound. A fine of \$100 is the penalty.

It is not bad business to leave the window lights burning for an hour or two after dark. Particularly in summer people like to stroll down town and if the windows are in the least attractive they stop and intently examine them. This often leads to sales the next day or in the near future.

When a merchant, be he grocer, hardware, etc., begins to get jealous of a neighbor, then does he begin to neglect his own business. There is more truth than fiction in the old saying that it takes all a man's time to look after his own affairs.

In 1909 Canada produced 19,711,801 pounds of beet sugar. Altogether there were 11,100 acres of beets grown producing 79,056 tons of beets.

The Mistress.—"Mary, don't let me catch you kissing that grocer's man again."

Mary.—"Lor' mum, I don't mean to, but you do bob aroun' so."

Never Run Short of
SHAMROCK
BIG PLUG
SMOKING TOBACCO
Your client will buy his
groceries where he buys
his SHAMROCK tobacco

GLAY PIPES
A perfect article. Sell it.
Insist upon having McDougall's.
D. McDougall & Co., Ltd.
Glasgow, Scotland

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

TANGLEFOOT



The Original Fly Paper
For 25 years the Standard
in quality
All others are imitations

Black Watch

The Big Black Plug
Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



ROYAL BAKING POWDER



Absolutely Pure
The only baking powder
made with Royal Grape
Cream of Tartar
No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

**Are You Keeping Your Tobacco Stock
Up-to-Date ?**

IF NOT, WHY NOT?

“Tucketts Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA.

Classified Advertising

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

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

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

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

AGENTS WANTED.

WANTED—Grocers to sell Nation's Custard Powder. Retail 5 cents per packet. 1/2 and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents: Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

ACCOUNTS WANTED.

TWO GOOD ACCOUNTS WANTED—Two manufacturers requiring representation in Montreal are requested to write. Box 359, CANADIAN GROCER, Toronto. Wants independent canner particularly. (35p)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

RENT OR SALE—A first-class store for hardware and tinsmith at Chrysler, Ont. One opposition. Public would need one more. Includes living apartments. Reasonable price. Apply to H. A. DUPUIS, Embrun, Ont. (36)

SITUATION VACANT.

WANTED for Winnipeg wholesale commission house, intelligent young man who has had experience in brokerage business. Reply, with reference, and state salary expected, care Box 360, CANADIAN GROCER, Toronto. (34)

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

MISCELLANEOUS.

AUTOMATIC COMPUTING SCALES—THE ANDERSON. Worth knowing about, especially the improvements and price. Not in a combine. W. F. HARRIS, General Agent, Windsor, Ont. (37)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

MISCELLANEOUS.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

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ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

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FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

FOR THE MONTH OF AUGUST ONLY we offer some exceptionally good values in rebuilt Smith Premier Typewriters. Do not fail to write us for prices. They will astonish you; so will the high quality of the machines. THE MONARCH TYPEWRITER COMPANY, LIMITED, 98 King Street West, Toronto

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

HONEY—Everybody wants the best. My 1910 crop of pure White Clover extracted now ready for delivery. Write for prices. CHAS. T. ROSS, 15 Liverpool St., Sherbrooke, Que. (43p)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

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

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

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

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

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

PERIODICAL DEPT.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. The Busy Man's Magazine, Toronto.

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

Diam and w.
1-lb. tins, 2 doz.
1-lb. tins, 1 doz.
1-lb. tins 4

IMPERIA
Cans
4-dozen.....
3-dozen.....
1-dozen.....
3-dozen.....
1-dozen.....
1-dozen.....



Special discount cases or more o



CANADI
Aymer J

Strawberry...
Raspberry...
Black currant...
Red currant...
Raspberry & r...
currant...
Raspberry and...
gooseberry
Damson plum...
stoneless...
Greengage plu...
stoneless...
Gooseberry...
Pu
5s

Strawberry...
Black currant...
Raspberry...
Other varieties
Freight allow

WHITE SWAN
White Swar
doz. in case,
1-lb. tins, 80c



Cartoons—
No. 1, 1-lb., 4c
No. 1, 1-lb., 2c
No. 2, 5-oz., 6c
No. 2, 5-oz., 3c
No. 3, 2-oz., 4c
No. 10, 12-oz.,
No. 10, 12-oz.,



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder table with columns for sizes, cases, and prices.

IMPERIAL BAKING POWDER table with columns for cases, sizes, and prices.

MAGIC BAKING POWDER table with columns for cases, sizes, and prices.

Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

ROYAL BAKING POWDER table with columns for sizes, cases, and prices.

Special discount of 5 per cent. allowed on five cases or more of "Royal Baking Powder."

CANADIAN CANNERS, LIMITED table listing various jams and preserves.

Pure Preserves-Bulk table listing various preserve sizes.

WHITE SWAN SPIGONS AND CEREALS LTD. White Swan Baking Powder...

COOKS FRIEND BAKING POWDER table with columns for sizes, cases, and prices.

Cartoons-Per doz table listing various cartoon sizes and prices.

FOREST CITY BAKING POWDER table with columns for sizes, cases, and prices.

Cereals table listing various cereal products.

WHITE SWAN SPIGONS AND CEREALS LTD. table listing various cereal products.

White Swan Breakfast Food table listing various breakfast food products.

White Swan Self-rising Flour table listing various flour products.

White Swan Flaked Rice table listing various rice products.

Blue table listing various blue products.

Chocolates and Cocos table listing various chocolate products.

London Pearl, per lb. table listing various pearl products.

Unsweetened Chocolate-Plain Rock table listing various chocolate products.

Sweet Chocolate-Queen's Dessert table listing various chocolate products.

Parisian, 8's table listing various chocolate products.

Diamond, 7's table listing various chocolate products.

Things for cake-Chocolate, white, pink, lemon, orange table listing various cake ingredients.

Milk chocolate wafers table listing various wafer products.

Chocolate wafers, No. 1 table listing various wafer products.

Chocolate wafers, No. 2 table listing various wafer products.

Chocolate wafers, No. 3 table listing various wafer products.

Chocolate ginger table listing various wafer products.

Milk chocolate table listing various chocolate products.

Milk chocolate table listing various chocolate products.

Agents, C. E. Colson & Son, Montreal table listing various agents.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal table listing various agents.

White Swan Baking Powder table listing various baking powder products.

Elite, 10c size table listing various baking powder products.

Mott's breakfast cocoa table listing various cocoa products.

WALTER BAKER & CO., LIMITED table listing various cocoa products.

Premium No. 1 chocolate table listing various chocolate products.

35c. lb. Breakfast cocoa table listing various cocoa products.

3c. lb. Cocoa table listing various cocoa products.

CONDENSED MILK table listing various condensed milk products.

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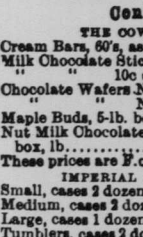
CONDENSED MILK table listing various condensed milk products.

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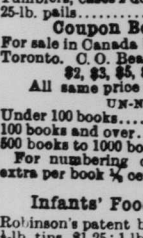
CONDENSED MILK table listing various condensed milk products.



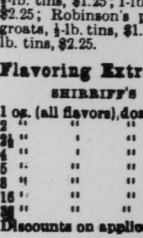
W.S.P. Ref. F. Ground or... Per doz.



W.S.P. Ref. F. Ground or... Per doz.



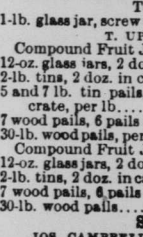
W.S.P. Ref. F. Ground or... Per doz.



W.S.P. Ref. F. Ground or... Per doz.



W.S.P. Ref. F. Ground or... Per doz.



W.S.P. Ref. F. Ground or... Per doz.



W.S.P. Ref. F. Ground or... Per doz.



W.S.P. Ref. F. Ground or... Per doz.

DLING Item of r space ems for 93 Ter- (tf) samples Books- Books pads. y. Ltd., he only as you is flex- No ex- Write (ing and (tf) Concrete e us to inforce- Shutters k, quick e and, Canadian (tf) NG SYS- Limited. da. (tf) g the best 'okcases,' ture deal- Canada es, Wood- (tf) advantage . We are id offices, many new stores and J.P. Jones Toronto. (tf) ional Cash them unpa- y. The ite us for Yonge St., most popu- cause each articles of duces the cles appear- cal press is on sale at one year's an's Magaz- tion of 835 ed by retail ess include Co-operative ntests, etc. lishing Co., rsity Ave., MANUFACTUR- nufacturer location regu- hands of his is full of et economies tvertisements r subscribers 's' advertise- Sample copy TY, 143-149

FRIENDS—NOT GROWLERS



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



The Polish
OF
Preference

It pays to handle a quick-selling line like "2 in 1" Shoe Polish—a line that's always in demand and that always gives satisfaction.

"2 in 1" is positively waterproof, preserves and softens the leather, does not clog or stain the clothes, and is free from acid or turpentine.

Get a generous supply and display it well.

The F. F. DALLEY CO.
LIMITED
Hamilton, Can., and Buffalo, N.Y.



BRANDS
"BANNER" & "PRINCESS"
CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream
(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON
ST. GEORGE,
ONT.

NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Reference—Bank of Ottawa, Winnipeg

Molassine Meal

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer:

ANDREW WATSON

91 YOUVILLE SQUARE, MONTREAL

BROOMS OF QUALITY
WE make them! **YOU** should sell them!
YOUR customers will **OURS** do
 appreciate them!

and keep our factory going on **FULL TIME**

A postal will bring you information.

Walter Woods & Co.

Hamilton and Winnipeg

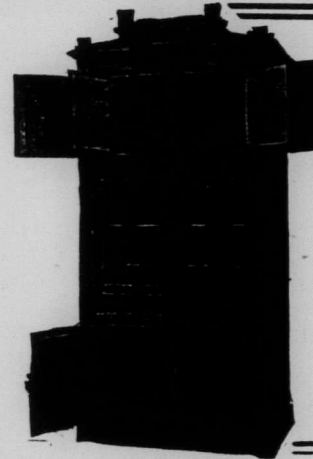
WESTERN Incorporated
 1851
ASSURANCE
COMPANY.

FIRE
AND
MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000
 Income for 1906, over 3,609,000

HON. GEO. A. COX, President
 W. R. BROCK, Vice President
 W. B. MEIKLE, General Manager
 C. C. FOSTER, Secretary



YOUR PROFITS
 in the handling of your perishables, such as butter, eggs, etc., are secured if you are using an
ARCTIC Refrigerator

The 'Arctic' is the 'last word' in scientific refrigerator construction, and is moreover a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO

Queen and George Sts., TORONTO

Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

OCEAN MILLS
 Montreal
 Chinese starch, 48 1-lb., per case \$4.00;
 Ocean Baking Powder, 48 3-oz., \$1.10;
 48 4-oz., \$1.80; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;
 Ocean blanc mange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-ounce, \$7.20;
 Ocean corn starch, 48 1-lb. \$3.60.
 Jam Per lb. 0 06
 30-lb. wood pails..... 0 06
 Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY


 PURE AND DELICIOUS
 TRUE FRUIT FLAVORS
 CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.
 Soap
 The GENUINE. Packed 100 bars to case.


 Prices—Ontario and Quebec: \$5 00
 Less than 5 cases..... 4 95
 Five cases or more..... 4 95

Fly Pads.
 WILSON'S FLY PADS
 In boxes of 50, 100; packets, \$3 per box; or three boxes for \$2.00; 5 boxes \$2.75.

WHITE SWAN SPICE AND CEREALS, LTD
 White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.


 List price.
 "Shirriff's" (all flavors); per doz....
 Discounts on application.

Lard
M. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

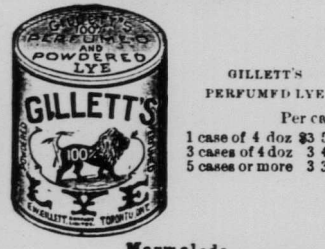
 Tins... \$0 13
 4-bbls. 0 13
 Tubs, 60 lbs. 0 13
 20-lb. Pails. 2 70
 20-lb. tins.. 2 60
 Cases 3-lb. 0 14
 " 5-lb. 0 13
 " 10-lb. 0 13

F.O.B. Montreal.

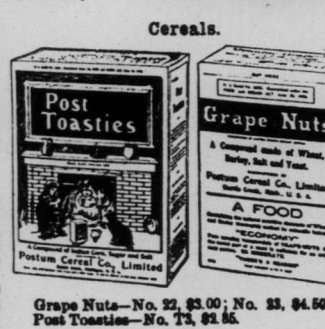
GUNNS "EASIFIRST" LARD COMPOUND.
 Tins... 0 12
 Tubs..... 0 13
 20-lb. pails. 0 13
 20-lb. tins. 0 13
 10-lb. " 0 13
 5-lb. " 0 13
 3-lb. " 0 13
 1-lb. cartons 14

Licorice
NATIONAL LICORICE CO.
 5-lb. boxes, wood or paper, per lb..... \$0 40
 Fancy boxes (58 or 60 sticks), per box... 1 25
 "Ringed" 5-lb. boxes, per lb..... 0 40
 "Acme" pellets, 5-lb. cans, per can.... 2 00
 " " (fancy box, 40), per box 1 00
 Tar licorice and tolu wafers, 5-lb. cans, per can..... 3 00
 Licorice lozenges, 1-lb. glass jars..... 1 75
 " " 5-lb. cans..... 1 00


"Purity" licorice, 10 sticks..... 1
 " " 100 sticks..... 1
 Dulc, large cent sticks, 100 in box.....
Lye (Concentrated)


GILLETT'S PERFUM'D LYE
 Per case
 1 case of 4 doz \$3 50
 3 cases of 4 doz 3 40
 5 cases or more 3 35

Mustard
COOLMAN'S OR KEEN'S
 D.S.F., 1-lb. tins..... per doz. \$ 1 40
 " 1-lb. tins..... 2 50
 " 1-lb. tins..... 2 50
 Durham 4-lb. jar..... per jar 0 75
 " 1-lb. jar..... 0 25
 F.D. 1-lb. tins..... per doz. 0 85
 " 1-lb. tins..... 1 45
IMPERIAL PREPARED MUSTARD
 Small, cases 4 dozen..... 0 45 dozen
 Medium, cases 2 dozen..... 0 90
 Large, cases 1 dozen..... 1 35
Olive Oil
LAPORTE, MARTIN & CO., LTD.
 Minerva Brand—
 Minerva, qts. 12's..... \$ 5 75
 " pta. 24's..... 6 50
 " pta. 34's..... 4 25
Sauces
PATERSON'S WORCESTER SAUCE
 1-pint bottles, 3 and 6 dozen cases, doz. 0 90
 Pint bottles, 3 dozen cases, doz. 1 75

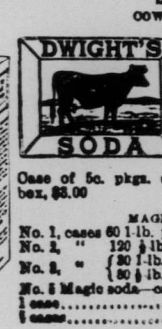
Soda
COO BRAND

 Case of 1-lb. containing 60 packages, per box, \$3 00
 Case of 1-lb. containing 120 pgs. per box, \$3 00
 Case of 1-lb and 1-lb. containing 20 1-lb. and 60 1-lb. pgs. per box \$3 00
 Case of 50 pgs. containing 96 pgs. per box, \$3 00
MAGIC BRAND
 No. 1, cases 60 1-lb. packages..... Per case \$3 00
 No. 2, " 120 1-lb. " " " 3 00
 No. 3, " 30 1-lb. " " " 3 00
 No. 4, " 80 1-lb. " " " 3 00
 No. 5 Magic soda—cases 100—10-oz. pgs. 1 case..... 3 00
 1 case..... 3 00

ST. CHARLES CONDENSING CO
 PRICES:
 St. Charles Cream, family size, per case \$3 50
 Baby size, per case..... 2 00
 Dittos, hotel, 3.70
 Silver Cow Milk 4.55
 Purity Milk..... 4.25
 Good Luck..... 4.00


Mustard
COOLMAN'S OR KEEN'S
 D.S.F., 1-lb. tins..... per doz. \$ 1 40
 " 1-lb. tins..... 2 50
 " 1-lb. tins..... 2 50
 Durham 4-lb. jar..... per jar 0 75
 " 1-lb. jar..... 0 25
 F.D. 1-lb. tins..... per doz. 0 85
 " 1-lb. tins..... 1 45

IMPERIAL PREPARED MUSTARD
 Small, cases 4 dozen..... 0 45 dozen
 Medium, cases 2 dozen..... 0 90
 Large, cases 1 dozen..... 1 35
Olive Oil
LAPORTE, MARTIN & CO., LTD.
 Minerva Brand—
 Minerva, qts. 12's..... \$ 5 75
 " pta. 24's..... 6 50
 " pta. 34's..... 4 25

Sauces
PATERSON'S WORCESTER SAUCE
 1-pint bottles, 3 and 6 dozen cases, doz. 0 90
 Pint bottles, 3 dozen cases, doz. 1 75

Soda
COO BRAND

 Case of 1-lb. containing 60 packages, per box, \$3 00
 Case of 1-lb. containing 120 pgs. per box, \$3 00
 Case of 1-lb and 1-lb. containing 20 1-lb. and 60 1-lb. pgs. per box \$3 00
 Case of 50 pgs. containing 96 pgs. per box, \$3 00
MAGIC BRAND
 No. 1, cases 60 1-lb. packages..... Per case \$3 00
 No. 2, " 120 1-lb. " " " 3 00
 No. 3, " 30 1-lb. " " " 3 00
 No. 4, " 80 1-lb. " " " 3 00
 No. 5 Magic soda—cases 100—10-oz. pgs. 1 case..... 3 00
 1 case..... 3 00

CASH PARCEL CARRIERS
 SAVE TIME & MONEY

OUR GUARANTEE
 We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.

CATALOG FREE

THE GIPE CARRIER COMPANY
 99 ONTARIO STREET TORONTO ONT
 EUROPEAN OFFICE: 111 HOLBORN LONDON E.C. 1

HOTEL DIRECTORY

HALIFAX HOTEL
 HALIFAX, N. S.

THE GRAND UNION
 The most popular hotel in /
 OTTAWA, ONTARIO. **JAMES K. PAISLEY, Prop.**

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto 52 Canada Life Building, Montreal

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant
 Port of Spain - Trinidad

The Cook's Favorite!

Keep a liberal supply on your shelves of



Order from your Jobber.

"COW BRAND" BAKING SODA

No other line on the market can approach it in strength, purity and reliability.

"Cow Brand" is a line you can handle and stock without hesitation.

SEE TO YOUR STOCKS.

CHURCH and DWIGHT
 Manufacturers LIMITED
 MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
 HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
 Manufacturers of:
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

WHY NOT?

make sure of your

SALT

Supply in good season,

by writing

Verret, Stewart & Co.

Limited

Montreal

MR. GROCER,

Are you stocking the mince meat that can be sold ALL SUMMER as well as ALL WINTER?

ASK YOUR JOBBER FOR

**WETHEY'S
Condensed
Mince Meat**

Wrapped in sanitary packages.

Absolutely dust-proof.

3 dozen to a case.

J. H. Wethey, Limited
ST. CATHARINES, - ONTARIO



Business is very Good.

Use the Phone when Needing Goods in a Hurry.

Specials for Pickling Season

Imperial Vinegar Mustard Seed
Whole Pickling Spices, mixed, bulk and packages.

Allspice

Cloves

Cinnamon

Chilies

Ginger

Mace

Coriander Turmeric

Ginger--Preserved in Jars, Candied, Dry in Bulk, Green in Bulk.

Parker Catsup Flavor and Pickle Mixture,
10c. tins Wax,

Paraffine Wax

GEO. E. BRISTOL & CO.

Wholesale Grocers,

Hamilton, Ont.

Father Morriscy's Remedies . . .

Less than two years ago, Father Morriscy's Remedies were put up in popular form and placed on the market in Eastern Canada. They met with a splendid reception from the public and dealer alike, not only owing to the merits of the preparations, but on account of the extensive advertising campaign. Arrangements are now being made to extend our territory to cover all Canada, backed up by strong and effective advertising, which is sure to create an immediate demand in the new Provinces; practically every paper in Canada will carry our ads. Distributing depots will be established at different points to enable the retail dealer to procure the goods readily, and with the minimum of expense.

Retailers who handle patent medicines will make no mistake in stocking the remedies, as the sale is absolutely guaranteed.

The Father Morriscy
Medicine Co., Limited

CHATHAM - - New Brunswick

THE CANADIAN GROCER

*"Quality Counts" is our business slogan
—our goods, our methods, match*

If Your Store is in the Maritime Provinces—Why not Avail Yourself of Our Specialized Service?

To supply you quickly, conveniently, with just those grocery lines which offer the surest profit in your particular locality—this is what our specialized Maritime Provinces service has made possible.

Years of our close study and experience were necessary to bring this service to its present perfection.

Unusual discrimination was required in our buying, in our manufacturing; equally critical methods had to be established in the filling of orders.

Even in our packing and shipping departments we had to expensively build up a system which would eliminate to the minimum possibilities of the slightest inconvenience to our customers.

Now—long since these methods have justified themselves in increased business—we are proud of our service. We invite you to take profitable advantage of it with your very next grocery order—large or small.

As Importers, Manufacturers and Wholesale Distributors we are Ready to Serve You—to Your Profit

Everything that you will ever want in the grocery line you can get here from stock in our big warehouses. Some lines we manufacture ourselves; for instance:—

FLAVORING EXTRACTS, COFFEES,
PURE SPICES, BAKING POWDER,
ICINGS, LIME JUICE,
FRUIT SYRUPS, PULVERIZED SUGAR

Other lines we import at the closest possible prices because of our large handling capacity. These lines include:—

MOLASSES, PORK, LARD, RICE,
DRIED FRUITS, SALT AND PICKLED FISH

Then we are distributors for many prominently reliable brands of readily selling goods:—

"GOLD BOND" CANNED GOODS
WM. P. HARTLEY'S JAMS and MARMALADES
LEA'S PICKLES and KETCHUPS
GOODWILLIE'S FRUITS IN GLASS
HOLBROOK'S PICKLES AND SAUCES
"PRIDE OF CANADA" MAPLE GOODS
SNOWSHOE BRAND RED SALMON

But in every single instance the goods must conform to our high quality standard or they cannot find a place in our stock. So that no matter when or what you buy from us you can feel positive as to quality, even though our quotations are close. If you have an enquiry to make we will gladly reply immediately if you will write us now.

G. E. BARBOUR CO., LIMITED

WHOLESALE GROCERS,

SAINT JOHN, N.B.

*"Quality Counts" is our business slogan
—our goods, our methods, match.*

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