

Maritime Board of Trade Number

THE CANADIAN GROCER

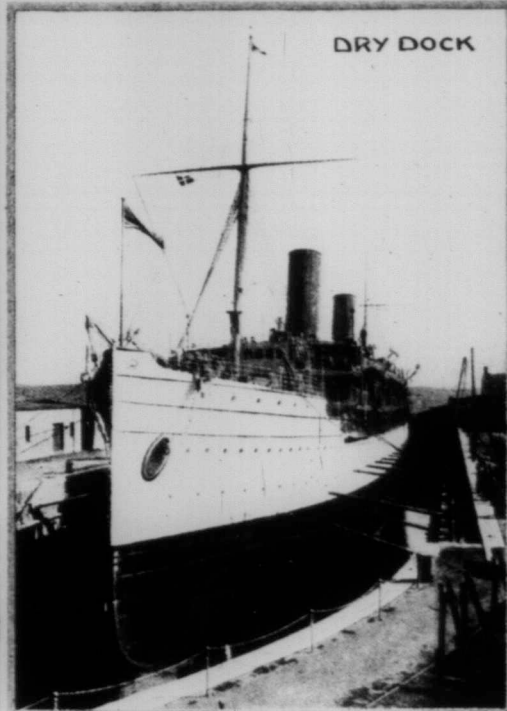
VOL. XXII.

PUBLICATION OFFICE: TORONTO, AUGUST 28, 1908.

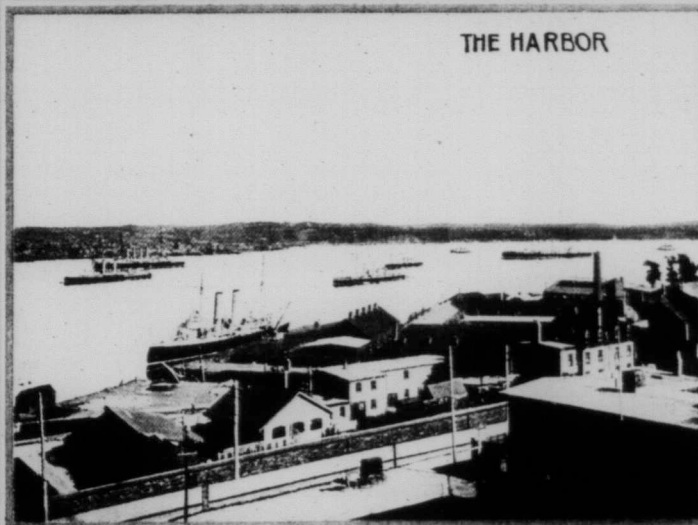
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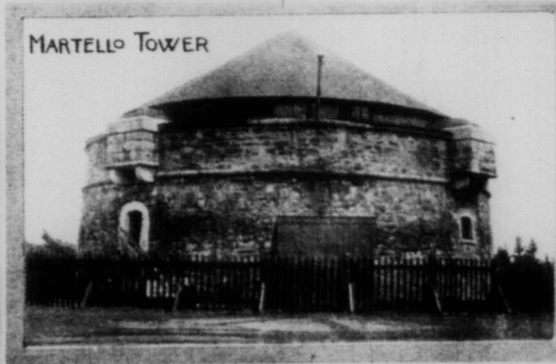
BARRINGTON ST.



DRY DOCK



THE HARBOR



MARTELLO TOWER

HALIFAX

The MacLean Publishing Company

Limited

Montreal

Toronto

Winnipeg

G. E. Barbour Co.

LIMITED

WHOLESALE GROCERS

Saint John, - - New Brunswick

Office and Salesroom: 11-12 North Wharf

IMPORTERS and DEALERS

Sugar, Molasses, Fish, Flour, Provisions,
Dried Fruits, Staple and Fancy Groceries.

MANUFACTURERS

"ACORN" Pure Spices, Flavoring Ex-
tracts, Baking Powder, Coffees, Icings,
and Grocers' Specialties.

WHOLESALE DISTRIBUTORS

Gold Bond Canned Goods.
Hartley's Jam and Marmalade.
Goodwillies' Fruits.
Lea's Homemade Pickles.

GROCERS who build their trade on the sound foundation of QUALITY
will reap the benefit in the confidence of satisfied customers.

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

PUBLICATION OFFICE: TORONTO, AUGUST 28, 1908.

NO. 35.



The only argument to advance to a critical customer as to
the superiority of one laundry blue over another is

“Keen’s Oxford Blue

madam, allows of no comparison. It stands alone and above all others in quality.”

For sale by every jobber in Canada.

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

Merit Alone Has Made Benson’s “Prepared” Corn and Edwardsburg “Silver Gloss” Starch

The leading cooking and laundry starch in Canada. Fifty
years of the public’s confidence speaks more for value than
tons of printer’s ink.

For sale by every jobber.

EDWARDSBURG STARCH CO., LIMITED

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

164 St. James St., MONTREAL

G. E. Barbour Co.

LIMITED

WHOLESALE GROCERS

Saint John, - - New Brunswick

Office and Salesroom: 11-12 North Wharf

IMPORTERS and DEALERS

Sugar, Molasses, Fish, Flour, Provisions,
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and Grocers' Specialties.

WHOLESALE DISTRIBUTORS

Gold Bond Canned Goods.
Hartley's Jam and Marmalade.
Goodwillies' Fruits.
Lea's Homemade Pickles.

GROCERS who build their trade on the sound foundation of **QUALITY**
will reap the benefit in the confidence of satisfied customers.

Maconochie's Pickles

Fresh, crisp, garden grown Vegetables preserved in pure, brewed, malt vinegar, appeal to the palate—hence their popularity with people who know a good thing.

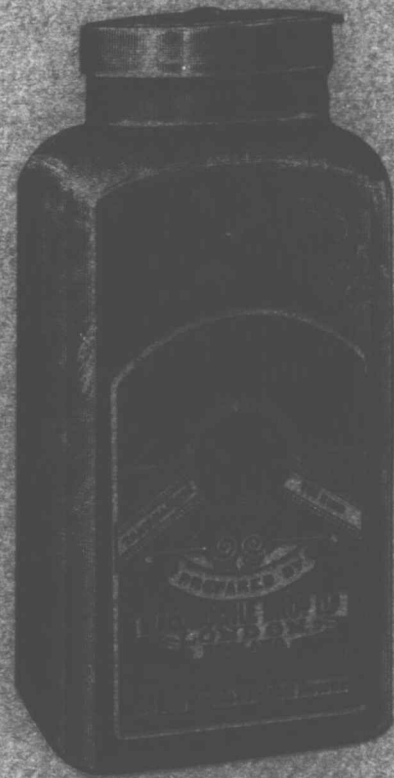
Value, saleability and a sure profit—hence their popularity with thousands of alert grocers the world over.

Your Jobber can supply them if he will, if he will not, for full information write to our Canadian Agents:

MacLaren Imperial Cheese Co., Ltd., Toronto

Maconochie Bros.

London · England



Codou's ¶ The faultless product of a faultless factory, a factory whose seventh time enlargement is due entirely to

The Satisfaction of Unvarying Quality

It's the old story of the success that comes to those who live up to an ideal standard—the highest.

Macaroni

Taylor's

¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

"Thistle"

¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - Montreal



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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.

HOWARD BLYTH & SONS
HALIFAX N.S.
Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

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

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
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Room 35, Alliance Bldg.
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J. WALTER SNOWDON
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Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

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

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

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

Dominion Storage & Forwarding Co., Ltd.
43 Colborne Street, TORONTO
Consignments stored in large, clean, dry warehouse, centrally located. All facilities for handling goods of Manufacturers and Merchants.
TELEPHONE MAIN 5661

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

TORONTO.

CORNMEAL
The Best!! The Very Best!!
BECK'S "OLD GOLD"
Granulated Meal
Barrels and Bags
Now in stock
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

On the spot
EVAPORATED APPLES
WHITE BEANS
LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

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

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

MOOSE JAW
D. STAMPER
GROCERY AND FRUIT BROKER AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

(Continued on page 4.)

If you are coming to
CANADA'S NATIONAL EXPOSITION

We can make it well worth your while to visit our warehouse
 We will have samples of

NIAGARA FALLS CANNED FRUITS

Packed in Gold Lacquered Sanitary Cans

EQUAL TO FINEST PRESERVED FRUITS IN GLASS

Our quotations are bound to bring your order.

EBY-BLAIN, LIMITED

Sole Wholesale Distributors

TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you	30c per lb.
		You sell at	40c per lb.
GOLD LABEL	1s and ½s	Costs you	35c per lb.
		You sell at	50c per lb.
LAVENDER LABEL	1s and ½s	Costs you	42c per lb.
		You sell at	60c per lb.
GREEN LABEL	1s and ½s	Costs you	50c per lb.
		You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb. - \$1 75
		You sell at	50c per lb. - 2 50
GOLD Tins	3s	Costs you	35c per lb. - 1 05
		You sell at	50c per lb. - 1 50
GOLD Tins	1s	Costs you	36c each
		You sell at	50c each
GOLD LABEL	1½s	Costs you	18c each - 36c per lb.
		You sell at	25c each - 50c per lb.
RED Tins	1½s	Costs you	35c each - 70c per lb.
		You sell at	50c each - \$1.00 per lb.
RED Tins	1¼s	Costs you	18c each - 72c per lb.
		You sell at	25c each - \$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED



REAL
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Manufacturers' Agents—Continued.

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J. P. THOMAS
 WHOLESALE GROCERY BROKER AND
 COMMISSION MERCHANT
TEAS A SPECIALTY
 Open for one or two more first-class agencies
 Correspondence invited
 25 ST. PETER STREET, - - QUEBEC

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

WINNIPEG.

Wholesale Grocery Brokers, Com-
 mission Merchants.
 First-class connection with the trade. Established
 1895. First-class references.
 Your correspondence and business solicited.
GEORGE ADAM & CO.
 430½ Main St., Winnipeg

RICHARDS & BROWN
 Wholesale Commission Merchants
 and Brokers
 314 Ross Avenue WINNIPEG, Man.
 Correspondence Solicited

ESTABLISHED 1887
Carman Brokerage Co.
 Wholesale Grocery Brokers
 WINNIPEG, CALGARY and EDMONTON
 GOODS STORED AND DISTRIBUTED
 141 Bannatyne Ave. WINNIPEG, MAN.

BRACK & KIRKLAND
 Grocery Brokers,
 and Manufacturers Agents
 Warehousemen and Distributors
 Track Warehouse, 137 Bannatyne Ave. E.
 WINNIPEG, MAN.

VANCOUVER

W. H. ESCOTT
 Wholesale
 Grocery Broker and M'rs Agent
 Winnipeg, Canada.
 Branch at Calgary.

F. G. EVANS & CO.
 Grocery Brokers and
 Commission Merchants
 139 Water St., - Vancouver, B.C.
 Correspondence Solicited.

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 Commission Brokers and
 Manufacturers' Agents
 233 Fort Street, Winnipeg
 Correspondence Solicited

Oakey's The original and only Genuine
 Preparation for Cleaning Cut-
 lery, 6d. and 1s. Cansisters
'WELLINGTON'
KNIFE POLISH
JOHN Oakey & Sons, Limited
 Manufacturers of
 Emery, Black Lead, Emery, Glass and
 Flint Cloths and Papers, etc.
 Wellington Mills, London, England
 Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

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

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 mention having seen the advertise-
 ment in this paper.

...ESTABLISHED 1849...

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Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World
 Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and
 the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the
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 and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations.
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 VANCOUVER, B.C.

LONDON, ONT.
 ST. JOHN, N.S.
 WINNIPEG, MAN.

MONTREAL, QUE.
 TORONTO, ONT.

BRAS. G. LEVY, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

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

BASKETS

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

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

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

The Oakville Basket Co.,
OAKVILLE, ONT.



QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
 Bulk Pickles
 Tomato Catsup
 Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
 OWEN SOUND

Handle Canned Goods That Are Recognized Leaders.

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

Canadian Canners' Peas Have Created A Big Trade for us

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

Our Peas are packed in four grades as follows:—

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

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

Canadian Cannery, Limited

Hamilton, Canada.

Success Awaits the Man

who specializes on quality. Did you ever figure out that every time a grocer sells a customer poor quality eatables he is administering a sound "knock" at his reputation? It's a fact! Nothing succeeds like quality goods, and the very success of

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

is therefore the best proof of their sound quality. Our aim has always been and is now to succeed through giving the trade an article on which they can absolutely rely. The best goods canned in the best way, retaining all the delicious natural flavor of pure fruits and vegetables—that's OLD HOMESTEAD BRAND.

The Old Homestead Canning Co.

Picton, Ontario

MESSRS. EBY-BLAIN, Limited, Ontario Agents

COMPETITION

Shall it be in price or in quality ?

The interests of the consumer and dealer lie in sound trade, in the sale of first-class goods at a fair price. There is nothing more demoralizing in business than price-cutting. The merchant who strives to offer goods at bargain prices not only of necessity must sell poor goods, giving poor satisfaction, but he seldom secures permanent customers. Bargain hunters invariably go to the store that sells cheapest and then find fault with the goods.

"SALADA" never competes with any firm in price, but, in the matter of quality—always—could anything benefit you more than to compete with your opposition in the quality of the tea you sell ?

Make "SALADA" the leader in your tea department, and you will realize the value of this suggestion.

CANADIAN NATIONAL EXHIBITION

TORONTO

Aug. 29th — Sept. 14th

When you come to Toronto, drop in and see us—make our office your headquarters while here. Have your mail and parcels addressed and write your letters here. We will appreciate the opportunity of personally meeting our many friends, and will be glad to extend every courtesy. Our latch-string is on the outside.

The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO

RAISINS THAT WIN TRADE

are the kind you should stock, because every new customer means so much more profit for you. For years the standard brands have been

F. W. Rowley
DENIA
Extra Fine Selected

The Brands
of Quality

S. Bodi
DENIA
Finest Selected

A trial order will convince you that we are the raisin people. Send for samples to-day.

Try Our **SHELLED ALMONDS** in 14 lb or 28 lb. Boxes

UNDERDOWN and CRICHTON

London, England

Valencia, Spain

Denia, Spain

These are our Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

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

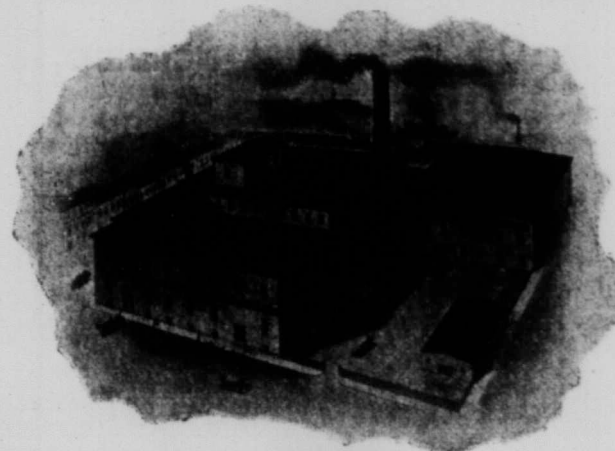
Pack **Whole Tomatoes**, not Crushed Fruit.

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

Max Amc Patents

Real Apple Cider Vinegar

We will have completed for fall operation a new real Apple Cider Vinegar plant in connection with our present works, and with presses leased in convenient locations on the Nova Scotia side of the Bay we will be in a position to supply Real Apple Cider Vinegar of a high grade at right prices.



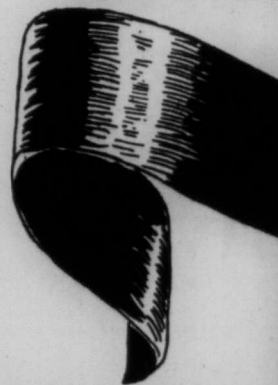
Capacity : Spirit and Cider Vinegar Works, 300,000 Gals.

Capacity : Pickle Factory, 150 Tons.

THOS. McCREADY & SON, LTD.

Bonded Vinegar and Pickle Manufacturers, ST. JOHN, N.B.

Sold in 1 & 1/2 lb pick'gs retailing at 25, 30, 35, 40 & 50c a lb.



**BULK TEAS
SPECIALTY.**



**Is a
PURE
INDO-
CEYLON
TEA.**

SPECIAL ATTENTION given to import orders.

Charles H. McDonald
ST. JOHN N.B.

*Direct
Importer*





**Y. & S.
SCUDDER
M. & R.**

STICK LICORICE

ACME PELLETS

M. & R. WAFERS

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

National Licorice Co.

Brooklyn, N. Y.

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Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
E. W. Ashley, 123 Bannatyne Ave. E.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

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

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GINGERBREAD BRAND MOLASSES

(IN TINS)

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

GOLDEN SLING SYRUP

(IN TINS)

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

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	Carman Escott Co.,	Winnipeg.
C. DeCarferet,	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. H. McIntosh,	Ottawa.	Tees & Pease,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Green'g,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

"Batger's"

**Lemon Squash, &
Lime Juice Cordial**

When your customers come in and ask for a **Good Summer Drink** sell them **Batger's** Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—**No Sugar Required**, but just add water. **Very handy** and **economical**. Retail at popular prices and show a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme, Limited

Montreal and Toronto

The reputation of

**Rowat's
Pickles and
Olives**

is one based on

Quality, Purity, Cleanliness of pack, Uniformity and generally bright packing.

Canadian Grocers

find them the most ready and profitable sellers of any line of imported or domestic pickles.

Are you getting your customers interested?

Your jobber can sell them.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

GROCCERS

Make Lipton's Tea Room your headquarters during the Toronto Exhibition. Check Room, Telephone and everything for your convenience. Note the number 191 Yonge St., directly opposite Eaton's.

Thomas J. Lipton,
75 Front St. East

Tea Room
191 Yonge St.

Toronto



Throwing
Away
Money

is all very well if you can afford it, but it is not necessary if you deal with the right house. Our prices will suit you.

DRIED FRUITS

We are offering all lines dried fruits at most attractive prices.

Old Homestead Canned Goods

In order to ensure satisfaction send us your order today for this reliable brand.

S. J. CARTER & CO.

Wholesale Grocers

58 McGill Street, - MONTREAL

SNAP



is
Canada's
Leading
Hand
Cleaner

Snap has any kind of soap beaten to a standstill when it comes to quickly removing dirt from the hands. All kinds of people need it; pretty nearly all your customers will buy Snap if you will show them what it does. Why not have your share of Snap profits?

ORDER A TRIAL CASE OF
SNAP FROM YOUR JOBBER.

Snap Company,

Limited

Montreal, - - Quebec

We have only a limited quantity
left of

Schram Sealers

ORDER QUICKLY!

THE DAVIDSON & HAY LIMITED
WHOLESALE GROCERS, TORONTO

About 3ft.
Long



**They Used
to Say**

"You can catch more flies with molasses than you can with vinegar." That was before we made

Brown's Famous "Fly Coil"

It is the only fly catcher worth talking about now. Nearly three feet of fly-catching tape, and holds more flies to the square inch than anything you ever saw! Hang one up and see how it protects your goods! See the flies jump for it! See it jump for the flies, too! You can catch customers for it as easily as it catches flies and make a good profit.

To be obtained from

The National Drug & Chemical Co. of Canada Ltd., Montreal
The Wingate Chemical Co., 545 Notre Dame St. W., Montreal
G. C. Warren, Regina, Sask.
The Standard Brokerage Co. Ltd., 144 Water St.,
Vancouver, B.C.
T. A. Macnab & Co., Cabot Bldgs., St. John's, Newfoundland
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B.
The MacLaren Imperial Cheese Co. Ltd., Toronto.

or direct from

The Brown Manufacturing Co., Ltd., Bury, Eng.



MAKE

NAPTHO SOAP

YOUR LEADER

The result will be
—satisfied cus-
tomers — satisfac-
tory profits.

The Welcome Soap Co.
Limited

St. John, - N.B.

S. T. Nishimura & Co.

MONTREAL

Can still accept further orders for NEW CROP JAPAN TEAS,
lower grades, if jobbers will place them promptly.

S. T. NISHIMURA & CO., Sole Agents. **55 St. Francois Xavier St., Montreal**

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

Purity Perpetually Predominates

That is why

**E. D. S. Brand
Jams and Jellies**



is the best selling brand of Jams and Jellies in Canada. It is the brand which has been declared absolutely pure by the Dominion Government analyst.

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

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

Unequaled in Quality
and a Producer of Permanent Profit

**QUAKER
Canned Goods**

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

We extend an invitation to all our friends and customers attending the Canadian National Exhibition to call on us at our headquarters, 49 Front Street East.

Thomas Kinnear & Co.

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

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

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

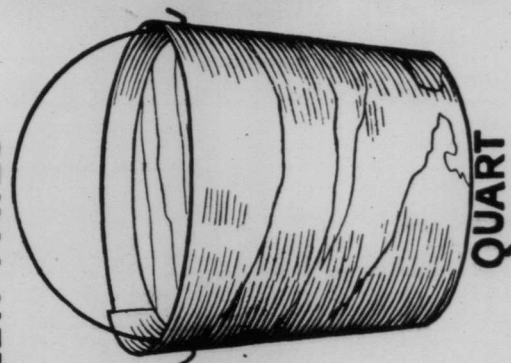
ORDER TO-DAY FROM OUR AGENTS:

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

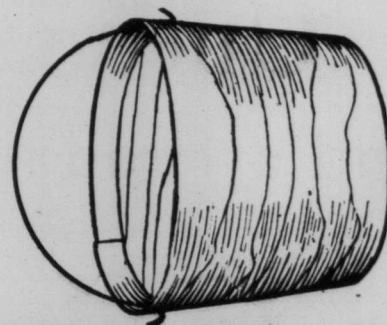
C. E. McMichael, - - St. John, N.B.
H. Haszard, - - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S. Harding, Ottawa, Quebec & Montreal
Kyle & Hooper, - - - - Toronto, Ont.
J. W. Bickle & Greening, - Hamilton, Ont.
Carman, Escott Co., - - Winnipeg, Man.
C. E. Jarvis & Co., - - Vancouver,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

Walter Woods & Co.

GROCCERS' VENEER PAILS



QUART



PINT

Hamilton and Winnipeg

You Can Stand Behind

an article that has the quality to back it up like

James Dome Black Lead

It's just Stove Polish, nothing else. All Shine, NO DIRT or DUST. Gives a lasting brilliant shine.

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

IMPORTANT

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

"TEA PLANT" PACKET TEAS

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

For over half a century

Cooper Cooper & Co's Teas

stand on the highest rung of the British TEA TRADE.

OUR TEAS PAY YOU WELL

Cooper Cooper & Co. Ltd.

"The World's Most Famous Teamen"

Head Office: 71-73 Tooley Street
LONDON, ENGLAND

Are You from Missouri?

Do you need to be "shown?"

TRY

Our Own

"The 10 Cent Soap for 5 Cents"

We believe that a five-cent article should be THE BEST just as well as a twenty-five-cent article. A trial will "show you" OUR OWN is the BEST.

Made by
THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.



Standard of excellence—
symbol of purity—thus 'tis
written of

STERLING BRAND PICKLES

the famous Canadian-made
pickles recommended always
to the grocer's best customers

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada



A Little Thing Multiplied Many Times Becomes a Big Thing

If you were to put all the money you get selling Mathieu's Nervine Powders into one Till you would be surprised at the largeness of the profit. This headache cure sells awfully well—little profit, multiplied many times becomes a big profit. Your order now please.

Merely to remind you that Mathieu's Syrup of Tar and Cod Liver Oil is in demand all through summer.

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

Proprietors

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

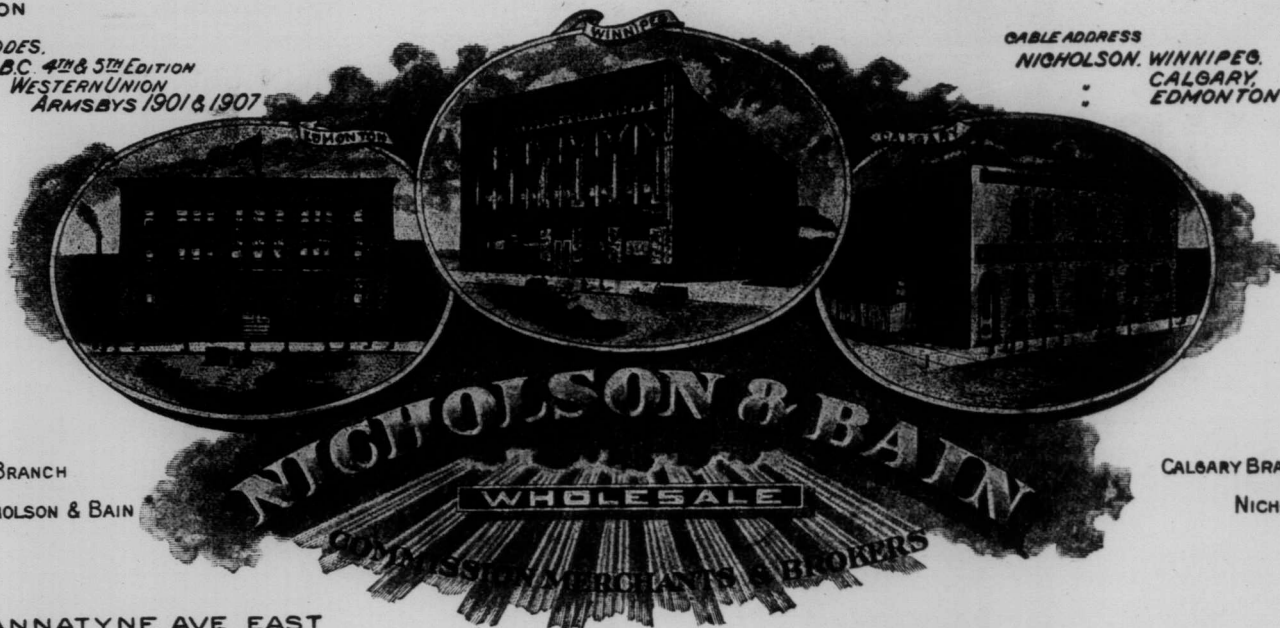
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY,
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

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

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

September wheat is quoted at Fort William at 98c. per bushel, October 95½c., December 92¼c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 89¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

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

NICHOLSON & BAIN
CALGARY WINNIPEG EDMONTON

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

D H BAIN

VIPEG,
GARY,
MONTON

GARY BRANCH
NICHOLSON & BAIN

atchewan

ber 92 $\frac{3}{4}$ c.
s. No. 2
ollars and
the three

ods in the

IN

dmonton.

TO THE TRADE:

It Cannot be too Often Repeated that, in Selling

CEYLON TEA

You Should Teach the Customer
How to Prepare It.

The Superabundant Life and Vigor
of the Ceylon Plant Give Its Leaves

All Tea Properties in High Degree.

3 to 5 MINUTES' DRAWING

With Furiously Boiling Water Suffices to obtain the

**DELICIOUS AROMA, the
DELICATE FLAVOR and the
INVIGORATING TONIC.**

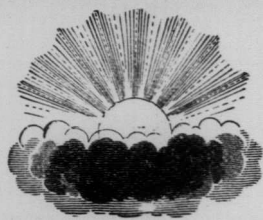
Money in Pickling Spices

is made by selling a truly satisfactory line that will please your customers. Our famous ¼-lb. transparent packages of **MIXED PICKLING SPICES** are just the kind you are looking for. This is the season they are in demand.

Sit Down and Order Now.

S. H. EWING & SONS

MONTREAL
and **TORONTO**



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

- Highly recommended.
- Guaranteed under the Pure Food Act.
- A substitute for Lard.
- The Quality of these Oils is their recommendation.
- Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., MONTREAL

Why

Brooke Bond's Packet Teas
are such Good Value.

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

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

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

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

For samples apply to

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



Shirriff's Jelly Powders

have been on the market over a quarter of a century. From the very beginning they have borne the reputation of unfailingly producing pure sparkling jelly. They are

REALLY GOOD VALUE

Imperial Extract Co., 18-22 Church Street, Toronto

Tartan BRAND

BUY YOUR CANNED GOODS NOW, DO NOT DELAY FURTHER,
AND IF YOU WANT THE BEST, BOOK

TARTAN Brand Fruit and Vegetables

This is also the place to buy

Lea's Pickles with the home flavor

Imperial Vinegar

Wagstaffe's Jams, Jellies and Marmalades

TARTAN Spices Guaranteed Pure

Phone 596, Free to Buyers.

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

An Up-to-Date Plant

equipped with every modern sanitary and mechanical appliance that really helps
to improve the pack, and manned by clean, skilled people, is used to produce

FARMERS' BRAND Canned Fruits and Vegetables

Our stock is obtained from our own immense garden, which comprises three
thousand acres of Prince Edward County's finest soil. The result is that
Farmer Brand is always absolutely reliable in quality. You'll be wise if you
specify Farmer Brand.

FARMERS' CANNING CO., Limited
BLOOMFIELD, - ONTARIO

MONEY-MAKING LINES

AROMA TEA AND AROMA COFFEE

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

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

Redpath

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

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,

Limited

MONTREAL

TRADE MARK

The Guarantee



Trade Mark

SONS

ESTABLISHED 1834.

QUAKER SALMON

A short pack of salmon this year limits the output of choice fish.

To ensure your obtaining a supply of the finest salmon, the kind that will please your customers, specify **Quaker Salmon**, when ordering.

Our packers received instructions to pack **only the choicest**. They write us:

"We guarantee Quaker Salmon absolutely all Fraser River No. 1 Sockeye fish."

NEW PACK NOW SELLING

SEND IN YOUR ORDER

Prices moderate considering short pack.

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET,

MONTREAL

GET

Balmoral

scotch

MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL

SOLE AGENTS FOR CANADA

DR TIBBLES' V-Cocoa

A leading British line
well-known and
largely advertised.

The World Renowned Food Beverage

THE PUBLIC SAY:

"THERE IS MERIT IN IT,"

And

THE TRADE SAY:

"THERE IS MONEY IN IT."

Agent for Montreal:

G. W. HODGSON
509 Lindsay Bldg.
Montreal

Ontario Agents:

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

WRITE OUR AGENTS FOR PRICES, Etc.

Sample Cases Now Ready for Delivery

THE WORLD'S
STANDARD

WHITTEMORE'S POLISHES

ONCE USED
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



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

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

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



"GILT EDGE"

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

Shines Without Brushing
Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross



OIL PASTE

for
ALL kinds
of
Black
Shoes

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

Price per gross
Excellent for old rubbers.

"SUPERB" Patent Leather Paste



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

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

"BOSTON" Waterproof Polish

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

Per gross
"BOSTON JUNIOR"

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

"ELITE" Combination

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

Per gross
"BABY ELITE" Combination
10c. size per gross



"DANDY" Russet Combination

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

Large size, per gross
Star Russet Combination
10c. size per gross
Russet Pastes

Dandy, large per gross
Red Box, medium
Per doz., 1-4 lb. tins
Per doz. 1-2 lb. tins
Elite, Ox Blood and Brown Pastes same sizes and prices



If interested write for
CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

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

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



MORE AND MORE NECESSARY TO STOCK EVERY DAY

Borden's Brands

of Condensed Milk and Evaporated Cream

The two leading brands in Canada are "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream. They are the standards of all milk products. Stock them. They are sellers.

WILLIAM H. DUNN, Montreal and Toronto

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



Unsweetened



SAUCE

ENGLAND'S MOST POPULAR SAUCE

H. P.'s popularity as an ideal kitchen Sauce has reached Canada.

The "live" H. P. Canadian Advertising is creating a demand for YOU to supply.

The name H. P. signifies "Houses of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

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

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII, H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address	R. S. McIndoe, - - -	Toronto.
	S. W. Shackell, - - -	Montreal.
	J. S. Creed, - - -	Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED

BRIDGETOWN, - NOVA SCOTIA

Horses and Cattle Fed On

MOLASSINE MEAL

are kept healthy and in good condition, and do not suffer from the many ailments that all classes of cattle are so liable to.

ASK FOR BOOKLETS AND ALL PARTICULARS FROM

ANDREW WATSON

SOLE IMPORTER

91 Youville Square, - Montreal



CAPSTAN Brand High-Grade Tomato Catsup

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

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

THE CAPSTAN MFG. CO.
TORONTO, CANADA.

—BUY—

Star Brand


COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

The
SHOE
POLISH
of
QUALITY



Peters' Polishes

PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once**, quality **cannot be beaten.**

Wagstaffe Limited

THE PURE FRUIT PRESERVERS
Hamilton

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

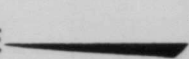
Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE 

Norton Manufacturing Co.

HAMILTON

Many Dollars a Week


are lost by grocers, through disputed items in the statements. By using our simple

"DUPLEX"

COUNTER CHECK BOOK

you can prove your case and get your money every time. No friction, no loss, when our "Duplex" is used.

A Post Card will bring full particulars



The Carter-Crume Company Limited,
Toronto, Ontario

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence Invited.

R. B. Wiseman & Co.,

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers.
Open to handle one or two more lines of groceries or fruit.

— May I Quote Prices? —

You would like to sell **Red Rose Tea**. I feel sure you would. I think I can promise that you will find it pleasant to do business with us. We try to be prompt and accurate and treat our customers generously.

It would please me to fill an order for you and I am sure what your customers would say about the tea would be pleasing to you.

May I quote you prices? Post card to either of the following addresses will bring prompt reply.

T. H. ESTABROOKS

ST. JOHN, N.B.
3 Wellington St. East, TORONTO
315 William Avenue, WINNIPEG

AT LAST
**NATION'S
TON-NIK
LEMONADE POWDER**
Non-intoxicating but a "pick-me-up."
Always ready in ½ lb. tins.
Agents: **GREEN & CO.**, 25 Front St., E. Toronto
CARMAN, ESCOTT CO.,
141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND



Its merit brings Repeat Orders

The Million—are after the money—Here is a Proposition
CASSON'S
Worcestershire Sauce
is a money maker. Wholesalers and Retailers find the quality right—Prices right—
YOU write **JOHN CASSON CO.**
FRONT ST. E., TORONTO



**WHITE MOSS
COCOANUT**
has stood the test of years, so that it must be the kind the housewife wants most. This is proved beyond question by hugely increasing annual sales. These facts make **WHITE MOSS** a sure thing for you.
SUPPLIES FROM
The Canadian Coconut Co., - Montreal

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

JELL-O

FOR DESSERT

This is the famous preparation that is revolutionizing the grocer's trade in dessert goods as well as the housewife's dinner calculations.

It is being advertised so effectively that the people know about it and want it.

We hope you, friend Retail Grocer, will get a large share of the benefit.

JELL-O FLAVORS: Lemon, Orange, Raspberry, Strawberry, Chocolate, Peach and Cherry.

JELL-O ICE CREAM POWDER

for making ice cream is also being advertised by the distribution of booklets.

The Genesee Pure Food Co.

LE ROY, N.Y.

"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.

Pre-eminently the Best Seller Ever Sold!

When you find real, downright merit combined with thoroughly aggressive advertising, you are gazing upon Success. Are you selling the most successful shoe polish in the world? You know it—

2 in 1

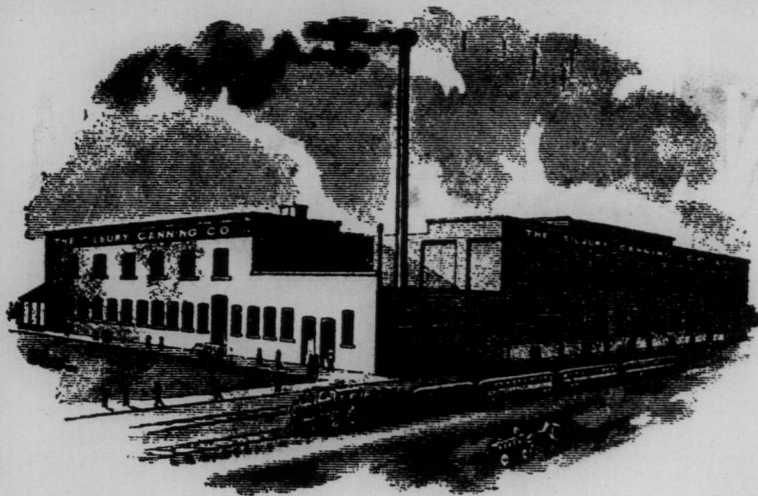


SHOE POLISH

The F. F. Dalley Co., Ltd.

Hamilton, Canada

Buffalo, N.Y., U.S.A.



"Tilbury Brand" Canned Goods

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

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

Get our prices for immediate and future delivery.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

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

ESTABLISHED OVER 200 YEARS

CHAMPION'S

**IS THE TABLE
VINEGAR**

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.



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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS

Once a Friend
Always
a Friend of

**Ridgways
TEA**

The real quality is in the product. It always gives satisfaction. It's the same every day in the year—Ridgway's—the world's greatest tea.

CANADIAN OFFICE. - VANCOUVER, B.C.

Agents—Richards & Brown, 34 Notre Dame Street, Winnipeg, Man.

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

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. \$2.00 per bottle, delivered. Book 8-C free. ABSORBINE, JR., for mankind \$1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

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

TRY A

Condensed Ad.

IN THE

Canadian Grocer



Superior Quality Canada First Brands

**Evaporated Cream
and Condensed Milk**

Orders promptly attended to. Every Can Absolutely Guaranteed.

PREPARED IN MODERN SANITARY FACTORY

AYLMER CONDENSED MILK CO., LIMITED

Factory: Aylmer, Ont.

Sales Office: 39 James St. South, Hamilton

Visitors to the Canadian National Exhibition are cordially invited to visit our Exhibit—Manufacturers' Building.



THE A1 SAUCE

**A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."**

**Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.**

For particulars and prices write our Agents

**H. Hubbard, 27 Common St., Montreal
Hamilton Morton Co., 1 Wellington E., Toronto**

BRAND & CO., LONDON - ENG.
Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LIMITED

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their
well known lines of **Coffee,**
Cocoa, Chocolate

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

The Jubilee Broom

THE STANDARD OF EXCELLENCE

For several years we have been manufacturing this broom, and without any special advertising its sale has increased rapidly until it is now our leading line. It is made of the choicest selected stock, by the best mechanics in Canada, and is just the proper weight and length for a perfect sweeping broom. If you are not handling this broom, send us a sample order.

Stevens - Hepner Company
LIMITED
PORT ELGIN, ONT.

TID BIT

We are now offering you the finest pickle ever offered the Canadian trade to retail at 15c. and 25c., packed in 12 varieties. Ask the traveller.

Remember we have advertised on this page for three weeks for complaints and have not received one. Must be something to it. Try them.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

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

VALENCIA RAISINS

These Brands will certainly give your customers satisfaction.
When placing your order this year remember **QUALITY**
and buy

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

"W. Abel" Brand Standard
Quality

Packed by

Mahiques Domenech & Co.
Denia, Spain

Canadian Agents:

Rose & Laflamme, Limited
Montreal and Toronto

REINDEER condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S

EASTERN MERCHANTS

We desire to inform you that we place at your disposal in Ottawa the most up-to-date warehouse in this part of the country. Every modern convenience.

Near railroads and river navigation. Storage in Bond and Free. Every attention to your business by a competent staff. Rates reasonable. Try us.

The Dominion Warehousing Co.

52 Nicholas St., OTTAWA

J. R. Routh, Manager

The INGERSOLL PACKING COMPANY, Limited

BEAVER BRAND HAMS AND BACON



With the return of the cooler weather more cooking is done in the home, which means increased consumption of bacon. There is nothing finer than **INGERSOLL BEAVER BRAND**, guaranteed mild, sugared, breakfast bacon. It is a household word from ocean to ocean. You will increase your trade in this line by stocking only this brand. We are prepared to fill all orders promptly, but owing to the demand appreciate having a few days to work on.

The INGERSOLL PACKING COMPANY, Limited

Pork Packers

INGERSOLL

ONTARIO

CANADA



KEEP IN A COOL PLACE

INGERSOLL CREAM CHEESE

IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED

AVOID IMITATIONS

REGISTERED

INGERSOLL CREAM CHEESE

IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.

ASK FOR AND INSIST ON GETTING THE ORIGINAL

INGERSOLL CREAM CHEESE



MOVING

THE CANADIAN BRANCH OF
HOLBROOKS LIMITED

has been transferred to larger premises at

**40 Scott Street
TORONTO**

**List of Representatives Attached to our
Canadian Staff :**

Mr. H. Musham	Mr. D. Crawford	Mr. W. R. Cameron
Mr. J. V. Scrivener	Mr. W. Hollands	Mr. A. Baggs
Mr. N. C. McLean	Mr. F. J. Lewis	Mr. J. Porter
Mr. A. J. Smith	Mr. C. R. Loggie	Mr. Schutts

List of Agents in Canada :

Quebec—J. B. Renaud & Co.	Edmonton—A. MacDonald Co.
Montreal—Frank Benedict & Co.	Vancouver—Kelly Douglas & Co.
Winnipeg—Brack & Kirkland.	Victoria—Wilson Bros.
Calgary—Campbell, Wilson & Horne.	

Manager : Mr. H. Gilbert Nobbs



2 "Pushers" of St. George's Baking Powder

First—Is the St. George Quality. St. George's is not only a pure Cream of Tartar Baking Powder, but every ingredient in it tests absolutely pure. The food laws of Canada are not half as stringent as our regulations as to the purity of everything that goes into St. George's.

Second—Is St. George Advertising. We are constantly talking St. George's in the newspapers and magazines. We are reminding people of St. George's by huge posters on the billboards and attractive cards in the street cars. We sell St. George's for you—all the year round.

Take advantage of St. George's reputation for quality and our good work in publicity.

Stock St. George's, the baking powder that sells.

**National Drug & Chemical Co. of Canada, Limited
Montreal**

Canned Goods FROM A MODEL FACTORY.

THE NIAGARA FALLS CANNING CO., with the newest, most modern, and most sanitary factory in Canada, have now on hand a full pack of

Refugee Wax Beans, Select Hand Packed Tomatoes, Crawford Peaches, Bartlett Pears, and Gallon Apples

PRIDE OF NIAGARA FALLS BRAND

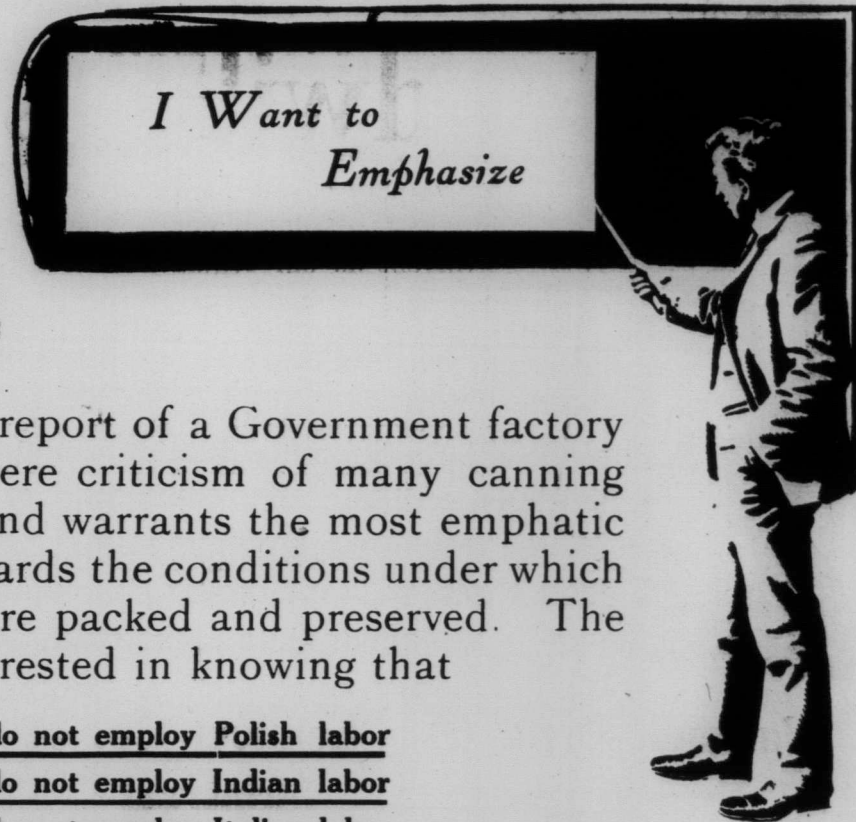
which are of finest quality, and are sure to win and hold customers for every grocer who stocks them.

We invite comparison with other goods, which will convince at once that we are in a class by ourselves. Our factory is a model from mechanical and sanitary standpoints.

We pack all goods in SANITARY ENAMEL-LINED CANS, which preserves the natural flavor and color of fruits and vegetables. No cheap stuff—all high-grade goods, and guaranteed to be as represented.

The Niagara Falls Canning Company

Essex Cleanliness



The recent report of a Government factory inspector is a severe criticism of many canning establishments, and warrants the most emphatic statements as regards the conditions under which all Essex goods are packed and preserved. The trade will be interested in knowing that

- We do not employ Polish labor
- We do not employ Indian labor
- We do not employ Italian labor

but confine all our employees to resident families of Essex, with their old-fashioned ideas of cleanliness in the preparation of any food-product. The factory itself is modern and up-to-date, fitted throughout with every facility for doing things right, and supplied with every convenience for keeping everything clean. We could say more, but anything more ought not to be necessary. It is enough that we guarantee all Essex products to be of highest possible quality, conforming rigidly with all Pure Food laws, and absolutely clean and wholesome in every possible detail.

If you want the best be sure of your factory.
Our kitchens are open for public inspection at all times.

THE ESSEX CANNING & PRESERVING CO., LTD.

28 Wellington Street East, Toronto, Canada

FACTORY at Essex, Ont.
(The Most Southerly County in Canada.)



Goodwillie's Fruits

The time to buy these goods is now, as later on it is difficult to get the entire range.

Let us have orders through our travellers, by wire, at our expense, or mail.

James Turner & Co., Limited

Hamilton, Ontario

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MARITIME GROCERS!

We are now filling orders for Fall requirements of the famous

VIT Stove Polish
Diamond Harness Dressing
Boulevard Shoe Dressing

also for

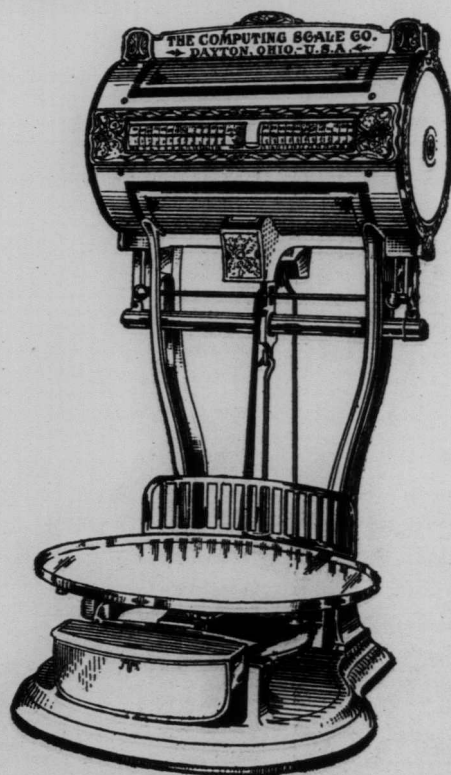
Shield Brand Disinfectant

for use in the household, in hospitals, stables,
etc. Obtainable in pint bottles and in bulk.

These lines give your customers continuous satisfaction and yield you a good profit. We desire to hear from you, We can fill your wants expeditiously. Prices on request.

The American Dressing Co., Limited

236 St. Paul Street, Montreal



DAYTON MONEYWEIGHT SCALE

NOTE THE LOW PLATFORM

Overweight Problem **Solved!**

With this 1907 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce computes to a cent.
Low platform—only 8½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

TEAS, GROCERIES PROVISIONS, WINES and LIQUORS

The Largest Stock The Greatest Variety

Our Policy :

Low Prices Quick Turnover
Big Business

A few trial orders will convince you of our reliability.

Best Equipment Competent Staff
Perfect Organization

Hudon, Hebert & Co.

LIMITED

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada

TEAS

If you are in need of Teas do not fail to call on us for we can surely make it profitable for you notwithstanding the present high prices.

JAPAN TEAS— We are just now receiving a large shipment of the new crops. These we can still sell at favorable prices notwithstanding the present firm market prices, as we have bought these at a time when prices were more favorable. We recommend specially the "Victoria" and "Princess Louise" brands, in boxes of 5 lbs., 10 lbs., 30 lbs. and 80 lbs.

BLACK TEAS— Our stock of these teas consists of the best brands on the market, and our prices are all to your advantage. We are in a position to guarantee the quality of "Victoria" and "Princess Louise" brands as being the very best on the market. In boxes of 5 lbs., 10 lbs., 30 lbs. and 80 lbs.

GREEN TEAS (Gunpowder)— We have on hand a large and varied stock of these teas at very reasonable prices.

Siftings— We can dispose of a considerable quantity of siftings at very reasonable prices.

We Pay the Freight on all orders of teas, assorted or not, of 200 lbs. or over, delivered at any station in the Provinces of Quebec and Ontario or in the Maritime Provinces.

Soleil Brand Canned Goods— We still continue taking orders for Soleil Brand Canned Goods, which have proved a general favorite with the Canadian public.

Canadian Canned Goods— We have the best brands and the most popular on the market. We guarantee these goods as to quality and prices.

For further particulars, quotations, etc., write, telephone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Spirits

MONTREAL

Come and See the Exhibition

You will see great and interesting things at the Canadian National Exhibition, but you will, as a business man, find it also profitable to call at our warehouses during your stay. We have values in groceries that no other jobbing house can equal and none surpass.

DROP IN—Make our offices your business headquarters during your stay. Telephone and messenger service at your disposal free.

COME AND GET ACQUAINTED.

Canada Brokerage Co., Limited

TORONTO

9 Front St. East

A Substantial Mental Menu

AS the vacation season is now nearing its close, the Busy Man's for September contains a little more substantial menu than it has during the sultry days of July and August. Topics of the greatest interest are provided in this issue which contains the largest amount of illustrated matter yet presented. In a word, Busy Man's for September is what you are looking for. It will not prove a disappointment to any member of your household.

BUSINESS AND INDUSTRY

What Good Roads Mean to the Business Man
What the Postal Service Means to Business
Where Quality Counts More Than Quantity

ARTICLES FOR THE WORKERS

New Thought Creates New Life
Study the Art of Compliment

ENTERTAINING SHORT STORIES

Just An Error of Judgment
Stover, The Strategist
The Discovery of Mrs. Dugan
How She Answered the Call of Home
The Thirteenth Move

TRAVEL AND DESCRIPTION

Beautifying the Capital City of Canada
How Mr. Taft Spends His Holidays in Canada
Vivid Impressions of the Great West
A Moose Hunting Jaunt in New Ontario

THE
**September
Busy Man's
Magazine**

is on sale at all newsstands

The Magazine with the Red Cover

20 cents a copy ; \$2.00 a year

LIFE STORIES OF SUCCESSFUL PEOPLE

The Oldest Working Journalist in the Dominion
A Man Who Stands by His Convictions
A Character Sketch of the New Bryan
A Thorough Believer in Democracy
How George H. Ham Dispenses Sunshine

POLITICAL AND COMMERCIAL AFFAIRS

The Young Man as a Factor in National Life
The Existence of National Sensitiveness

OTHER BRIGHT ARTICLES

Foreign Parasites and Their Prey
The Supremacy of Christian Ethics
What Cities Are Doing For Their Children
The Failure of the Professional Woman
How Insect Enemies Destroy Books
Has Twice Welcomed Royalty to Ancient Capital.

ADDITIONAL FEATURES

Contents of the September Magazines
The Busy Man's Bookshelf
Humor in Magazines
Improvements in Office Devices

The Busy Man's Magazine

Montreal

Toronto

Winnipeg

New York

London, Eng.

MARITIME DEALERS IN
**Pork, Beef,
Hams, Bacon, Lard, Etc.**

can purchase to advantage from us.

Don't overlook us this season when needing

"Fresh Sausage"

DAVIS & FRASER
Halifax, N. S., and Charlottetown, P. E. I.

1858

1908

CONFIDENCE

The backbone of all business.

CHARACTER

Is essential in everything.

THE NEW GLASGOW STANDARD
Published over fifty years in Pictou County

Reaches Pictou Town, New Glasgow, Stellarton, Westville, Trenton, River John, etc. Also throughout Pictou, Antigonish and Guysboro' Counties.

This reliable newspaper enjoys the confidence of the solid reading and buying people of famous old Pictou County, because of its assured character.

Every business house wishing trade from eastern Nova Scotia should write for our contract rates.

STANDARD PRINTING CO., Ltd.

NEW GLASGOW, N.S.

J. H. WILSON,
Business Manager.

E. GEOFFREY STAIRS,
Managing Editor.

Australian Raisins

WE HAVE

130 BOXES LEXIAS

VERY NICE

56 lbs. Each

which we can sell

at Favorable Price

to close consignment.

SAMPLE AND PRICE ON APPLICATION

Arthur P. Tippet & Co.

MONTREAL

Maritime Board of Trade Convention

Representatives of the Busy Towns in the Provinces by the Sea Meet in Halifax to Discuss Business and Commercial Problems—Shall the C.P.R. Be Given Running Rights Over the Intercolonial?—Developing Trade With the West Indies—The P. E. I. Tunnel and the All Red Route Again to the Fore.

The annual meeting of the Maritime Board of Trade, one of the most important factors in the development of the general commercial activity of the Maritime Provinces, was held in Halifax on Wednesday, Thursday and Friday of last week, August 19, 20 and 21. A fine attendance of delegates, eloquent speeches and the evidences of a keen interest in the progress of the provinces, in St. Paul's Hall, one of the finest to be found anywhere in Canada, marked this, the 14th convention of the organization.

The convention opened on Wednesday morning with President A. M. Bell in the chair. On the platform were Vice-President Hon. Geo. E. Hughes and W. B. Snowball, Mayor Crosby, of Halifax and Geo. E. Faulkner, President of the Halifax Board of Trade. Most notable was the presence of Lieut.-Governor D. C. Fraser, who delivered an address of welcome. It was stirring and cordial referring at length to the anniversary and unveiling of a tablet in commemoration of the establishment of responsible government in Nova Scotia. It was, he said, the meeting of the Maritime Board which had really caused the choosing of the date for the celebration. He credited the board with being an important factor in upbuilding the industries and commerce of the Maritime Provinces.

Mayor Crosby, of Halifax, then extended a welcome on behalf of the city. He had thought, he said, of extending the freedom of the city but he would do better. He would extend to all the delegates all the privileges that as Mayor he was capable of doing.

G. E. Faulkner, president of the Halifax Board of Trade then added his welcome, going into some reminiscences of other meetings held years ago in Halifax. He trusted that great benefits would result from the meeting. All these addresses of welcome were heartily applauded.

The venerable secretary, C. M. Creed, then called the roll, being received with applause.

Secretary Creed then read his annual report as follows:

THE SECRETARY'S REPORT.

To the President and Members of the Maritime Board of Trade:
Gentlemen:

Your Secretary-Treasurer begs here-with to hand you his report for the year:

All the recommendations and resolutions passed at the last annual meeting were forwarded to the Ministers of the various departments of the Federal

Government; those concerning the Provincial Governments were forwarded to the Premiers of same, with the Canadian Grocer containing report of the proceedings of the annual meeting. All resolutions passed, with copies of the Canadian Grocer, were forwarded to all Boards of Trade, and copies of the Canadian Grocer were forwarded to all the delegates to the annual meeting, and also to the Chambers of Commerce and Agricultural Societies in the British West Indies and British Guiana.

On October 21 all resolutions, with copies of the Grocer, were forwarded to the following Maritime Province members in advance of the opening of Federal Parliament: W. S. Loggie and Dr. J. W. Daniel, New Brunswick; J. J. Hughes, P.E. Island; Dr. J. B. Black, H. J. Logan, B. B. Law and A. K. McLean, Nova Scotia; in order that they could become familiar with them.

On December 3, shortly after the opening of the Federal Parliament, copies of the Grocer, also all resolutions, were forwarded to members of the Cabinet, and to all Senators and members from the Maritime Provinces.

Annual Meeting at St. John.

The annual meeting at St. John was very successful; the subjects were well debated; the attendance large, and a number of the resolutions passed were brought forward and discussed at the Federal Parliament and doubtless good results will be attained thereby.

ANNUAL REPORT.

The Canadian Grocer published the proceedings of the annual meeting this year very neatly in pamphlet form. It was a credit to them, and was much appreciated by the members of the Board.

New Boards.

Boards have been formed at Inverness, Port Hood and Springhill, and have affiliated. One has also been formed at Riverport, N.S. It has not yet affiliated but we hope it may do so during the coming year.

Unaffiliated Boards.

The Boards of Trade not yet affiliated have had every attention paid them during the year, and I am pleased to report the Boards of Middleton and Shelburne have affiliated; all the unaffiliated Boards have been invited to be represented at the annual meeting.

Correspondence With Boards.

This has been strictly attended to during the year; has never been allowed to lag, and am pleased to report good results have followed.

Notice of Annual Meetings.

On August 3 railway arrangements for delegates, place and date of meeting, also programmes of entertainment

were mailed to all Boards. On August 10 the subjects for discussion were also mailed.

In conclusion, during the past year everything requisite has been done by me for the improvement and enlargement of the Board, at the same time doing all possible to assist your worthy President, in which I have had the valuable assistance of Rev. A. E. Burke, of Alberton, P.E.I., M. G. DeWolf, Esq., of Kentville, and also of E. A. Saunders, Esq., Corresponding Secretary of Halifax, and trust all will meet your approval.

Accounts for the Year.

The accounts for the year are all prepared, but as several Boards will pay their per capita tax before the close of this day's meeting they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

CHARLES A. CREED,
Secretary-Treasurer.

The Maritime Boards.

The following is a list of the Maritime Boards of Trade:

AFFILIATED BOARDS

Nova Scotia—Annapolis, Amherst, Antigonish, Berwick, Bridgewater, Bear River, Canning, Canso, Chester, North Queens, Digby, Dartmouth, Halifax, Inverness, Kentville, Kings Co., Lockeport, Liverpool, Lunenburg, Middleton, Oxford, Port Hood, Pictou, Springhill, Shelburne, Truro, Windsor, Wolfville, Weymouth, Yarmouth.

New Brunswick—Chatham, Moncton, Newcastle, Sackville, St. John, St. Stephen, Woodstock.

Prince Edward Island—Alberton, Charlottetown, Summerside, Souris, Southern Kings.

UNAFFILIATED BOARDS

Nova Scotia—Glace Bay, Louisburg, New Glasgow, North Sydney, Parrsboro, Pugwash, Riverport, Sydney.

New Brunswick—Campbellton, Edmundston, Fredericton, St. Andrews.

Total—Affiliated, 42; unaffiliated, 12.

THE DELEGATES PRESENT.

NOVA SCOTIA.

Annapolis—F. C. Whitman, S. Rior-dan, Dr. E. Brock.

Amherst—D. A. Morrison, W. J. Power, H. J. Logan, M.P.

Berwick—S. H. Morse, W. A. Reid, D. G. Crosby.

Bridgewater—A. T. Davison, Robert Dawson, Dougald Stewart, D. L. Fraser, Robt. A. Feindell, C. J. Cragg.

Canning—E. M. Bukwith, E. A. Potter, S. Blenkhorn.

Canso—J. J. Whitman, T. R. R. Brane, C. C. Whitman.

Dartmouth—A. C. Pyke, J. Forsyth, W. C. Bishop, H. W. Hewitt, C. E.

Creighton, Jas. Harrison, J. A. Calder, R. C. Eccles, J. M. Weeks, A. C. Johnston, Jas. Harrison, R. B. Simmonds.

Inverness—Frank A. McEchan, W. D. McDougall.

King's Co.—J. A. Kinsman, W. B. Burgess, P. Innes.

Kentville—Geo. E. Calkin, C. W. Webster, R. Harrington, Wm. Yould, W. P. Shaffner, M. G. DeWolfe, B. H. Dodge.

Lunenburg—D. Frank Matheson, J. Frank Hall.

North Sydney—J. W. Armstrong. Pictou—John Munro, W. T. Tanner.

Halifax.—I. C. Stuart, C. H. Mitchell, A. E. Jones, J. A. Neville, A. H. Whitman, G. S. Campbell, S. F. Wilson, R. G. Beazley, J. E. DeWolfe, G. E. Faulkner, D. Macgillvrey, Hon. Wm. Ross, J. A. Johnson.

Parrsboro.—S. K. Holmes. Shelburne.—G. A. Cox.

Springhill.—Daniel Murray. Truro.—W. W. Smith, J. P. Bell, D. C. Dow, W. W. Smith, C. E. Bentley, W. R. Murray, T. S. Patillo, G. C. Fulton, G. A. Hall.

Windsor.—J. A. Russel, W. H. Roach. Wolfville.—R. W. Starr.

Yarmouth.—A. W. Eakins, W. M. Kelley, E. H. Armstrong.

P. E. ISLAND.

Alberton.—J. E. Birch, Jos. Fielding. Charlottetown.—Hon. George E. Hughes.

O'Leary.—A. A. McNeil, H. W. Turner.

Summerside.—Wm. Stewart.

NEW BRUNSWICK.

Chatham.—J. L. Stewart, W. B. Snowball.

Moncton.—C. W. Robinson, C. P. Harris, J. H. Harris, T. W. Gownner, T. N. Lodge, A. E. Williams, W. H. Edgett, W. R. Emerson.

Sackville.—W. W. Andrews, James Smith, T. B. Black, Dr. D. C. Borden.

St. John.—E. L. Jarvis, Geo. W. Wesley, J. H. Bond, F. C. Dickson, Hon. J. D. Hazen, A. Harvey, Jas. Pender, W. E. Anderson, W. G. Foster, W. F. Burdett.

Letters of regret at inability to attend were read from a number of prominent business men, including the Montreal Board of Trade, the Boards of Toronto, Winnipeg, and others, also from the Hon. Sir Wilfrid Laurier, John Bayne MacLean, President MacLean Pub. Co., the Monetary Times, the Canadian Manufacturers' Association, and a number of western daily newspapers.

Reports From 1907 Committees.

While waiting for a report of the Agenda Committee the time was taken up by the hearing of reports from committees on different subjects, appointed last year.

In the matter of technical schools, the President, A. M. Bell, reported for his committee, appointed last year. They had only to thank the Government for the splendid work on technical schools, instead of having to ask for any favors.

Mr. Bell also expressed great regret that Rev. Father Burke, of Summer-

side, was unable to be present at the convention. He would be much missed, his enthusiasm and geniality for years having been such a power at the meetings.

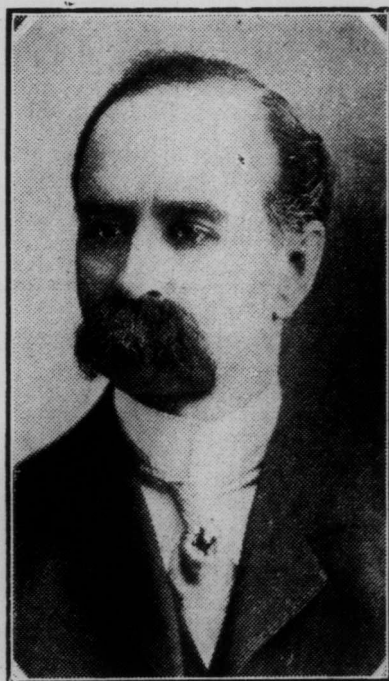
The Agenda Committee comprised M. G. DeWolfe, W. B. Snowball, Hon. George E. Hughes, G. E. Faulkner, A. C. Pyke.

THE PRESIDENT'S ADDRESS.

President A. M. Bell then delivered his address as follows:

"It gives me very great pleasure to add a word of welcome to the addresses which have already been given. It is certainly highly gratifying to have such a large representation, and I wish to voice the hope of every citizen of Halifax, that you will carry away with you very pleasant memories of this occasion, and that this may be in all respects the best annual meeting that the Maritime Board of Trade has held.

"I wish again to thank you for the



HON. GEO. E. HUGHES,

Of Charlottetown, P. E. I., the Board's New President.

honor you have done me in electing me as your President. I bespeak your support in the discharge of the duties of the office, and your kindness in overlooking any defects.

"As I have endeavored to prepare the address with which these gatherings are usually opened, I have been deeply impressed with the great natural advantages with which a kind Providence has endowed these Maritime Provinces, and I wish so to impress this thought upon the mind of all present as to inspire an enthusiastic confidence in this part of the Dominion in which our lot is happily cast.

"It has been said as a Board we cannot legislate; we can, however, suggest, and it is encouraging to note that our legislators are turning more and more to these annual meetings for information as to the attitude taken by the

commercial men of the Provinces in matters affecting trade interests.

Agriculture.

"Within the last few years much improvement has been made in our Provinces in agricultural methods. The influence of the Agricultural College at Truro, of the Experimental Farms in different parts of our Provinces, of the lectures by Professors Sears, Cumming and others, the Winter Fair at Amherst, these and other influences have had their effect in developing our agricultural resources along modern lines. Much, however, remains to be done to make farm life sufficiently profitable and attractive, particularly to the young people, who too often leave the farm for city life. We need better roads and it certainly seems unfortunate that while we have an abundance of good grazing lands, we should have to depend so largely on Ontario for our supplies of beef and other farm products. Since our last meeting vigorous action has been taken by the Governments of New Brunswick and Nova Scotia to induce suitable immigrants to settle on the farms in these Provinces. Information regarding our advantages is being judiciously distributed, and departments have been opened for information, etc. These steps are already producing good results and the outlook in this respect is hopeful.

Mining.

"In this important industry our coal mines are being vigorously prosecuted. Our collieries are producing increasing quantities year by year; new seams are being opened, and this particular industry is in a flourishing condition. Though large deposits of iron ore are known to exist in various parts of our Provinces, our iron mines are as yet in their infancy, and the supplies of iron ore for the steel works of our Provinces are being largely drawn from Newfoundland. It is to be regretted that gold mining, which formerly gave employment to large numbers of men, and created a demand for a great deal of material, is at present in a very depressed state. It is to be hoped that one result of the technical education which is going on in our Provinces, will be to put this once valuable industry on a paying basis.

Fisheries.

"The action taken by the Maritime Board at its last annual meeting in St. John in endorsing the resolution for the appointment of a Fishery Board for these Provinces has been vigorously followed up by a deputation which visited Ottawa to impress this important matter on the Government. So far no action has been taken in this direction, and I regret to note that there seems to be some hostility to this measure by the Fishermen's Unions and others. The inception of new methods for catching fish and the desirability of improving the methods of curing, would seem to show the necessity for an organization on which those who catch fish, those who cure them and those who handle them would all be represented. The fishing business, while remunerative to the fishermen, has for some time past been unsatisfactory to the exporters, the high prices curtailed consumption and resulted in the accumulation of

stocks and the general demoralization of the trade. During the present season there has been a marked decline in prices of all kinds of fish stuffs. Fortunately for the fishermen, this drop in prices has been offset by a catch of all kinds of fish much larger than the average. This will mean a more general distribution of the income from this branch of industry, and the returns to the toilers will probably be as large as when prices were higher. The subject of the better administration of the fisheries is again to come before this Board, and it is earnestly to be hoped that this can be so impressed upon those in authority that better methods will obtain; and that we will be able to look with pride on this great natural industry. A new feature has recently been inaugurated in connection with our fisheries by the introduction of steam trawling, which has been so successfully carried on in Great Britain and elsewhere. The Pioneer Steam Trawling Co., Limited, is now operating a trawler. This vessel will be used for the salted and the fresh fish business. The undertaking is necessarily in an experimental state. Enough, however, has already been demonstrated to warrant the prediction that in a few years' time our provinces will have a fleet of steam trawlers and will be fully supplying the growing Canadian markets, instead of having a large part of this business done by Gloucester as at present. It should also mean a development of the dry fish industry, which will keep our fishermen at home, and thus help to upbuild this end of our great Dominion.

Technical Education.

"The Province of Nova Scotia is the first one in the Dominion of Canada to adopt a comprehensive system of technical education. Schools in the industrial centres of the province have enjoyed a successful session during the six winter months of 1907-08. There are eighteen schools for coal miners, twelve for steam and mechanical engineering, and four for workmen in general industrial pursuits. All these aim to instruct the workingmen in the general scientific principles underlying their vocations and to increase their industrial intelligence and working efficiency. There was a grand total of over 1,300 students in the schools last winter who were receiving all kinds of technical instruction practically free. While we are assembled in this annual meeting, the corner stone of the first purely Technical College in these provinces, if not in the Dominion, will be laid in our city. Action on somewhat similar lines had been taken by the Province of New Brunswick, where in the Provincial University at Fredericton, there will be courses of study of forestry and civil engineering. Prince Edward Island has also taken steps to add technical training to its public school system. To the greatest possible extent this technical tuition in our provinces is being given free of charge; this will be a great boon to our people, and should give an impetus to all branches of engineering, mining and

other industrial work. It will now no longer be necessary for our sons to leave home to fit themselves for their life work along any of these lines, and it is further to be hoped that another result will be the development of such improved conditions that there will be employment for them in our industries.

Steel Ship Building.

"The advantages and facilities for establishing a steel ship building plant in the Maritime Provinces have been repeatedly before the previous conferences of the Maritime Board. So far the Dominion Government has not seen its way clear to assist this industry with the subsidy asked for. It is worthy of note that the first steel ship constructed in the Atlantic Provinces was recently launched at New Glasgow. This venture will be watched with much interest and much will depend on the success of this experiment in encouraging or discour-



W. B. SNOWBALL,

Of Chatham, N.B., 1st Vice-President Elect.

aging further developments of this industry.

Transportation.

"The subject of transportation must still occupy a foremost place in the commercial prosperity of the Maritime Provinces. One drawback to the development of our provinces to-day is that, with the exception of the southern part of New Brunswick, which is served by the Canadian Pacific Railway, there is only one line of railroad connecting us with the West, and the overwhelming vote by which the present Government was sustained in Nova Scotia at the last general election, shows most unmistakably the attitude of desire and expectancy with which the people of these provinces are looking for increased railway communication with the rest of the continent. From all quarters of these provinces eyes are being turned to the progress of the new

line, and the expectations that are being formed are shown in the preparations that are being made for double tracking that part of the I.C. Railway from Moncton to Halifax and St. John. The idea of having the branch lines in the provinces, which are now owned by other corporations taken over by the Government as feeders to the Intercolonial, which was indorsed by this board at the last session, has been brought to the notice of the Provincial and Federal Governments. As a means of a much more thorough and satisfactory transit between the Atlantic Provinces and other parts of Canada, the urgent need of making unbroken communications between Prince Edward Island and the mainland, by a tunnel, is worthy of serious consideration. Until this is accomplished, I would suggest that this Maritime Board urge that the Governments take such steps as may be necessary to make the transportation to and from Prince Edward Island at the rates of one long haul instead of three short hauls as at present.

Fast Atlantic Service.

"The subject of fast steamship communication with Great Britain is closely connected with the transportation problem. The recent trip of His Majesty's ship, "Indomitable," was an object lesson to the world on this important matter and showed as no amount of argument could do, the possibility of a fast ferry between Great Britain and Canada. Since the last Colonial Conference this subject has assumed a somewhat different aspect, inasmuch as it is now thought of as a part of a more comprehensive whole, which will embrace a service from the Mother Country to Australia, via Canada. The success of this project depends on the co-operation and financial support of Great Britain, Canada, New Zealand and Australia. The importance of this matter to the Maritime Provinces cannot be over estimated. A port in the Maritime Provinces must, of necessity, be used as the ocean terminus for such a line during six months of the year, and with improved railway facilities it is to be hoped that the same port will be used the year round. Few things would make these provinces better known to the world than the passenger travel which would be developed by such a scheme, and it is to be hoped that within the near future we may see our hopes realized in this respect.

Tourist Travel.

"One important asset of these Maritime Provinces is the cool and invigorating climate in the summer time. Attention has recently been drawn by the press to the immense value of tourist trade in the State of Maine, where it is estimated the stream of travel is worth to that State from 15 to 20 million dollars per year. This is a business that must in the near future develop very greatly, and it behooves us to advertise our advantages and to make preparation for the influx

which is bound to come. We have in these provinces points of interest of a historic character, which are not found in any other part of the Continent. The conflict between the French and English for the possession of America was carried on for many years within our borders, and the forts at Annapolis, Windsor, Louisburg and Forts Cumberland and Lawrence should be preserved by the Government. It is perhaps putting this matter on a low level to endeavor thus to commercialize history, but we are here as a commercial body, and while there are higher grounds for preserving these relics of the past, our commercial instincts should prompt us also in this direction.

"Representing, as we do, different parts of these provinces, it must be that there are some here, who from close contact with the conditions affecting the forests, the mines, the sea, or the great transportation interests with which our welfare is so closely identified, can speak with authority on improvements or developments which will be desirable.

"What our Maritime Provinces need is to be discovered; to be appreciated; to be populated; we are not sufficiently well known by our fellow Canadians in the provinces to the west of us, and our provinces are not sufficiently appreciated by our own people.

"If we turn to the last census of 1901, we will find that the value of the annual products of these three provinces are:

From agriculture	\$ 36,809,822
From forests	6,692,604
From mines	9,708,417
From fisheries	11,242,878
From manufactures	56,559,891

\$121,013,612

"Taking the population at 894,000, this is equal to an income of \$675 per annum to every family of five of the population.

Forests.

"The lumber industry is one of the industries of our provinces which, at present, is suffering from low prices ruling in foreign markets. We need to preserve our forest wealth from the ravages of fire. This is recognized by careful regulations in the Provinces of New Brunswick, and I am pleased to note that largely through the efforts of the Lumbermen's Association, formed a few years ago in Nova Scotia, steps have been taken in this direction. The importance of preserving for our own people the benefits of the manufacture of our lumber, instead of exporting it in its crude state will be brought before you, and it is to be regretted that Mr. Evans, who is an expert in this department, is unable to be present.

Manufactures.

"Our vast deposits of coal and iron, in close proximity to an abundant supply of lumber, put us in a position to become a large manufacturing centre, while the ocean at our doors forms a

great highway on which we may transport our products to every part of the world. The output of our factories as will be seen by the statistics already quoted, forms a very large part of our annual income, and the number of these factories must be expected to increase more rapidly in the future, as it is a well known fact that every industrial institution has a tendency to attract to itself kindred industries. The principle is exemplified in Sydney, Amherst, Truro and other places which are rapidly becoming manufacturing centres. While we have an abundant supply of raw material, particularly in coal, iron and lumber, one of our great needs, if we are to successfully compete with other manufacturing centres, is cheap power. I am pleased to note the steps which have been taken at Amherst to utilize waste coal for generating electric power.

"The possibility of harnessing the tides of the Bay of Fundy for this purpose have also been discussed and have reached an experimental stage. It is much to be regretted that with such an abundance of coal, the price of this essential commodity is so high as to be a serious hindrance to the development of our industries. This is a matter which will have to be vigorously grappled with, and I commend it to the careful consideration of this board.

West India Trade.

"The importance of the West India trade to the Maritime Provinces, and more particularly to the port of Halifax and St. John, has too long been recognized to necessitate my dilating upon it at great length. The West Indies, unless barricaded by high tariff walls must always be one of our natural markets, because they need our products of the sea farm and forest, products to some extent which they cannot obtain as well elsewhere. We have a keen personal interest, in the industrial and commercial welfare of the British West Indies, as every merchant should have in a good customer, and we rejoice that through the beneficence of a kind Government these Southern Colonies have been able, during the past few years, to become prosperous, and to demonstrate to the rest of the Empire that freed from the handicap of the bounties paid by continental nations to domestic beet growers, they are able to produce cane sugar at a profit.

"Recently several of these Colonies have shown their appreciation of Canada's effort by intimating to the Imperial Government that they are disposed to reciprocate the help we have rendered. The Legislatures of Barbadoes and the Leeward Islands a few months ago sanctioned this suggestion by a vote of their members, and the Board of Trade of Trinidad is on record that it favors the idea of a preference to Canada. A slight tariff advantage in the British West Indies will help Canada to secure a larger share of the 750,000 barrels of flour which are now consumed in the different

British Islands. It will help the export trade of Halifax and St. John, and incidentally our railways and steamship lines will secure an increased business.

The effort to bring about this most desirable increase of trade between Canada and the British West Indies may, to some extent, be credited to members of this Board. You will remember that two years ago Mr. Jones, Mr. Schofield and Mr. Allan were sent out to enquire how Canadian trade might be increased, and that later, when the conference of the Colonies was held at Barbadoes, Mr. Jones was sent out as a representative of the Canadian Government. I think this Board of Trade can take credit of itself for having initiated the first delegation, and I refer to it here because so many people have a habit of saying that Boards of Trade talk a lot, but never accomplish anything of very practical use.

"As I have already intimated, the interests of the Maritime Provinces are very closely allied with those of our friends in the West Indies, and anything that will assist in making our business relationship more intimate than at present is a step in the right direction. I understand that one of the subjects which this Board will have to consider during its present session is the extension of the present cable system from Bermuda to Barbadoes, Trinidad and Demerara. I am not familiar with the details of the project which has been, or will be submitted to our Government, but I would venture the opinion that whatever will make it easier for us to communicate quickly and cheaply with the Colonies referred to must be of great advantage to these provinces by the sea. I repeat there is no more important question to the business men of the Maritime Provinces than that of better trade relations with the British West Indies.

Business Conditions Encouraging.

"A careful analysis of the present business conditions of the Maritime Provinces does not reveal anything that need occasion us worry. Rather may we congratulate ourselves that while the rest of this continent has felt the general trade depression quite keenly, we have thus far managed to escape acute distress. True, we have been forced to take in sail, and proceed cautiously, and some of our enterprising merchants and manufacturers have naturally rebelled at being restricted; but the effect of this restraint will unquestionably be beneficial. The past twelve months with the merchants of these provinces have been characterized by carefulness in trading and by systematic effort to turn stocks into cash. Undoubtedly this has not been helpful to the volume of the jobbers' or manufacturers' sales, but it has accomplished a most desirable purpose in that to-day the bills payable of the average merchant are smaller, and his stock in better shape than for many years.

"Shortly we may look for a better condition of the lumber markets and the foreign fish markets. The im-

mense crops of the West, too, will be bringing in money that must eventually assist our manufacturing industries, and I think we can claim without danger of being charged with too great a measure of self-confidence that the provinces as a whole are as financially vigorous and healthy as they have been at any time in the past twenty-five years. The little rest we have had, like all good tonics, has helped to brace us up—and with an improvement in the general condition, we shall find ourselves ready to become more aggressive and enterprising than ever."

Compliments for the President.

M. G. DeWolfe, on moving the adoption of the address, said it was full of material for thought and was bound to do good. He referred especially to the work done by the Board, which he felt had grown so important that this body had won the ear of the Federal Government, after 14 years of hard work. He complimented the President upon an able address and upon his work this year, and moved a hearty vote of thanks. It was seconded by Senator Ross, who also spoke flatteringly of Mr. Bell's address, as well as of the Board.

Shortening the I.C.R.

The Board then called upon the Dartmouth delegates to present their resolutions. Mr. Johnston then took up the question of shortening of the I.C.R. between Moncton and Halifax. He dwelt at some length upon the need of this improvement. He knew the Government was now taking some action in this connection. The Dartmouth Board thought it was in the interest of the Dominion to ask the Government to shorten this railway. He presented the following resolution, which was seconded by Mr. Weeks:

"Whereas—An effort is about to be made to shorten the line of the Intercolonial Railway between Moncton and the Port of Halifax, and whereas, it is understood that the Dominion Government is about to make a survey for the purpose of finding out if it is possible to shorten said line, and whereas, it is reported that a line from Grand Lake to Dartmouth can be obtained, which would shorten the distance between these points about nine miles, therefore resolved, the Secretary write the Minister of Railways, calling his attention to this fact, and asking him to have such route surveyed."

Senator Ross and W. B. Snowball also spoke on the subject of shortening the railway. Mr. Snowball said he had a plan to show, a new route to Liverpool from Chatham, N.B., which would give them a route 350 miles shorter than to any other port. Further, they were working so that the water would be deepened so that no matter what happened with other ports Chatham was going ahead, and he hoped for the co-operation of the Maritime Board.

G. M. Campbell, of Halifax, also spoke re the matter, supporting the Dartmouth Board resolution.

The Pulpwood Question.

W. B. Snowball reported that he had been asked by the Manufacturers' Association to tell the Board that that body was in full accord with them regarding memorializing the Government re the prohibition of the exportation of

pulp and pulp wood from Canada. He pointed out how he had interviewed Sir Wilfrid Laurier on this subject, and efforts were being made to bring about some legislation to prevent the continued depletion of our pulp and pulp wood. Sir Wilfrid had spoken of a commission, but he did not think a commission was needed. It was a case of the Government acting promptly. Pulp lumber was being stored in Maine with the cute idea of providing against a day when Canada would legislate against them and they could not get wood from New Brunswick or Nova Scotia. The subject should commend itself to every Board of Trade, and each one should keep after this legislation until it was obtained.

C. E. Crosby, of Berwick, also spoke on the pulp question, supporting the statements already made.

The resolution re this matter, passed last year, was reaffirmed, making it read "pulp wood" instead of using the



A. M. BELL,

Of Halifax, the Retiring President, Whose Yeoman Service for the Board Was Highly Spoken of.

word "pulp," as in the resolution on the paper.

THURSDAY MORNING'S SESSION.

Alberton delegates opened the session by a resolution presented by Mr. McNeil, of O'Leary, P.E.I., regarding the inspection of butter in the Provinces. He dwelt at some length upon the fallacy of the small dairy farmers' methods. Two-thirds of the dairy produce, he said, was unfit to go on a working man's table. He blamed the Legislature for not taking steps to improve the dairy methods by putting into force inspection of butter. He referred, of course, to Prince Edward Island. He did not say that good butter was not made on the Island. The truth was that the small farmer who never patronized factories was at fault. He wanted to see some steps taken to establish a dairy inspector. Butter should be sold by grade, the same as cheese. Inspection of butter would then be enforced.

Dairy Inspection Needed.

Prof. Andrews, of Sackville, seconded this resolution and said that he spoke from a national standpoint. In the Old Country the complaint against our butter was the lack of grading. Danish butter held its own against the world because of its high standard uniformly maintained. Fruit of the Provinces had gained in marketing by inspection. This would apply to butter. The cost of inspection would not be great and he recommended it. The professor quoted a poetic gem parodying "Full many a gem of purest ray serene," but ending with a line describing butter that contained "yellow hair" rhyming with "bear."

Senator Ross thought Mr. McNeil was a little too hard on the Provincial Government. He supported the idea of inspection.

The following resolution in regard to the matter was brought forward:

"Whereas, the making of dairy butter as now practised on the farms of the Maritime Provinces tends to lower the price of their butter in the markets, and by their keeping of milk home for that purpose tends to the closing of our cheese and butter factories, to the detriment of our agriculture in general, and of the factory business in particular, therefore, resolved that we believe that a system of inspection would soon drive out of the market all poor butter and would induce the farmers to patronize the factories, which would put them all on a paying basis and would be the means of building up a dairy industry second to none in the Dominion. And we strongly urge upon the Federal Government the necessity of suitable legislation to that end."

The P.E.I. Tunnel.

The transportation and tunnel was again brought up amid many regrets at the absence of Rev. Father Burke. Mr. Birch, of Alberton, said the Board might be tired of hearing from the Island regarding the tunnel. He did not think it was right to have the splendid people of the Island separated from the mainland and the civilization of "Chatham" and other places of note for so many months of the year. They should have a tunnel under the Northumberland Straits. He hoped the Government of the Dominion would not turn a deaf ear to the appeal.

Mr. Stewart, of Summerside, seconded the resolution, and it was adopted.

J. G. Fielding spoke on the question of improvement of freight rates.

Senator Ross pointed out the drawback of narrow gauge railway on the Island. The more that was done for P.E.I. by the Government, the more members they seemed to send in opposition. He did not like to mention politics, but this was a point anyway.

G. E. Faulkner, of Halifax, thought that the tunnel alone was not the only thing that would benefit the Island, and he thought the resolution might be changed so as to be more reasonable.

Mr. Birch, who made the resolution, said it was exactly the same as last year. He was willing to expand or modify it as long as a strong resolution was put through. No matter how strong a steamer was built, none could go through the ice. It was floating ice, sometimes 25 feet thick and varying to 18 inches. It was a big loss to the

farmers to be unable to ship their products at the right time.

Hon. G. E. Hughes, of Charlottetown, remarked that one line of the resolution, "to complete federation," should be omitted. The question was entirely one of cost. It was questioned whether the Island was worth the large amount involved in the building of a tunnel.

Mr. Birch then agreed to withdraw his resolution, and moved that the Board reaffirm the resolution made by Father Burke, two years previously. This was carried unanimously.

Regarding Transportation.

Mr. Purdy, of St. John, proposed a resolution, seconded by W. F. Burdett, regarding transportation as follows, speaking at length upon the subject:

"Recognizing the vital relation which facilities for transportation bear to the development of trade and commerce, and believing that during the era of railway construction the value and importance of the common highways as feeders to the railways has been overlooked, and their improvement neglected, so that in respect to the character and condition of these necessary means of transportation our country is now far behind the age; it is, therefore Resolved, that in the opinion of this board the time has now arrived when a portion at least of the heavy expenditure made for the extension of the railway systems might, with advantage, be diverted to the improvement of the principal highways of the country, according to the most approved methods, under the supervision of competent engineers. And, while noting with satisfaction the steps which have already been taken in this direction by our Provincial Governments, it is the desire of this board to urge upon them the importance of the highway problem, and to suggest that an earnest enquiry be made into the working of our present highway laws, the expenditure of available funds in highway construction and repair, the methods in use, and results obtained; also, that information be obtained with regard to recent legislation and methods in use in other countries where the best results have been obtained, with a view to ascertaining whether and in what manner any improvement may be effected in the system of expenditure and control, and methods of work now in use in the Maritime Provinces.

"Also, Resolved, that in the opinion of this board, any expenditure of provincial revenue upon highways, should, so far as possible, be devoted to work of a permanent character in the improvement, more especially, of the main avenues of travel and the approaches to the principal commercial centres. That such permanent improvements should preferably be undertaken by the municipalities, aided by the Government, the work being carried on according to the advice and specifications of a trained highway engineer employed by the Government. And, further, Resolved, that the secretary of this board be instructed to forward a copy of this resolution to the Provincial Sec-

retary (or the Chief of the Department of Public Works) of each province."

Road Improvements.

Mr. Black, of Sackville, concurred in this resolution. He dwelt at some length

The New President.

Hon. George E. Hughes was born in Charlottetown on April 5th, 1853. After receiving an education in the Public Schools and in Prince of Wales and St. Dunstan's Colleges, he entered the office of Dr. Frank D. Beer, of Charlottetown, where he received that grounding in the knowledge of drugs that has made him one of the most successful druggists in the Province. In 1872 he entered the drug business. In addition to this business, Mr. Hughes manages a farm and tannery, and his shrewdness and ability have won for him success in all three. He has always taken an active part in civic matters, and was for eight years a member of the City Council. In 1901, he was elected a member of the Legislative Assembly as a representative of Charlottetown and Royalty. On March 31st, 1904, he became a member of the Executive, in the place of Mr. John F. Whear, who resigned to take the position of Postmaster. Mr. Hughes was re-elected by a big majority in the general elections of that year, and on re-organization of the Arthur Peters' administration, he retained a seat in the Executive without portfolio. He is one of the hardest working members of the Executive, and his business training has made his counsel valued in the discussions around the Board.

He is also a member of the important committee appointed by the Government prior to the meeting of the House to draw up a statement of Prince Edward Island's claims against the Dominion Government. He is a trustee of the Provincial Hospital for the Insane, and of the Provincial Poor House.

He was one of the founders and the first president of the Prince Edward Island Development and Tourist Association, a position he still holds. He is a director in the Provincial Exhibition Association, and President of the Board of Trade, also President of the Provincial Pharmaceutical Association.

upon the breadth and importance of the question of transportation and urged the need of good roads as a notable force in increasing earning power of industries, especially in the country districts.

G. E. Faulkner pointed out what efforts had been made by Nova Scotia in the direction of roads improvement. He believed renewed, honest efforts were being made to improve the roads.

W. B. Snowball, of Chatham, N.B., supported the resolution, referring to the good roads policy, being one by which the New Brunswick Government went into power. He hoped they would spend a million on road improvements. Senator Ross also spoke in support of perfect roads.

M. G. DeWolfe, of Kentville, urged that farmers should use wider tires for their heavy loads and then the roads would not be so cut up.

The resolution was carried. P. E. Bentley, of Truro, moved, seconded by Mr. Yuill, a special resolution regarding insurance, as follows:

"Whereas, The importance of fire insurance on retail stocks of merchandise is not by any means as fully realized as it should be; therefore, Resolved, That in the opinion of this Maritime Board of Trade, some united effort should be made by the wholesale houses to bring this matter before all their customers.

"Further Resolved, That this board believes that if a copy of this resolution was mailed by every wholesale firm to its customers, with a letter stating its importance from a credit standpoint, it would stimulate them to procure better protection in case of fire; and further, Resolved, That the mercantile agencies be requested to make this information a special feature in their reports." Carried.

Uniform Rates on Apples.

Mr. Innis, of the Kentville Board, then brought up the question of putting shippers of apples all on the same footing as regards freight rates. They were not complaining of the rates but merely wanted uniformity.

The resolution in this connection passed last year was reaffirmed.

J. DeWolfe, of Halifax, said he was in the shipping business and it was well known that large shippers always received preference over small ones.

Geo. E. Hughes, of Charlottetown, suggested a change in the resolution to make it read "local" as well as "foreign" ports. In Prince Edward Island they were much bothered with absence of uniformity of rates. The resolution was reaffirmed by having the words "foreign ports" cut out.

J. L. Stewart, of Chatham, N.B., also spoke on the resolution. He felt that the part referring to transportation companies which received subsidies from the Government should be eliminated. All transportation companies should be included.

To Reduce Telephone Rates.

Mr. Tanner, of Pictou, advanced a resolution regarding the reduction of telephone rates in the provinces. He spoke at some length on the exorbitant character of the price of 'phones and the toll rates. The rural rate of 25 cents for a farmer to telephone was far too much. The Nova Scotia Tele-

phone Co. was piling up money and he believed that the public were forced to pay prohibitive rates.

Mr. Innis, of Kentville, seconded the resolution and pointed out that in their district they had a telephone at \$10 a year.

Mr. Black, of Sackville, spoke as a member of The Telephone Co., of New Brunswick, and said that he knew that the provincial companies were at work upon a uniform system of rates equitable to all. In New Brunswick the claim of unjust rates was being discussed all the time and it was a live issue.

D. A. Morrison, of Amherst, supported the idea of getting a specific resolution from the board, as it would tend towards improving rates on all the companies.

For Uniform Freight Rates.

Mr. Roach, of Windsor, N.S., brought up the difficulty experienced by having only one express company on the line of the Dominion Atlantic Railway. The rates were lacking in uniformity and in some cases excessive. Parcels should have one through rate for certain distances. Kentville had a similar subject before its board.

Mr. Whitman, of Annapolis, spoke in support of this idea and sympathized with Mr. Roach. He said the Maritime Express Company had complete control of Western Nova Scotia and were unreasonable about pro rating with any other company.

Mr. Innis said there must be fair play to the Dominion Atlantic, as it was not a question of their pro rating, but it was a question of the bigger companies not being willing to pro rate. He knew that the rates of the Dominion Atlantic Express Co., known as the Maritime Express Co., were lower than any other in Canada.

THURSDAY AFTERNOON SESSION.

The board resumed promptly at 2.30 p.m. The express rate proposal from Kentville was not ready so Halifax offered their own resolutions voiced by A. H. Jones, of the city Board of Trade.

The trade with the West Indies had, he thought, been neglected. The exports, about six millions, and imports three millions, showed a decided want of energy in that direction. He compared Canadian trade and that of the United States with the Indies.

The question of cable rates was a vital one. The rates were very high. He quoted the rate of 48 cents a word to Jamaica and others that were too high. He compared the rate of \$1.16 to Australia and that of \$1.44 to Demerara. This, in contrast, seemed ridiculous.

Mr. Jones moved a resolution, seconded by J. DeWolfe, of Halifax, as follows.

"Whereas, The Halifax & Bermuda Cable Company have intimated to this board that they desire to extend their cable system to the West Indies by the laying of a cable from Bermuda to Barbadoes and thence to Trinidad and British Guiana; and whereas, they have made application to the Governments of Great Britain, Canada and the various

West Indian colonies interested for the grant of a yearly subsidy to assist such extension. And whereas, this board recognizing the beneficial effect that the establishment of the present cable between Halifax and Jamaica via Bermuda with consequent decreased charges has had on the Canadian trade with the West Indies, and believing that the further extension to British Guiana by the route previously mentioned would facilitate and improve the business relations between the respective countries.

"Resolved, That the Government of Canada be asked to give the most favorable possible consideration to the request of the Halifax & Bermuda Cable Co. for monetary assistance, provided that the Governments of Great Britain and the Governments of the various West India Islands and British Guiana are prepared to grant subsidies also." Carried.

Mr. Armstrong, of Yarmouth, then took up the question left over from last year re the Federal Government taking over a number of branch lines in Western Nova Scotia and New Brunswick. He moved that the resolution of last year should be reaffirmed. It was seconded by Mr. Eakin.

Mr. Armstrong spoke upon the value of consolidation of the railway services of the Maritime Provinces. Business was suffering generally owing to the diversity of freight rates and the inadequacy of service. He believed the board should urge consolidation upon the Federal House as soon as possible. He especially referred to an example to certain feeders for the I.C.R. Other big railways were continually doing this and this seemed a good business proposition.

H. Logan, M.P., of Amherst, said that he thought this was a most important resolution. He believed unless the Government adopted the policy of buying feeders and of building feeders for the I.C.R. it would never meet the needs of developing the amazing resources of the Maritime Provinces. The Government, he thought, should at least investigate the terms upon which certain branch lines could be either leased or purchased. In Nova Scotia he believed the local branch lines were better feeders to the C.P.R. than to the I.C.R.

He explained that a government railway official was not allowed the leeway of an independent railway man, hence, large quantities of freight went west by C.P.R. and G.T.R. (Applause.)

Hon. H. R. Emerson, late Minister of Railways, then spoke. He expatiated upon the complexity of the transportation problem in the East. He suggested that this resolution might be broadened to cover every province in which the I.C.R. was operated. He could recommend a connection of some kind with Prince Edward Island. If the policy of expansion of the I.C.R. would not be carried out within 18 months, then within five years the I.C.R. would cease to be, and would be absorbed by some other system that was sufficiently progressive to meet the wants of the people.

That resolution must needs be recognized or decay would set in at an early date. He pictured great possibilities in the progressive policy outlined on the resolution. Great applause greeted the speaker. The resolution was, of course, reaffirmed.

W. B. Snowball greatly approved Mr. Logan's proposal to build new branch lines. He cited an example along both South Shore and North Shore in his own neighborhood of Chatham, where no other service but the I.C.R. could build new lines with profit.

Mr. McNeil said, "Would you include the tunnel on that resolution?"

Mr. Snowball said that the tunnel had been already passed, and any way the isolation of the Prince Edward Islanders had developed a brainy and remarkable people. If they were to get a tunnel and abolish their isolation it might interfere with their mental development. He, however, proposed that Mr. Armstrong might add to his reaffirmation of the resolution, the words referring to the building of new lines.

Mr. Armstrong thought at the present time he would hesitate to lay down a policy different from the one mentioned in the former resolution.

The former resolution was reaffirmed unanimously.

Freight Rates to the Island.

Hon. G. E. Hughes then moved the reaffirmation of the resolution passed last year and proposed by himself re the disproportion of freight rates prevailing to and from Prince Edward Island, when compared with those prevailing from Montreal eastward, and the further resolution regarding the inadequacy of transportation on the steamboat service to and from Prince Edward Island.

Mr. McNeil, of O'Leary, seconded Mr. Hughes and in a vigorous speech pointed out how poor much of the railway service was all over the Island.

"Is it a government railway?" a voice queried. "There isn't anything else there," said Mr. McNeil. He then went on to tell how dairy produce was sometimes delayed, and other products suffered in transit by these slow railroads. He said everything was in the hands of a monopoly except the farmers' products.

T. G. Fielding, of the Island, also spoke in support of the motion.

The motion was reaffirmed unanimously.

Advertising the Provinces.

Mr. Whitman, of Annapolis Royal, then took up the matter of advertising the beauties of the Province of Nova Scotia. He offered the following resolution, making it apply to all the provinces:

"Resolved, the subject of advertising these Provinces by issuing a sporting guide to Nova Scotia so as to induce a larger number of tourists and sportsmen to visit the Provinces be endorsed by the Maritime Board of Trade, and it is recommended that all Boards of Trade furnish necessary information

from their respective counties. And further resolved, that a special committee be appointed to devise ways and means to print a guide so as to furnish books at the lowest cost for distribution and sale."

Dr. Breck, of Annapolis Royal, then supported the resolution by reading a splendid paper elaborating upon the beauties of Nova Scotia. He dwelt cleverly upon the attractions of the provinces in natural beauty and the need of advertising. His paper was well received, and the resolution passed unanimously.

Senator Ross supported the resolution by a practical speech.

Mr. Evans, fishery expert, from Ontario, who had spent years in the work of fishery protection, spoke. He pointed out by facts and figures how Maine had made money by advertising its resources for the sportsmen and the money-spending tourist. He referred to the need of preserving their fish and game, mentioning deep sea fishing particularly. He then compared some of the work in a similar way done in Ontario, and showed how extraordinary conditions existed in lakes depleted of their fish by neglect of the property, such, for instance, as Lake Ontario. He referred to the shad fishery commission, now sitting in Halifax.

Tidal Power Scheme.

Mr. Starr, of Wolfville, N.S. then dealt with the following questions:

"Resolved, that the Dominion Government be requested to offer a prize or other sufficient inducement to bring out a practicable and workable scheme to use the tidal rivers of the Bay of Fundy and its branches for the development of continuous power for manufacturing and electrical purposes; also resolved, that the Governments of Nova Scotia and New Brunswick be urged to co-operate and do all in their power to encourage the working out of this scheme."—Carried.

Mr. Beckwith, of Canning, seconded the resolution, and said he believed that the harnessing of these tides was very important.

Prof. Andrews, of Sackville, spoke of the great power of the tides of the Bay of Fundy for manufacturing purposes. If they ever were harnessed, it would have to be done in a large way, and when it was done, it would simply transform the industries of the Maritime Provinces.

The Inverness Railway.

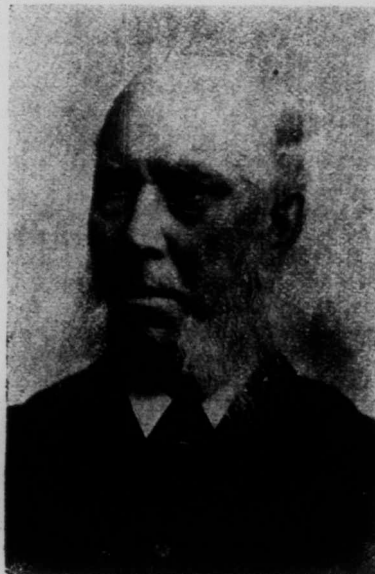
Mr. McDougall, of Inverness, presented a strong resolution, which was adopted, regarding the Inverness Railway, as follows:

"Whereas the Inverness and Richmond Railway Company, now the Inverness Railway and Coal Company, entered into a contract with the Government of Nova Scotia for the construction of a line of railway from a point on the Intercolonial Railway near Point Tupper, on the Strait of Canso, to Broad Cove, now known as Inverness, a distance of 61 miles; and whereas said line of railway was so built, the company receiving a Federal Government subsidy of \$6,400 per mile, a local Government subsidy of \$4,000 per mile, a subsidy from the municipality of the County of Inverness of \$1,000 per mile, together with a free right-of-way; and whereas the

provisions of the contract entered into by the said company with the Nova Scotia Government in this matter have not been satisfactorily carried out on the part of the said company; and whereas the non-observance of those provisions causes much inconvenience to passengers traveling over said road, while the high freight and parcel rates seriously affect the commercial interests of the patrons of said road throughout the Maritime Provinces and elsewhere; and whereas the grievances herein referred to have been set before the Government of Nova Scotia by petition in March last, resolved, that, in the opinion of this board, the Government of Nova Scotia should give careful consideration to the matters set forth in said petition, a copy of which is hereto attached, more particularly the providing by said company of sufficient rolling stock, the adjustment of freight rates, and the providing of sufficient accommo-

to run at least one passenger train each way daily (Sunday excepted) at a moderate rate of speed; that in and by the said contract it is also provided that the tariff and passenger traffic on the said railway shall be subject to the approval and revision by the Lieutenant-Governor-in-Council; that the specifications annexed to the said contract which are by its terms embodied therein and made a part thereof require the said company to provide first and second-class cars; that the said company was by statute subsequently amalgamated with the Inverness-Richmond Collieries Company, Limited, and is now operating under the name of 'The Inverness Railway and Coal Company' by virtue of the provisions of Chapter 162 of the Statutes of the Province of Nova Scotia for the year 1902; that the said line of railway was completed and the said company received its subsidies from the Provincial and Federal Governments and the said County of Inverness, several years ago, but to this date it has never run a passenger train either way thereon. The only one by which passengers could ever travel was a mixed train, and it is now a coal train with frequently eight or nine large cars laden with coal with one passenger and one mail and baggage car attached thereto; the passenger car cannot truthfully be classified as a first-class one; this train, owing doubtless to its being chiefly a coal train, leaves the town of Inverness twenty minutes earlier than the advertised time, in order to enable it to make connections with the Intercolonial Railway at the junction near Point Tupper Station, thus occasioning much inconvenience and some loss of time to the traveling public; and in several instances causing intending passengers to miss the train; that the said company exacts a first-class fare each way from the passengers and refuses to issue return tickets at other than a first-class fare each way. There has not been nor is there now any second-class car provided nor has there been nor is there now any second-class tickets issued as required by the said contract; that the freight rates upon the said railway are exorbitant and renders business in the said town almost impossible, and recently the minimum freight rate has been increased to 35 cents per hundred pounds; that this town is not alone in complaining of the foregoing grievances, the people of the county outside of this town having any business with the said company are just as emphatic in their disapproval in relation to the said grievances; that no station or platform is provided by the said company at the southern terminus of the said line where it makes connection with the Intercolonial Railway and in consequence passengers are subjected to the inconvenience and hardships attending cold weather, and rain and snow storms, as well as the alighting from, and entrance into, the said company's cars and those of the Intercolonial Railway; wherefore your petitioners pray that your honorable body adopt such means at once as are necessary to compel the said company to properly comply with the provisions of their said contract and to redress the grievances herein set forth, as well as others that, on investigation, can be ascertained; and your petitioners as in duty bound will ever pray, etc."

Inverness, C.B., March, 1908.



CHAS. M. CREED,

Of Halifax, the Venerable and Active Secretary-Treasurer of the Board.

dation for passengers at Point Tupper Junction; further resolved that a copy of this resolution be forwarded to the Government of Nova Scotia."—Carried.

"To the Lieutenant-Governor-in-Council of the Province of Nova Scotia: The petition of the Inverness Board of Trade of the Town of Inverness, in the County of Inverness, humbly sheweth: That, the Inverness and Richmond Railway Company, Limited, a body corporate, entered into a contract, dated the 23rd day of May, in the year of our Lord one thousand eight hundred and ninety-nine, with the Government of Nova Scotia for certain considerations therein mentioned to build and complete a line of railway from a point on the Intercolonial Railway to Broad Cove, now the town of Inverness; and on and after completion of the said line of railway, the said company was in and by the said contract required to truly and faithfully keep the same and the rolling stock necessary therefor in good sufficient working and running order, and to continuously and faithfully maintain and work the traffic of the said railway, and

Privileges for Coasting Schooners.

T. G. Fielding, of Alberton, spoke on the question of equal rights for their sailing schooners with steamers at coasting piers or stations, and Charlottetown, P.E.I. It was moved and seconded that the resolution of last year on this question should be reaffirmed. The resolution is as follows:

"That this convention of the Maritime Board of Trade, believing that the time has fully arrived when our coasting schooners should have equal rights with steamers at coasting piers, while seeking cargoes of coal, and each should be loaded in their proper turn, as the present discrimination against sailing vessels in favor of steamers has largely increased the price of coal to the consumers and driven our merchant marine from the trade; therefore, resolved, that the Federal Government be requested to pass such legislation as would remedy grievance and place our coasting schooners on the same footing as steamers; and, further resolved, that foreign shipping and sailors be excluded from coasting in our coastwise waters, and placed on the same footing as United States bottoms that are not allowed to carry a passenger or a pound of freight in Canadian coastwise trade." Carried.

Mr. Fielding especially mentioned in this connection that the Dominion Coal Co. had not been at fault.

J. L. Stewart spoke as a newspaperman in Chatham, N.B., and said that there was a grievance from this standpoint.

Excessive Express Rates.

The matter of excessive express rates was taken up by the Kentville Board of Trade, on a motion by Mr. Innis, seconded by H. M. De Wolfe, as follows: "That this Board considers the express charges on all lines of railways in Canada to be excessive, that the same should be reduced to a fair basis, and that the Federal Government be asked to have the Railway Commission investigate and remedy this wrong." Carried unanimously.

Extending the C. P. R.

G. E. Faulkner, of Halifax, then proposed the following resolution, which was adopted:

"Resolved, that the general interests of the transportation business of the Dominion, and especially of the Province of Nova Scotia, demand that the advantages of the Canadian Pacific Railway system be extended to Nova Scotia, and the Maritime Board of Trade requests the Department of Railways and Canals of Canada to negotiate an agreement between the Intercolonial Railway and the Canadian Pacific Railway Company, whereby the latter shall be granted running and haulage rights, on fair and equitable terms, over the rails of the Intercolonial Railway from the city of St. John, N.B., to one or more terminals of the I.C.R. in Nova Scotia. Further resolved, that copies of this resolution be forwarded to the Prime Minister of Canada, the Minister of Railways and Canals, and the Ministers representing

the Provinces of Nova Scotia and New Brunswick in the Dominion Government."

Mr. Faulkner made an able speech in defense of his resolution. It was seconded by Mr. Mitchell, vice-president of the Halifax Board.

W. F. Sumner, of Moncton, was on his feet at once to defend his town, and said the resolution should read G.T.P., not C.P.R. He thought the C.P.R. had about all they should get. He believed it was the thin edge of the wedge for the C.P.R. to get hold of the I.C.R. Praising Nova Scotia's resources and beauty, he said the C.P.R. should build a line of railway if they wanted, but they should not be given the I.C.R. (Applause.)

Mr. Innes, of Kentville, defended Mr. Faulkner's resolution by citing Scottish railways which used one another's lines. The C.P.R., he thought, should be given full running rights, and they should pay handsomely for it. It could be made a great asset to the I.C.R. (Applause.)

Senator Ross questioned whether the C.P.R. were thinking so much of public good as they were of selfish interests. If good terms were made the question would be, could the C.P.R. be held to them? He saw danger ahead, as the C.P.R. was the enemy of the Dominion Government.

Hon. H. R. Emmerson said he could see much importance in the resolution. It meant either the survival of the I.C.R. or its demise. He disputed the advisability of the resolution. It was too strong a privilege to give to any road. There was no parallel in the world. The I.C.R. did not pay now, how much less would it pay if the C.P.R. got their running rights? The C.P.R. had made offers of \$130,000 for such rights, which he sarcastically called a "princely sum." In two years the I.C.R. would practically cease to be, except as a local accommodation railway. He pointed out dire results to the men of the I.C.R. and to the whole equipment. He hoped the Board would not go on record as wishing to disembowel the I.C.R.

"Not at all," cried voices.

Mr. Emmerson said it was all very well to say "not at all," but he knew what the C.P.R. would do. They would promptly get a monopoly of all the best trade in the East and kill the I.C.R. He declared the business of Halifax, St. John and Sydney would all suffer.

Mr. Emmerson was stopped by the time-bell in the midst of a great peroration against the resolution. (Loud applause.)

H. Logan, M.P., tried to point out that Mr. Emmerson's bogey was largely imaginary. He would oppose any resolution which meant what Mr. Emmerson had outlined, but no Government would do any such thing. "Thou shalt not touch the I.C.R." seemed to be the slogan, but if the resolution meant improvement of business for the whole Dominion, then vote for it. The C.P.R., he knew, were after all they could get, but what they wanted and what they would get were different things. He would encourage the C.P.R. to build magnificent hotels in Halifax and Sydney, and other places. Mr. Sumner

thought the G.T.P. should be given the running rights. Why, that road would take away all the trade of the I.C.R. just the same as the C.P.R. He was opposed to anything that would hurt the I.C.R., but the idea involved in the resolution would put new blood into Nova Scotia and would be the making of the Provinces.

Mr. Sumner said the Great Northern were after the I.C.R., and he moved that the G.T.P., the Great Northern and the C.P.R. should all be given running rights. It ought to be made open to them all. He felt that the Board would rue the day that they passed such a resolution.

Mr. Stevens, of Halifax, defended the resolution, because, he said, the speakers had misunderstood the whole question. The whole bogey was absurd.

Senator Ross said that when the C.P.R. did have running rights over the I.C.R. it nearly ruined the road, and it would happen again.

Mr. Edgerton, of Moncton, suggested that a committee should get together and make a new resolution.

Mr. Faulkner thought all the misunderstanding was absurd.

D. A. Morrison, of Amherst, thought there was no need for alarm. He was sure the Government would look after the best interests of the people and the I.C.R. Competition was always good, and he felt the resolution should be supported.

FRIDAY MORNING SESSION.

At nine o'clock Friday morning the board convened and the president spoke of the immense number of subjects and incidentally how members had not turned up on time. He went over several resolutions on the agenda paper and several were cut out owing to absence of delegates.

St. John Board, represented by Mr. Anderson, stated that all their resolutions were wiped out. Mr. Foster, president of the St. John Board, was compelled to return home and so everything was left over.

Further Debate re C.P.R.

W. B. Snowball took up the debate on the question of the C.P.R. being given running rights over the I.C.R. He felt that these subjects were contentious and were not advisable to bring up in the Maritime Board of Trade. He felt that the Halifax Board should have withdrawn their resolution as soon as the contention began. St. John had shown wisdom in withdrawing their subject, which also would cause contention.

As a New Brunswick delegate he would like to know what the C.P.R. meant by the running rights. If it meant that the C.P.R. were to pick up freight and passengers with the same aggression as they do elsewhere, the resolution is the most dangerous that could be passed. He thought the C.P.R. had far too much control now. They were a wealthy corporation and could easily build a road down through the Mina Basin and give work to the men

down east. He hoped the resolution would be withdrawn.

J. DeWolfe, of Halifax, said a C.P.R. line would be a fine thing for the whole section of country through which the road passed. He cited Quebec as having benefitted by the C.P.R. He would like to ask those who were opposed to the resolution, if they would be so inclined if they were residents of Nova Scotia. He could not see how any resident of Moncton could oppose the C.P.R. when they wanted the G.T.P.

Lieut.-Governor McKinnon, of Prince Edward Island, at this point, happened to arrive and the chairman called him to the platform.

Mr. Lodge, of Moncton, then continued the debate on the resolution, claiming that it was unwise to pass it. The I.C.R.'s chief benefit was from local freight and passengers. He also thought the C.P.R. would not do as much for the people as the I.C.R. Halifax would not get the benefit they expected.

Mr. Campbell, of Halifax, said he would like to dismiss all irrelevant matter and stick to the original resolution. The entrance of the C.P.R. to Nova Scotia was the question. St. John was panicky about the C.P.R. entering Halifax; they were not panicky when it entered St. John. He did not say the I.C.R. was a grinding monopoly, but nevertheless, it was a monopoly and it was the only line entering Halifax from the west. It would make all railways "sit up" to have competition. Surely this spectre about running the I.C.R. was exaggerated. All Halifax wanted was competition.

Mr. Harvey, of St. John, said he was amused at some of the remarks of Mr. Campbell. It was not competition for a business man to hand over a portion of his business to another for the sake of getting competition. These matters of contentious nature should be withdrawn. He recalled how some years ago when he lived in Moncton, the C.P.R. then had some running rights and the whole city of Moncton was suffering from the arrangement.

Mr. Innis, of Kentville, thought it was all a misunderstanding regarding the meaning of running rights. Running rights would be an advantage.

Hon. H. R. Emmerson said this resolution would be taken to mean an approval by this board of the attitude of the C.P.R.

Hon. Mr. Robinson, of Moncton, said he thought the subject was one that required care. He thought Mr. Sumner's amendment should be carried. Unanimity of action was the best and unless that could be reached no resolution should be passed.

M. G. DeWolfe, of Kentville, said he thought a lot of business men were underrating the intelligence of the Government. Halifax should have the C.P.R. He also referred to the wisdom of the late Michael Dwyer, who wanted the C.P.R. years ago in Halifax. The C.P.R. would have made things better everywhere in Nova Scotia. Surely our cabinet ministers were quite equal to dealing with the C.P.R. magnates, St.

John people had developed their city and Halifax people should look after her own interests. What helps one section would help another eventually. He hoped the whole question would be carried harmoniously.

James Pender, of St. John, argued that the running rights were dangerous. The late Mr. Blair took running rights from the C.P.R. in 1896 and it was quite evident they would do again what was done in the old days.

Mr. Yuile, of Truro, also spoke on the question, defending it.

Mr. McNeil, of P.E.I., said there was a lot of talk but none of it was worth a button to the Island. He would support the amendment but he wanted the thing carefully thought out so that some benefit to the Island would accrue.

Prof. Andrews said he was not in sympathy with abolishing contentious subjects. It was better for the board to handle large questions. They were not legislating so they need not be afraid.

Equitable" terms and this he accentuated.

"Rob the whole thing," said Mr. Snowball.

Mr. Logan, continuing, said that Mr. Snowball favored the G.T.P. a few years ago but he was afraid of the C.P.R. It was unfair to the C.P.R. They would benefit the provinces and deserved at least this resolution.

Mr. Sumner, of Moncton, said he was anxious to see the resolution guarded.

J. A. Johnson, of Halifax, spoke in favor of giving the C.P.R. more rights. He said Nova Scotia had never received any rights and they needed attention.

Mr. Harvey, of St. John, pointed out that even if the resolution were passed it would be carried by a Halifax vote and would not represent the will of the Maritime Board of Trade. He would favor a resolution asking the C.P.R. to build a new line just as had been done to St. John.

G. E. Faulkner, as mover of the original motion, spoke in defence of his resolution, and condemned any small policy. He pointed out where the I.C.R. would have been if the C.P.R. had built their own lines. If they are now afraid of a small privilege what would it have been then? The C.P.R. had put life into every place it ever touched and would be a great factor in helping all the cities of Nova Scotia. No other factor had done more for Canada, than the C.P.R.

The Resolution Carries.

The amendment of Mr. Sumner was then put and lost by an overwhelming vote.

Hon. Mr. Robinson, of Moncton, then moved an amendment by inserting in the main resolution the clause that running rights should not include station to station privileges between St. John and terminal points.

Mr. Faulkner preferred the original resolution.

The new amendment was then put and lost by a vote of 24 for it and the whole remaining body against it.

The resolution was put and carried by a vote of 52 for it and 24 against it. (Great applause.)

Mr. Snowball moved that the names of the delegates who voted against it and for it should be recorded by name and board.

Dr. Andrews suggested that the respective boards should send the names of the delegates to the Maritime secretary.

Drinking and Business Life.

Dr. Andrews then proceeded to take up an important resolution regarding the relationship of drinking to employment of labor, as follows:

"Moved, that we deem the subject of the effect of the traffic in intoxicating liquor on the commercial life to be one into which the business men should make enquiry and we, therefore, recommend the local Boards of Trade to make this a matter of local investigation and discussion during the year, and that a committee be appointed to collect reports from the local boards and make a report to the next meeting of the Mari-



M. G. De WOLFE,

Of Kentville, N.S., the Board's Auditor and One of Its Most Active Members.

There was nothing alarming in the resolution and the delegates should combine to put up a unanimous vote and not allow any sectional desires to militate against the larger benefits available to the whole Province of Nova Scotia. (Applause.)

Mr. Purdy, of St. John, thought the resolution should be made more explicit.

L. H. Logan, M.P., took some care to say that he was a friend of the I.C.R. and had always been. But St. John people were big men, prepared to give and take. This resolution was misunderstood. Consider the resolution alone, he said. It cannot hurt anyone. Look it over. He read it over clause by clause, and was heard with marked attention. He pointed out how careful it was and quoted its lines "Fair and

time Board and draft appropriate recommendations."

Mr. Black, of Sackville, supported the resolution, and said that the use of liquor had been a factor in the fall of many a good workman, and he deprecated the use of liquor.

Senator Ross said temperance reform was a big question and the work of reform was going on. He praised the temperance character of the members of Parliament all over Canada. He urged the addition of tobacco to the resolution. He attributed his long life and his activity at 83 to the abstention from tobacco.

Dr. Andrews' resolution was carried unanimously.

To Protect Historic Lands.

R. W. Starr, of Wolfville, moved a resolution that the Federal Government be urged to acquire the important historic lands (now private) of this province, for the purpose of protecting and preserving them. Seconded by Hon. G. E. Hughes, and carried unanimously.

The following resolution was also brought in:

"Moved by Frank A. MacEachern, seconded by G. E. Faulkner, that whereas there is a considerable and growing traffic in lumber, coal, merchandise, farm and dairy produce between points in New Brunswick, Prince Edward Island and Nova Scotia proper with Inverness county, and more particularly the large and growing town of Inverness in the Island of Cape Breton; and whereas nature has not been lavish in her gifts in the matter of harbor accommodation on the west coast of Cape Breton; and whereas the matter of improving and extending the harbor accommodation at Inverness aforesaid has already been given consideration by the Federal Government, and the said Government is now expropriating land and land covered with water at Inverness aforesaid with a view of improving the said harbor; resolved that in the opinion of this board the expenditure upon the improvement and extending the said harbor by the Federal Government, in view of the importance of the work, should be of so generous a character as to warrant the completing of this work at an early date; further resolved that a copy of this resolution be forwarded to the Federal Government and the Minister of Public Works."

A PLEASANT EXCURSION.

During Friday afternoon the delegates and their ladies and friends, as well as a large gathering of Halifax people, were guests of the Halifax Board of Trade on a delightful excursion around the harbor, and a short trip out to sea. The handsome Government steamer Aberdeen was placed by the Government at the disposal of the board, and over 300 were present. No more harmonious and well-managed function was ever enjoyed by the board. The weather was ideal, and after a short tour up the basin and along the harbor to Macnab's Island, then away out to sea, the boat returned just in time for dinner. Refreshments were served freely on board, and music was supplied by the Royal Canadian military band, under Bandmaster Ryan. A pleasing vocal quartette rendered selections, and merriment ruled.

Lieut.-Gov. Fraser and Mayor Crosby, of Halifax, were among the guests. Pre-

sident Bell, of the Maritime Board, and President Faulkner, of the Halifax Board, were warmly congratulated, and cheers were given for them as the boat neared the docks. Secretary Saunders, of the Halifax Board, deserves great credit for his excellent management of the varied city entertainments, to which every delegate was given special invitations and privileges.

During the week the ladies of the party, that is, wives and daughters and friends of the delegates of the board, were given a delightful drive about the city. Every night some special entertainment was available and Halifax again excelled her great name for cordial hospitality.

FRIDAY EVENING SESSION.

Fresh from their trip around the harbor, the delegates met again at 8 p.m. The President opened proceedings by reading the following letter from D. H. Ross, Canadian Trade Commissioner in Melbourne, Australia.

"The Secretary of the Maritime Board of Trade:

"Dear Sir,—Before the conclusion of your convention, I should deem it a very great favor if you would prominently bring under the notice of the chairman and members, the desirability of the Maritime Provinces being represented at the Congress of Boards of Trade—or Chambers of Commerce—of the Empire, which meets in Australia in September, 1909.

"At the Congress held in Montreal some five years ago, Australia was well represented and the opportunity for Canadians to reciprocate will be available a year hence.

"I was requested by the Hon. William Knox, President of the United Chambers of Commerce of Australia, to advance the interests of the Australian Congress throughout the Dominion. Since my arrival in Canada, I have received a letter from Mr. Knox, from which I beg to make the following extract:

"I beg that you will convey to all the Boards of Trade in the Dominion our most cordial greetings from the Chambers of Commerce in the Commonwealth of Australia, and New Zealand, say they are looking forward with great expectation and hope to the Imperial gathering which is to take place next year. We hope to have the great happiness of welcoming a large number of our kindred men of commerce, especially those from Canada."

"For the information of your convention, I may state that Canadian delegates would do well to leave Vancouver in August, 1909, reaching Brisbane, Queensland, on September 7th. The first meeting of the Congress will be held in Sydney on September 14th, 1909, giving delegates a week in transit from Brisbane to Sydney, time which could be enjoyably passed in visiting various points of interest in Southern Queensland, including the famous Darling Downs, which comprises some of the finest agricultural country in Australia.

"There will be various sessions of the Empire Congress in Sydney and in Melbourne. The Australian Chambers of

Commerce are already making active preparations to give Canadian and other visitors an excellent time during their stay in the Commonwealth. Interesting side-trips to beauty spots and points of interest have been planned. Delegates will be franked all over the State railways during their stay in Australia. I understand that New Zealand will extend similar considerations to delegates who may wish to visit that most interesting colony.

"It is anticipated that the cost of the round-the-world trip, proceeding via Vancouver, to Australia, and returning via Suez and England, will not exceed, so far as passage money is concerned, more than \$550.

"Yours faithfully,

"D. H. ROSS,

"Canadian Trade Commissioner at Melbourne, Australia."

The President spoke of the pleasure he experienced at attending the conference of the Chambers of Commerce in London, Eng., in 1906. He hoped some of the Maritime men would be able to attend this convention in Australia.

A Canadian Fisheries Board.

Business was then resumed by taking up the question of the appointment of Canadian Atlantic Fisheries Board by Mr. Whitman, of Halifax Board. Dwelling upon the need of improvement of the Atlantic fisheries, he related the various efforts made during the year toward this end. The efforts made by appeal to Parliament had been practically fruitless.

Mr. Wilson, of Halifax, seconded the following resolution proposed by Mr. Whitman, which was carried:

"That the executive of the Maritime Board of Trade take steps to again put before the Government the urgent necessity of carrying out the proposed forward movement in the administration of the fisheries, as covered by the following resolution passed at the last session of the Maritime Board of Trade: 'That this meeting of the Maritime Board of Trade endorses the movement for the appointment of a fisheries board to act under the Department of Marine and Fisheries, for the regulation and control of the Canadian Atlantic fisheries, and that steps be taken to have this important matter acted upon at the next session of the Dominion Parliament.'"

Mr. Wilson spoke of the immense value of the lobster fisheries of the Provinces, amounting to about four millions of dollars. The fisheries were not protected. Cannery were canning the miniature and undeveloped lobster. The hatcheries and the fry were poorly managed. The lobster catch was declining and something should be done. He stated that five hatcheries produced 623,000-000 fry during the season after 1906. The catch last year of mature lobsters did not exceed sixty million lobsters. This all went to show that the eggs and fry in large percentage failed to come to maturity. The eggs were put overboard far too long a distance out in the sea. The lobster was put out in the egg far too young. A few years ago Nova

Scotia had fine oyster beds. A few more years under present circumstances there would be no oyster beds at all. The Island was not quite so bad. The department knew of this, but it was embarrassed because the Dominion Government made the laws and the local Government granted the leases. There was no protection, so that few leases were sought. There were many means of destruction of the oyster and no care of these luscious bivalves was being taken. He would like to see the members of Parliament more intelligently appealed to on these matters. The pickled fish industry required rigid inspection.

Hon. Geo. G. Hughes spoke on this fishery question. In the P.E.I. Legislature they had passed an Act regarding the lease of fisheries. At the conference of the Premiers, he found that there was a movement on foot to place the whole fishery management in the hands of the Federal Government. They were in correspondence now to find out what value was attached to the fisheries before the Province should give them up to Federal control. The three-mile limit held yet, and on P.E.I. they were not properly equipped with boats to get any of the fishery bounties. He knew the matter was in hand, but was in abeyance. He recommended a resolution which would hasten the settlement of the question one way or the other.

Mr. Birch, of Alberton, approved the resolution. He said he did not think that the farmer of P.E.I. was destroying oysters by digging mussel mud for his farms. It was a mistake to say that he killed the oysters, as on some of the beds of the best quality there were five feet of ice.

M. G. DeWolfe said he was glad this subject had come up, as he wished to read a portion of a letter from a literary friend of his in Ontario, regarding the fishery interests in the Provinces. The letter pointed out that better trade could be developed in the West if the Maritime Provinces people would appreciate their own resources more keenly.

Senator Ross spoke regarding the fishery question. He thought that the letter read by Mr. DeWolfe was written by some Ishmaelite who did not know what he was talking about. There was an erroneous impression abroad that the fisheries were declining. Fish were never so plentiful in Cape Breton as this year. The country was strong on technical schools yet nothing was being done to educate the natives as fishermen. Lobster trapping occupied too much attention. He referred to the dog-fish plague, and pointed out that the best fishing was on the Falls.

The deputation to Ottawa failed to ask him to join them there and he was not in the habit of forcing himself on them. He thought the deputation probably saw some of the understrappers and got no attention. He was much interested in lobsters, having an interest in three different lobster factories. The lobster inspectors were not rigid enough. They were too much in sympathy with the fishermen. He had spent 26 years of the best time of his life amongst fishermen. Most of the package and barrel fish of Cape Breton

were all poorly put up. He noticed in Boston that the Norwegian mackerel bought for better prices than Cape Breton fish of equally good quality. Canadian fish were not properly washed nor properly packed in good barrels. He did not wish to be severe on the Dominion Government, as he was supposed to be a supporter. He was glad to see an investigation into the Fishery Department. He was strongly in favor of the resolution. (Applause.)

L. M. McNeil, of O'Leary, P.E.I., also spoke in support of Mr. Birch's remarks and supported the resolution. The fishery question, he said, should be out of the reach of partizanship.

The All Red Route.

L. G. M. Campbell, of Halifax, brought in a resolution endorsing the All-Red Route. He spoke stating that the Opposition at Ottawa had not done all that it could to help the All-Red Route scheme. The route was going to benefit Canada more than any other country in the world. He thought it would stimulate shipbuilding and probably revive it. It was only natural that Canadian steamship companies would object, but that alone did not justify the Government in neglecting this All-Red proposition. At present there were no Canadian steamers fast enough to give good mail service. He thought if the G.T.P. were going into a steamship service they would jump at the proposal of the All-Red Route. He demanded the expenditure of so much money on the G.T.P. If there were a hundred million dollars available for a Hudson Bay route survey a million or two could be given towards the improvement of the mail service.

Geo. Hemsley, of Halifax, of the Pickford & Black Shipping Co., advocated ships of great speed for the All-Red Route and supported the resolution.

Senator Ross said he was not in favor of the Hudson Bay Railway, and he did not believe it would be built. In the matter of fast steamers, Canada should have the very fastest boats afloat. He believed the Dominion Government would give a handsome subsidy.

The following resolution, moved by Mr. Campbell and seconded by Mr. Hemsley, was unanimously carried:

"Whereas, the Government of Canada has placed itself on record as indorsing the policy of improved fast mail passenger and express freight services between British possessions, both on the Atlantic and Pacific, and whereas such services would be of immense material and political advantage to Canada by stimulating trade, encouraging immigration and bringing us into closer touch with other parts of the Empire; therefore, resolved that the Dominion Government be urged to formulate its policy and lay definite proposals before the Imperial and Colonial Governments so that such improved services may be inaugurated with as little delay as possible."

THE NEW OFFICERS.

The Nominating Committee then brought in their report as follows:

"Your committee appointed to nominate officers beg leave to report as follows:

President—Hon. Geo. E. Hughes, Charlottetown.

1st Vice-President—W. B. Snowball, Charlottetown.

2nd Vice-President—F. C. Whitman, Annapolis.

Secretary-Treasurer—C. M. Creed, Halifax.

Corresponding Secretary—L. B. Miller, Charlottetown.

Auditor—M. G. DeWolfe, Kentville.

Mr. Bell welcomed the new President, Hon. Geo. E. Hughes, of Charlottetown, and made a nice reference to the ability of the new officer, owing especially to his parliamentary experience. Mr. Hughes was called upon to take the chair.

The President-Elect Speaks .

Mr. Hughes then delivered a suitable speech and presaged greater things for the Maritime Board of Trade. He said he hoped for Maritime union and would like to see efforts made towards this end. He wanted to say a word about the hospitality of Halifax. He thanked the Board for the honor the Board had done Charlottetown by offering to hold their next convention in that city. He promised a warm welcome and a good time.

J. L. Stewart, of Chatham, thanked the Board on behalf of W. B. Snowball, who had been chosen Vice-President, and who was compelled to go home. Mr. Stewart also moved a vote of thanks to Halifax for hospitality and paid great compliments to the beauty of the city and surroundings.

Some Votes of Thanks.

The following resolution was adopted, seconded by Mr. Birch:

"Resolved, that the thanks of the Maritime Board of Trade are hereby tendered to His Honor, the Lieutenant-Governor, to the Board of Trade of Halifax, and to the citizens of the city for the warm hospitality and kindly courtesies that have been extended to us during our stay."

A hearty vote of thanks was given to the Retiring President, to which Mr. Bell replied.

A vote to the press was passed, especially mentioning the MacLean Publishing Co., of Montreal and Toronto. This was moved by M. G. DeWolfe, of Kentville, who also included the clubs of Halifax, who accorded hospitality: to the Nova Scotia Telephone Co., and to the Smith-Bremer Typewriter Agent, who had extended courtesies. This was seconded by Mr. Yuill, of Truro, and was carried. The railway companies who had extended courtesies were included in this vote of thanks, and Charles Creed was also thanked for his valuable work.

Mr. Creed made a neat speech and was warmly applauded.

Favorable Financial Statement.

The financial statement of the Board was then submitted as follows:

To General Expenses	\$129.40
Secretary's Salary	150.00

\$279.40

Balance on hand, 1907 \$ 19.12

Subscriptions collected for 1908 318.80—\$337.92

Balance on hand \$ 58.52

Subscriptions to collect \$ 57.52

Examined and found correct.

MELVILLE G. DEWOLFE,
Auditor.

THE CITY OF HALIFAX

The committee concluded by the singing of the National Anthem.

Convention Notes.

Charlie Creed is looking younger than ever and was congratulated by many members on his good work.

Charlottetown, P.E.I., next. Supposed to be the finest spot in the East. Reach it through the tunnel if possible. This is the third trip to the Island. Hope Father Burke will be home this time.

The new President, Hon. George E. Hughes, is a great worker and spoke at Halifax of 300 delegates that should be present. He is a good fellow and will make an interesting official.

P.E. Island sent the best timber to the convention in Mr. Birch, of Alberton, who is like the favorite tree of the Island, best quality—white.

Kentville send their usual strong quota of delegates headed by M. G. DeWolfe, without whom the convention would be tame indeed. He is looking younger and better every year. No man is more devoted and no man deserves more individual credit.

The capable Secretary of the Halifax Board, Mr. Saunders, slept all week with his boots on. He is a wonder and the rooms he occupies are, from a point of beauty in furnishings and equipment, unsurpassed anywhere. They are located right in the heart of the city and were visited by hundreds.

Once more the weather smiled. It was generally remarked that while the Government was said to control prosperity, the Maritime Board always brings sunshine. The weather was so good that even the strong delegation from St. John could not introduce a suggestion of fog.

President Bell made an ideal chairman. He had many knotty problems to handle, yet the chair was always sustained.

The influence of the Board is growing every year as more members of the local and Federal Parliaments were present this year than ever before.

Two lieutenant-governors were among the patrons this year, including Fraser of Nova Scotia and McKinnon of P.E. Island. Premiers Hazzard of the Island, and Hazen of New Brunswick, also attended. Senators and prominent members were present in large numbers.

St. John was the first city to entertain the ladies at the convention and Halifax followed suit nobly. Now Charlottetown, be careful.

The laws in P.E. Island are down on automobiles, so don't take your touring car over there. They like oxsmobiles over there.

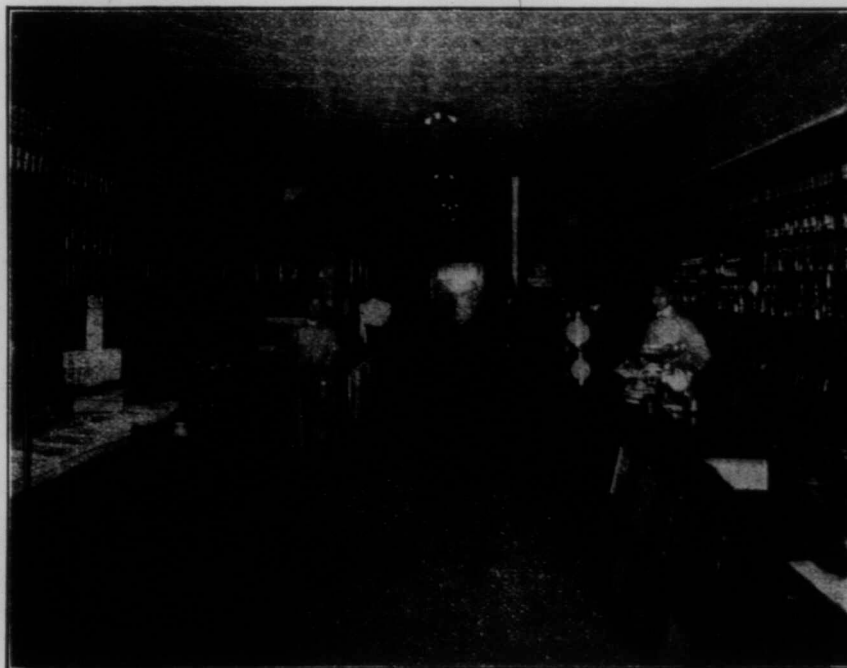
OPENING IN ST. JOHN'S.

S. L. Sheppard has opened a brokers' and manufacturers' agency business in St. John's, Nfld. Mr. Sheppard has during the past twelve months been connected with the Robert Simpson Co., Ltd., Toronto, principally with the idea of studying Western business methods and gaining a larger commercial training. His present offices are in the Fort Townsend Building, St. John's. He has secured a number of good Canadian agencies.

The Convention Town a Centre of Commercial Enterprise—Something of its History and Beauties—An Active Board of Trade—Some of its Prominent Business Houses.

Halifax is blessed with a history that is heroic. Its past is steeped in military tradition and "doings." This still fascinates. Yet coupled with this charm is the solid business character which manifests itself at every hand. The majority of Halifax business men would prefer to keep in subsidence the military importance of the place as for years that had a more or less deterrent effect upon real business. To-day one

At the Maritime Board of Trade this year again this vital matter of the carrying of the mail was a big issue and more resolutions were adopted. The railway facilities include the I.C.R., the Dominion Atlantic and the Canadian Pacific. All the pamphlets of the various steamship companies and railways include elaborate references to the beauties of the city. Halifax harbor and its ability to shelter the whole navy of



ONE OF HALIFAX' SPLENDID STORES.

Interior of Anderson's Grocery, One of the Most Modern and Progressive in Canada.

sees everywhere unmistakable signs of growth and activity. The street railway service is first rate, the facilities for shipping are unsurpassed and the encouragement given to industries is well proven by the number of new factories, including the great Siliker Car Co., recently established. The educational institutions of the city are known for their excellence and variety far and wide. It is the headquarters for the Provincial educational system; it has splendid schools, a manual training school, industrial school for refractory boys, a well-equipped business college, a medical college, two theological colleges, an art school, a ladies college, two conservatories of music; several convents and a university for higher education.

Commercial Facilities.

The winter port facilities of the city have been at last recognized by the big steamship companies and the mails are delivered in the winter at this port.

Britain is a household word. The public gardens are simply magnificent and are said to be the finest in the world. These cover 17 acres and their beauty is all of the nature kind, including flowers of all descriptions and rare trees and plants coupled with waterways and real swans, etc., in the miniature lakes and rivers. Regimental bands play regularly there and the tourist is fed with entertainment all round.

Some History and Description.

Halifax was named after the Earl of Halifax, who founded the city in 1749. During the week of Aug. 18 to 23 the city celebrated the 150th anniversary of the Province of Nova Scotia, receiving representative government. This was celebrated in good old-fashioned style by regattas and sports and the city was handsomely decorated with bunting and electric displays. Business men vied with each other in their efforts to make everybody happy and certainly no visitor to Halifax could fail

THE CANADIAN GROCER

to appreciate the spirit of cordiality which is extant everywhere. The North West Arm is one of the most delightful spots in the world for water sports or for sea bathing. The Waegwoltic Club have completed a very handsome clubhouse and the hospitality extended would be hard to surpass. Guests at the Halifax Hotel, for instance, were, as soon as they registered, accorded all the privileges of this fine club. An arm of the sea juts inland about three miles north-westerly, until it reaches a point half a mile from Bedford Basin and makes the site of Halifax City a peninsula. Residences are located on either side of this arm, including the hand-

trade in all the essential lines and her banks rejoice in splendid dividends and her possibilities were never so rosy and encouraging. During the past year when the stringency was felt in the commercial world, it was noticeable that the City of Halifax, in fact, the provinces generally, felt it least and last.

Board of Trade.

No city in Canada has a more active and energetic board of trade than Halifax. For a city of fifty thousand people, the membership is remarkably large. It is 533, all in good standing, at the present time. The board started on its present period of life and greater ac-

Canada to the other for their excellent merit and especially, of course, throughout the Maritime Provinces. They have increased steadily each year and manufacture also coffee, cream of tartar and other lines. The present owner is well-known in Halifax for his sterling worth and thorough business judgment. He is identified with all movements of progress for the betterment of the city and is considered a representative merchant.

Moirs, Limited.

No reference to the grocery trade of Halifax, or at least the confectionery end of it, would be complete without mentioning Moirs, Limited. They are leaders in all confectionery either in small penny packets or the more elaborate Christmas or holiday goods. They manufacture biscuits of amazing variety and guarantee the purity of all products. Their plant is one of the best equipped in Canada. Modern machinery is in constant use and the steadily increasing trade now covers the whole of Canada. Grocers who desire quick-selling and attractive novelties for the holidays will do well to wait for Moirs' traveler.

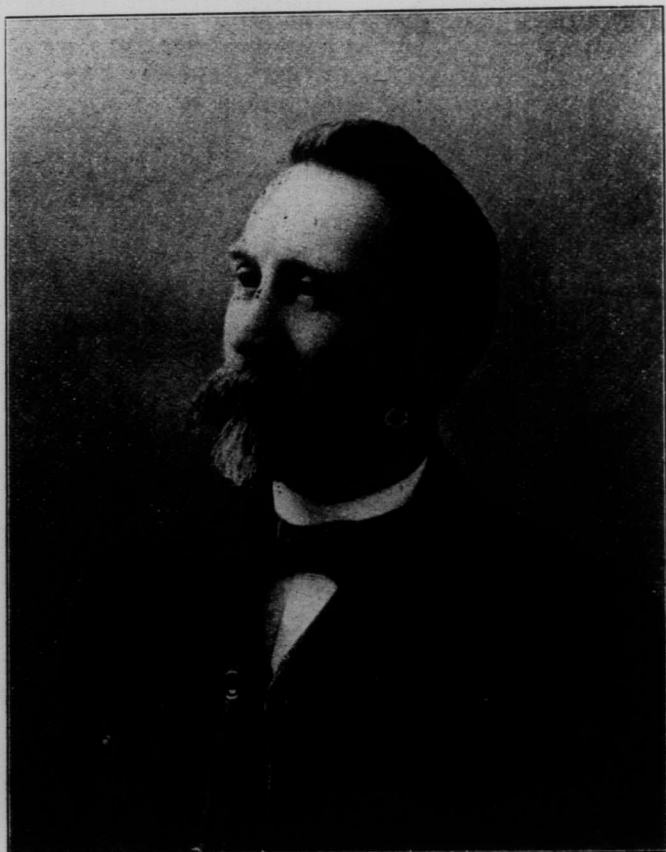
Davis & Fraser, Pork Packers.

Davis & Fraser are representative merchants of Halifax, having for years been engaged in a large and growing pork packing business. The business to-day is progressive in every way and the D and F brands are known all over the Maritime Provinces for their high quality and reasonable price. They have developed a fine business in cooked hams and sell everywhere in the provinces, having fully equipped place of business at Charlottetown, P.E.I. They always invite their New Brunswick customers to order direct from their Charlottetown factory, as freights are lower. This, in itself, is a good stroke of business and pleases the customer. Their hams and bacon are all cured by their own special methods and have won favor wherever tried. Both members of the firm are natives of the province and are young men who possess energy and ability that presage great things for their future.

The Halifax Hotel.

Life, generally speaking, is a sequence. The man who is wise at forty could not have been idle at twenty. So this applies somewhat to hotel life. Take, for instance, a house so well known as the Halifax Hotel, which has been running successfully for nearly half a century. It was always known as a first-class house.

There, then, is a cumulative consequence—a sequence of tradition and success in catering to high-class public needs. Coupled with its tradition and its memories of British embassies and Royalty who have been entertained, the development of modernism has given charm to what they themselves in the house call the oldest and yet the newest. All modern conveniences are in vogue and the comfort and convenience of the Halifax is remarkable. The "tone" of



W. E. SCHWARTZ,

Of W. H. Schwartz & Sons, the Halifax Coffee and Spice Mills.

some home of Hon. David McKeen and many others. The best fishing is within easy reach of the city and sport rules strongly in the life of the city. Most of the business men are wealthy and take life comparatively easy. They are much like the British merchants and conduct sound business for a reasonable profit at the same time interlacing pleasures abundantly with their ideal home lives. Every element of strength is in evidence, such as good behavior, good, well-kept laws, fine churches and citizens of character wholesome and sound. Refinement characteristic of generations of culture may be seen in Halifax and the convention of the Maritime Board functions were marked with this superlatively all through its meetings. Halifax is doing a creditable

tivity four years ago when the present handsome offices were obtained at the corner of Hollis and Sackville Sts., and it has been increasing its usefulness ever since. There are no more attractive board of trade rooms anywhere in Canada than those in Halifax and the Halifax business men are proud of them and of the fact that the board, itself, is so influential and progressive.

Schwartz Spice Business.

A picture is reproduced in this issue of W. E. Schwartz, son of the founder of the Schwartz spice business in Halifax. The industry was founded away back in 1841 by W. H. Schwartz and soon grew into an important enterprise. The Peerless brand of spices have become known from one end of

the house has never been lost and every guest knows that there is a life and a character about the house entirely its own. The idea of home likeness dominates and that after all is the charm about a hotel. Every department receives attention and every guest gets something for his money at the Halifax. Management has done wonders for the Halifax, even with all its past record. Every business man knows that a hotel is about as hard a proposition nowadays as can be tackled. (Yet E. L. Macdonald, the manager, has "made good" with the Halifax in every particular. The truth is all in the "know how" and "Mac," as he is familiarly known, seems to make everything count). Personal attention without pretension is what counts. The hotel is the home of leading travelers and a good word for the Halifax is heard at every turn.

Standard Printing Co.

The Standard Printing Co. is one of the oldest publishing houses in the historic county of Pictou. Located in New Glasgow, the most thriving centre of this district it has a fine constituency from which to draw support. Their circulation is the accumulation of nearly half a century and the memories and traditions that surround the paper now called the Standard are interesting and attractive. What is more noticeable now is that only recently the controlling editorial interest in the house was taken up by E. Geoffrey Stairs, son of E. Stairs, head of the Stairs, Son & Morrow house, of Halifax. His family connection with New Glasgow is truly historic, as it was right there at New Glasgow where his uncle, John F. Stairs, fought the early struggles of the Nova Scotia Steel & Coal Co. Young Stairs has never taken advantage of having been born with a silver spoon. He has slaved, practically speaking, in some of the biggest newspaper offices of Toronto, Montreal and larger American cities, so that he might know all the intricate "ins" and "outs" of big newspaper life. He has shown good sense in coming back to his native haunts where all the prestige of family and wealth and influence will back him in making a big success of the editorial end of the Standard. Since he took charge new life has sprung into its pages and the personality of the man has become identified with most of the larger movements in New Glasgow. A good public speaker, Mr. Stairs has at once stepped into prominence and there is no telling what may be in store for him. With not a single bad habit to his credit and the few years of much less than thirty in his favor, coupled with an indomitable energy, sound training and a good record, one may look for splendid things from the new editor of the Standard.

The I.C.R.'s Halifax Man.

As soon as a paragraph is written in the press about any railway man whose personality is widely known, a large number of small men rise up and say, "How much did it cost you?" etc. This very thought makes a reference to J.

B. Lambkin, the assistant general passenger agent of the I.C.R., located at Halifax, almost a risk, because "Jim," as he is known from coast to coast and in many parts of the old world, never had to pay for any friendliness from the press. He earned it, and could always get more than he wanted. He didn't want this, but the road can benefit from a word about one of the best-liked railway men to be found anywhere. The I.C.R. is lucky in having such a man in charge of their fine Hollis street offices. Jim Lambkin has made the place not only headquarters for information about the railway, but the city, and in short, the whole country. He has his staff trained as he was, for years in the finely managed C.P.R., to extend the glad hand of cordiality to everyone. Thousands of travellers from all parts of the

world drop in to see their personal friend J. B., and it would be idle to say that Jim's host of personal friends would be an asset were it not that outstanding far and above that is his remarkable power to make friends always for the I.C.R. That would be an asset to any up-to-date railway. Whether it is looking after a private car, arranging tickets (through) as the railway men know it, for a large party, or giving personal supervision to sick travellers, peculiar people or foreigners, no matter where from, J. B. Lambkin is, to use the vernacular, "Johnny on the spot." He is a general favorite in Halifax and possesses that rare quality of good fellowship combined with dignity and standing in the community. He is in the prime of life and has rare possibilities before him.

ST. JOHN AS A COMMERCIAL CENTRE

Excellent Facilities for Shipping, Manufacturing and Distributing—The Winter Port Business Important—Retail Stores Modern in Equipment—Some Prominent Houses.

A city that is fast coming to its own after many vicissitudes is St. John. Energetic business men, in a manufacturing and commercial way in their daily pursuits, have contributed yearly to its advancement and progress. As a winter seaport in Canada it has no equal, and is situated at the mouth of the St. John River, which is navigable for over one hundred miles, having many large tributaries. The beauty of its ever-varying scenery is famous throughout the whole inland water course.

The town in itself is located on an elevated peninsula with the harbor on one side and Courtney Bay on the other.

From a health standpoint, St. John is one of the healthiest cities in Canada and is noted for its natural drainage, sanitary precautions and pure water, which cannot be said for many other cities in the Dominion. As regards climate, it is all that could be desired. Winters are only moderately cold and the summers are usually delightfully cool. United States tourists flock into this city by the thousands from the beginning to the end of an always lengthy summertime.

Manufacturing Facilities.

With reference to facilities for manufacturing, the City of St. John is in possession of land which is admirably suited for business and commercial purposes. Further, St. John is the terminus of two great railways, the Canadian Pacific and Intercolonial, also being the Atlantic winter port of the Dominion, it connects the city directly with Europe and the United States. There are also numerous iron, timber and coal-producing sections in the province, all of which add additional facilities to the advancement of the town in general.

Lumber and lumber products contribute one of St. John's chief industries, the town actually containing twelve sawmills.

Iron and metal work is also to the fore. A large rolling mill, a foundry,

and some stove, furnace and heater factories are among the local industries. Two large machine shops and boiler works and an important wire nail concern are also located here.

An Important Tea Centre.

St. John is rapidly becoming an important tea centre in Canada. At the present time a number of houses are devoting all of their time to this business.

Other industries, which have to do with the welfare and advancement of St. John in general are: Manufacturing of cotton goods, the pulp industry, lime quarries, fruit and produce trade, and the fishing industry.

Taking all in all, the wholesale trade of St. John is an important feature of its welfare and progress. Practically nearly all kinds of wholesale businesses are carried on here, among the most important of which are the grocery and general hardware trades.

Up-to-date facilities are particularly noticeable in St. John's retail sections. No other city in Canada of similar population is better furnished with retail conveniences. Full supplies of the choicest lines are always carried by the large grocery concerns, most of which have the necessary experience, enterprise and integrity necessary to carry on a successful business.

Thos. McCready & Son, Limited.

The vinegar and pickle works of Thos. McCready & Son, Ltd., are, without doubt, the most important enterprise of their kind in eastern Canada, and rank second to but two or three similar establishments in the Dominion. Twenty-five years ago, in 1883, the business was founded and has a high reputation for its products. The manufacturing plant is a large one and is equipped with all modern improvements. The principal line manufactured by this firm is vinegar, which is shipped all over the Dominion. They are also manufacturers of mixed pickles, chow-chow,

mustard, Worcester sauce and fruit syrups. J. T. McCready is manager and secretary, and he has had what may be designated as a life-long experience in every detail relating to the industry. Prompt shipments from the firm are assured, as the facilities are of the best.

G. E. Barbour Co., Limited.

To-day the City of St. John does not boast of a wholesale business more thoroughly representative of its best business traditions, with a more universal spirit of loyalty among its staff, or with a rosier prospect before it of future success and public confidence than that of G. E. Barbour Co., Ltd. The success of this firm is admittedly attributed to strict business principles, the best of employment, and last but not least the possession of most of the choicest lines to be had in the grocery trade, for which they are the agents in the Maritime Provinces. This firm with such ambitious men at its head may rest

of Canada. At the World's Fair held in Paris in 1900. they were awarded a medal. Guaranteed pureness of all products made according to the latest scientific methods are attributed to the experience of the skilled management of the managing director, Thos. F. White, who has had an experience with the house extending over thirty-five years.

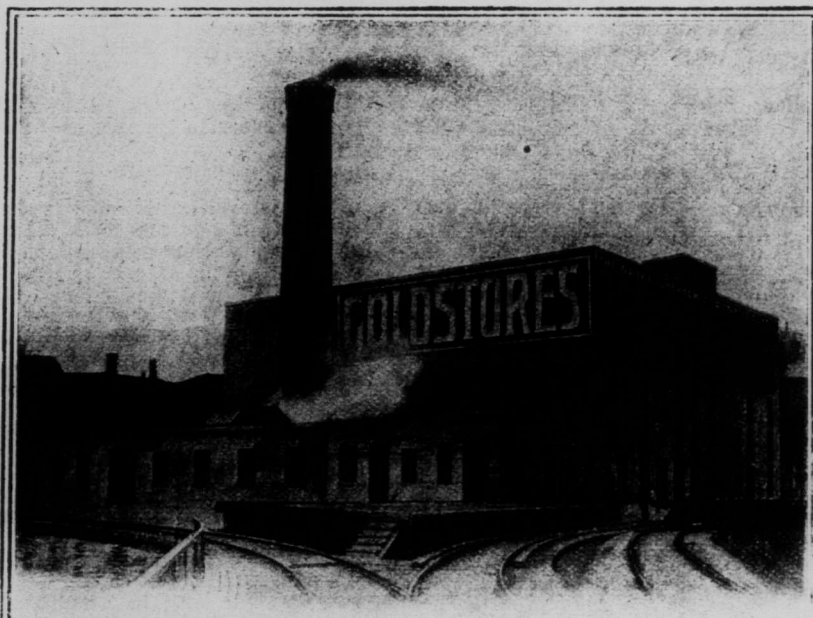
The Phillips & White Co., Limited.

The Phillips & White Co., Ltd., while as yet a new enterprise, have added materially to the manufacturing and distributing facilities of the city. The firm occupy large and commodious quarters at 13½ Dock Street. The dimensions of the building are 30x90 feet, and the structure contains six floors. The office and warerooms are located on the ground floor and the upper part of the building is given over to the factory and storage purposes. This company manufacture a general line of confectionery and candies, and they specialize

was first founded by L. G. Crosby at Yarmouth, N.S., some twenty-five years ago, and during the past twelve years the business has been located in St. John. About four years ago incorporation transpired, the present executive officials being, L. G. Crosby, president, and Fred S. Crosby, secretary-treasurer. Direct importers of molasses and West Indian sugars, the company is the only one here that makes a distinctive specialty of these lines. The Crosby Molasses Co., Ltd., is one of the largest molasses and sugar importing concerns in the Dominion, shipping to all parts of Canada.

Chas. H. McDonald.

As an example of what may be accomplished by enterprising methods and by maintaining the highest standard of excellence in the products offered to the public, we offer here a few facts relative to Chas. H. McDonald, tea importer, who has been in business for the past two years. Forming the opinion that an enterprise such as he now conducts could be successfully carried on here, he commenced operations upon correct principles, and results have developed the soundness of his ideas. Mr. McDonald's "Red Clover" brand of teas has already gotten a strong hold on the market, and he is to be congratulated on the up-to-date way in which he is pushing business. Mr. McDonald is specializing in bulk teas, and if direct importation, careful buying, and exact blending mean anything in the make-up of teas, his blends should always be general favorites with the trade. Mr. McDonald is well known and universally liked by merchants throughout this locality, and the firm, up to the present, has enjoyed the best of reputation for fair dealing and looking after the best interests of customers in every legitimate available manner.



BUILDINGS OF THE NEW BRUNSWICK COLD STORAGE CO.

One of St. John's Leading Commercial Enterprises.

assured of success in all that they may undertake to do in the future.

The White Candy Company, Limited.

The White Candy Co., Ltd., was incorporated in 1895, and is the outgrowth of a business established by Thos. White in 1865, and another concern founded by J. R. Woodburn, in 1873. The firm has steadily grown and expanded during recent years and is to-day one of the most important exclusive manufacturers of candy in the eastern section of Canada. The equipment of the factory with up-to-date machinery gives employment to from fifty to seventy-five hands. This firm manufacture all grades of candy and confectionery from the cheap penny stick goods to the highest and best grades of chocolates and caramels. Some of the specialties manufactured by this company are: Delamar chocolates, Snowflake chocolates and White's caramels, all of which are considered fully the equal of any made in the Dominion

in the manufacture of fine chocolates, buttercups peach blossoms and creams. At present this firm employ anywhere from 25 to 40 hands. Their trade is principally throughout the Maritime Provinces. This business, though a new enterprise, has the advantage of having in its proprietorship the services of two gentlemen of thorough experience of the business. Mr. Phillips had considerable experience before the above firm was organized, and Mr. White is an experienced and practical candymaker. From the above it may be realized that this house is contributing materially to the reputation of the provinces, as a source of supply, and is therefore entitled to due recognition.

The Crosby Molasses Co.

Special attention is due to the business conducted here under the designation of the Crosby Molasses Co., Ltd., in reference to the wholesale and importing trade of the city. This business

THE GROCER'S REPRESENTATIVE.

Kind Words Regarding a Member of the MacLean Co. at the Convention.

The following paragraph from a recent issue of the New Glasgow (N.S.) Standard, gives an idea of how one of the MacLean Company's representatives at the Maritime Board of Trade Convention is regarded in the Eastern Provinces:

"Charles D. Cliffe, of Montreal, of the MacLean Publishing Company, publishers of Hardware and Metal and the Canadian Grocer, as well as a number of other trade journals, was a welcome visitor to the Standard's office. His mission in the Maritime Provinces is to get information for special articles in the above journals in connection with the meeting of the Maritime Board of Trade in Halifax next week. Mr. Cliffe will also report the meetings for these papers.

"Mr. Cliffe is the Montreal Editor of Printer and Publisher, perhaps the most interesting of all the MacLean Company's papers to the newspaper men of Canada. He looks after all matters about the press of the Maritime Provinces, and we respectfully request Colonel MacLean to make it possible for Mr. Cliffe to be present at the meetings of the Nova Scotia Press As-

sociation at Sydney, Sept. 16. He stayed at the Vendome.

"The commercial interests of the Lower Provinces owe a great deal to the MacLean Publishing Company for their willingness to devote very considerable

attention to the trade questions of this section of Canada; and also to a man of Mr. Cliffe's caliber, who can adequately size up conditions here and properly present their claims in a manner commensurate with their worth."

TRADE NEWS OF NOVA SCOTIA

Tomato Combine a Failure Since Supplies Could Be Secured at Several Points—Fishing Business Quiet—Fall Mackerel Expected Shortly.

Halifax, August 22.—The country side is now looking the most promising for years. The hay outside of the marshes is about gathered, and it is up to the average in both quantity and quality, the fine weather having permitted its being cured without too much exposure to the wet. Grain is ripening fast, and oats will be fit to cut in some places in about a fortnight. Turnips and mangles offer a prospect better than the average. As to apples, the season is not far enough advanced to speak positively; but the quality in regard to freedom from spots seems to be better than in most places. The Gravenstein promises a larger crop in most localities than last year. Fruit is now coming on the market in large quantities, and, as a result, business is good. Apples and plums are on the market much earlier than usual, and prices at present are considered high. The class of red astrachan apples offered for sale is very poor, and they are quoted at \$1.50 to \$2 per barrel. Plums are 75 cents for a six-quart basket. It is expected that plums will be high this season, as the crop is reported to be below the average. Berries are in abundant supply and the prices are away down.

Notwithstanding the tomato combine, the market is well supplied with tomatoes and the prices are reasonable. Ten-pound baskets can be purchased for fifty cents, and it is predicted that the prices will go still lower. It is stated that some of the jobbers who entered the combine are not meeting with the success that was at first anticipated. They agreed to pay a certain price for tomatoes, and they have lived up to the agreement. As a result, other dealers not in the combine, are able to undersell them, and they are losing trade.

The receipts of butter are fairly good, but some of the stock marketed is of very poor quality. Many complaints are made by the jobbers, who cannot understand why poor butter should be marketed at this season of the year. There was no old butter held over from last season, and it is thought that the country dealers hold this stock back, waiting to sell at good prices, and failing in this they send the butter to Halifax. They hold the butter too long, and it depreciates in value.

Eggs are very firm and the prices unusually high. Fresh laid stock is worth 25 cents. Case Island eggs can be purchased for 21 cents, but the quality cannot be depended upon. The prices are

considered too high for the season of the year.

The fish business is very quiet at present. There is not much doing in salt or pickled fish, and the demand for fresh fish is not very heavy. Some good catches of herring are being made, but no mackerel. It is expected that the fall run of mackerel will soon be along. Fresh haddock are reported very scarce on the local market.

During the week the grocery stock of Charles Marsden, Spring Garden Road,

local grocery store, exposed for sale, a product which was evidently meant to be as near a counterfeit of their own flavoring extract, in appearance, as possible, without being an exact reproduction. The fact was patent that the proprietor of the imitation, which was put up by "Harry Jones & Co.," intended to trade on the reputation of Henri Jonas & Co. A grocer in a certain quarter of the city was found to be pushing the imitation quite strenuously, conveying the impression to his customers that they were receiving the genuine Jonas product.

When sufficient evidence was collected a judgment was taken against the grocer in question to restrain him from any longer selling the imitation product. When these proceedings became known to "Harry Jones & Co.," "Mr. Jones" left unceremoniously for parts unknown, and has not been heard of since. The steal was a complete one. The capsule, label, shape of bottle, size and color, was almost exactly the same as the bottle of Henri Jonas & Co. The imitation did, however, bear the distinction of being a



THE ORIGINAL AND THE IMITATION.

The Genuine Article is in the Bottle on the Right—The Close Imitation May Be Seen in the Other Bottle.

was sold at public auction, and good prices were realized. The stock was sold by order of the official assignee.

A FRAUDULENT IMITATION.

An Instance of a Despicable Attempt to Sell Poor Goods on a Manufacturer's Reputation.

Sometime ago the firm of Henri Jonas & Co., Montreal, manufacturers of essences and brokers, discovered in a

decidedly cheaper looking article. The reproduction given herewith shows how closely the imitation resembles the real article.

A. T. Hodge, traveler for Chase & Sanborn, Montreal, has returned from his holidays.

Geo. Hadrill, secretary Montreal Board of Trade, is back at his desk after a few weeks spent in the Laurentians.

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

WINNIPEG - 511 Union Bank Bldg
Telephone 3726
F. R. Munro

VANCOUVER - R. Bruce Bennett
1737 Haro St.

ST. JOHN, N.B. - W. E. Hopper

UNITED STATES—

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NEW YORK - 544 West 145th St.
R. B. Huestis
Telephone 2430 Audubon

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Telephone Central 12960
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Published every Friday.

THE MARITIME BOARD AND THE C. P. R.

The annual convention of the Maritime Board of Trade, one of the most important meetings of the year in regard to business in the Maritime Provinces, met at Halifax on August 19, 20 and 21, and is reported in detail elsewhere in this issue. The Maritime Board of Trade is composed of representatives of local boards of trade from New Brunswick, Nova Scotia and Prince Edward Island, and as such comprises a body of able and energetic business men eager for the progress of their own town and province and at the same time of the Dominion of Canada, as can well be gathered together. The work done by the board in past years has been of material influence in developing the resources of the Maritime Provinces in many lines, and the greater part of the resolutions passed by the board have received considerable attention in Parliament.

This year the question of transportation received a great deal of attention and discussion was directed principally to the question of giving running rights over the I.C.R. to the C.P.R., the matter being introduced in a resolution favoring the change brought in by the Halifax Board of Trade.

The resolution engendered some little difference in the convention, as was perfectly natural when the circumstances are considered. Halifax's desire for the change embodied in the resolution is perfectly reasonable. The city at present is dependent on the one line, and this line beset by numerous well understood difficulties which greatly hinder its collecting and carrying trade. Another line and particularly the C.P.R., would be of inestimable value to the city and would undoubtedly largely increase its importance as a commercial and shipping centre.

St. John, on the other hand, from which city the opposition to the resolution chiefly came, is already in possession of the short line of the C.P.R. with its consequent advantages and naturally is not anxious to see a change which would tend to carry a vast amount of traffic from St. John to Halifax harbor. If that company had running rights over the Intercolonial, it could send short line trains from St. John via Moncton to Halifax, or, when the Quebec bridge is built, it could use the whole length of the Intercolonial system from Levis to Halifax. In fact, it could turn its ears upon the Intercolonial at the latter's Montreal terminus, and thus use the Government line from beginning to end. Halifax would be willing to have all ways open. But St. John cannot be expected to be very cordial towards a change that would contribute to the building up of a rival seaport and that would enable traffic to be carried past its own door.

The objection raised by the New Brunswick delegates at the convention was that the proposed change would be fatal to the future of the I.C.R. This is certainly a question that deserves deep consideration, but it seems to have been made more of than was deserving at the convention and the real point of issue scarcely came out in the discussion.

The resolution was finally carried by a majority of 28, on a vote of 76, and this may be taken to pretty well represent the concensus of feeling regarding the matter in the three provinces represented.

WHY NOT GROW CRANBERRIES?

According to a despatch from New York, cranberry sauce will be an expensive dish for the coming Thanksgiving dinner, owing to unfavorable reports regarding the cranberry crop in New Jersey and Cape Cod, which is said to be the poorest in twenty years. The big bogs about Burlington, N.J., are said to be almost barren of berries. Late spring frosts and summer hailstorms are blamed by the growers for

the dearth of berries, and hundreds of men who in former years had found employment in picking will this season be out of a job. The same state of affairs obtains in Cape Cod, where the drought and fire worms are said to have made havoc with the berry crop.

The Toronto importers of cranberries say these statements bear out the information they received some few days ago, from Chaney, of Des Moines, Ia., and Williamson, of Philadelphia, representing the two largest cranberry associations in the United States. If the crop turns out as estimated, record-breaking prices for the fruit will rule this year.

Undoubtedly, there has been manipulation in the past, and one Toronto dealer, at least, says some years ago it was the custom for the growers to send out these gloomy reports, thus starting the market at a high price. Afterwards the market was so flooded with berries that it went flat and the early buyers went broke. Year after year this manipulation of the market went on until even now The Fruitman's Guide, one of the best informed fruit journals in America, says of these doleful reports from Cape Cod that the growers are "already starting to 'kill' the cranberry crop."

Most of the Toronto dealers, however, state that though this custom of sending out gloomy reports for sinister purposes may have prevailed in the past, it does not hold good to-day. Ninety per cent. of the crop is said to be in the hands of one or other of the two associations represented by Chaney and Williamson, who have a chain of agents practically covering the whole of America. Up to the present both these concerns were represented in Toronto by a local agent, but this year the associations will deal direct with the large importers. When supplies are free the price of the berries is about \$6.50 to \$7 a barrel, good business is done, and a fair profit is made all round, but if the crop this year is a total or partial failure \$12 and \$15 may be asked. Nearly every dealer wants a carload with which to begin the season, and if he pays the high price he naturally wants a high price in return from his sales; but if he pays a high price for the berries on the strength of doleful reports, which afterwards turn out to be untrue somebody is bound to be stung.

All this leads to the question why something cannot be done to cultivate the cranberry in Canada. In the northern part of Ontario and Quebec, as well as in other sections of the country, cranberries grow wild among the bogs. These wild berries find ready sale in the localities where picked, but do not bring the high prices of the imported cultivated berry. The quantity put on the market, too, is very much short of the demand. Surely a berry which grows wild without any care could be improved by careful cultivation. Toronto dealers concur in this and say that a ready market would welcome the advent of the Canadian cultivated cranberry, which should also command a fair price.

REMOVING TO LARGER PREMISES

Something About the Growth of Holbrook's Canadian Business.

The removal of Holbrooks Limited, Toronto, from their old premises at 25 Front Street East, to new ones at 40 Scott Street, this week, was the occasion for a little chat with H. Gilbert Nobbs, the Canadian manager.

Mr. Nobbs arrived in Canada a little over three years ago. A few months later Holbrooks Limited decided to open a branch office in Toronto in order to be able to look after the development of their Canadian business, and believing that to do business successfully it is necessary to learn to "do in Rome as the Romans do." "At this time," said Mr. Nobbs, "the trade was being developed by myself with the aid of one assistant, and I have very pleasant recollections of the very many friends made in those days. I was very much charmed by the manner in which the trade received me and I have a very high opinion of the grocers of Canada, both as business men and as gentlemen, and many of my best personal friends to-day are those who though strangers extended the hand of good fellowship on my first arrival. A year after opening our branch we found it necessary to remove to premises where we had larger office and warehouse facilities at 25 Front St. E."

"At no time during our Canadian history," continued Mr. Nobbs, "has our business gone forward with such rapidity as during the last six months. At Christmas we had four travelers attached to our Canadian staff; to-day we have twelve, and are again compelled to seek larger premises. In our new building we have storage facilities for upwards of 25 carloads, with offices and shipping departments on the ground floor. We are now making large developments in the United States. The management of this has been intrusted to my care and we are already making very rapid strides there."

NEW GROCERY TRAVELERS.

A. S. Williamson, late manager of the grocery department of the Trites-Wood Co., one of the stores recently burned in Fernie, B.C., has been added to the western traveling staff of the Eby-Blain Co., Toronto, and will represent them in the territory from Winnipeg to the coast. Mr. Williamson has a large acquaintance with the trade in the west and with his wide experience as a manager should do remarkably well.

The Eby-Blain Co. have also added to their Ontario staff R. Pinchon, who will cover the territory from North Bay to Kenora, and also the Soo branch.

AN OLD HALIFAX HOUSE.

The following item was intended to have been connected with the matter regarding the Maritime Board of Trade convention elsewhere in this issue in the section descriptive of Halifax business firms. Unfortunately it was misplaced and came to hand too late to be inserted with the other matter:

The firm of Levi Hart & Son, Ltd., is one of the oldest and best established business concerns in Halifax. The firm was originally founded by the late Levi Hart as far back as 1848 and has car-

ried on an export fish business for years.

About 1902, Mr. Flowers, manager for the old firm of Cunningham & Curren, became associated with them, and since then they have added to their fish business an extensive connection in flour, feed, grain, etc. Their corn meal mill on the Furness Pier, having the largest output in the province, has recently been remodelled, their new capacity being 600 barrels per day. The product of this mill is shipped throughout Nova Scotia and Newfoundland. Their fish business extends throughout the Mediterranean, West Indies and American ports.

The business is at present managed by H. Flowers, assisted by F. R. Hart, secretary, the latter being grandson of the original founder of the business.

WERE RAISINS, NOT CURRANTS.

In the department on Grocery Advertising in last week's issue of The Grocer, as a good example of a retail grocer's ad., an advertisement of J. A. McCrea & Son, Guelph, was reproduced. In this an unfortunate error was made in quoting currants at 4 lbs. for 25c. The mistake was made originally by a local printer and the ad. was simply reproduced in these pages. The line in question should have read, "4 lbs. of raisins for 25c." Had the copy been criticized in regard to prices, etc., the error would certainly have been noticed, for we are well aware that McCrea & Son are not in the habit of cutting prices in a manner such as this would indicate. The ad. was used, however, as a model of good display and this other point was overlooked.

INCREASING WAREHOUSE VALUES

The concern that is paying rent for more than one flat can more than double the value of the upper flats to them by putting in an elevator. It will save time, expense and labor, it will increase floor space and facilitate the handling of goods.

Such an elevator is not expensive, either. The Otis Fensom Elevator Co., Limited, Toronto, sell a first-class elevator at as low as \$100 on the cars at Hamilton. It has a good solid car, size six feet, will carry a load of 1,500 lbs., and will give good service for years and years.

It is an easily-operated hand-power elevator than can be installed by anyone who will follow the plans and directions which the manufacturers give. Write in to the company for full information and state your requirements.—Advt.

PERSONAL NOTES.

John Findlay, shipper for Davidson-Hay, Toronto, is enjoying a few weeks' holidays in Muskoka.

Roy Telford, of the office staff of T. Kinnear & Co., Toronto, is holidaying at Port Elgin and Southampton.

Ernie McMurtry, of Groceries, Limited, Toronto, is away on a couple of weeks' holidays at Minnett, Lake Rousseau. Harold Beatty, of the same firm, has just returned from a holiday trip to Penetang.

C. W. Powis, of Anderson & Powis, Toronto, was welcomed on the street by his friends again this week, after an absence of about nine weeks on account

of a long-continued illness. Mr. Powis looks a great deal better and says he feels tip-top.

Col. John I. Davidson, of Davidson-Hay, Toronto, has as a guest this week his brother, Prof. W. L. Davidson, who is one of the professorial staff of Aberdeen University. Col. Davidson and his brother spent a few days during the week enjoying the breezes at the Royal Muskoka.

R. Kennedy, who was for a number of years with Messrs. Forbes Bros., of Montreal, and later represented "Tamilkande" tea in the vicinity of Arnprior, Smith's Falls and other points on the C.P.R., has joined the traveling staff of James Turner & Co., Limited, Hamilton, and expects to be calling on his many friends in the near future.

J. Ellis, of the Hudson's Bay Co., Winnipeg, and Mrs. Ellis, are in Toronto for several days on a business and pleasure trip and made a pleasant call during the week at E. W. Gillett Co., Ltd. Mr. Ellis has stuck pretty closely to business in the west, as is evidenced by the fact that this is his first trip east in 33 years.

T. C. Pott, formerly of "Red Rose" tea has joined the traveling staff of James Turner & Co., Hamilton, and will represent them in the counties of Bruce, Grey, Huron, Oxford, Waterloo and Wellington. Mr. Pott, while having had experience in package teas on the road, is not new to the grocery business, having been connected with the retail business practically altogether during his business career.

TRADE NOTES.

Arthur Lefebvre, grocer, Montreal, has assigned.

Remi Chaput, grocer, Montreal, has been registered.

S. Brunelle, general merchant, Ste. Thecle, Que., has assigned.

Vezina & Pauze, grocers, Montreal, have dissolved partnership.

The assets of A. Fontaine, grocer, Levis, Que., have been sold.

J. & M. Donnenfield, general merchants, King City, have assigned.

J. L. Roy, general merchant, Beauport, Que., has been registered.

P. Micciaroni & Co., Montreal, have been registered as tea merchants.

W. H. Clapperton, general merchant, Maria Capes, Que., is offering to compromise.

FOR SALE.

A LIVE GENERAL BUSINESS. In one of the most desirable towns in eastern Saskatchewan (population 1500). Best stand in the town, bright and attractive. Stock about \$7,000, all clean, can be purchased at 90 cents. Will arrange terms to suit purchaser. This is a good live proposition, the only reason for selling being that present owner has other interests which necessitate his entire attention. Full particulars by addressing Box 7, THE CANADIAN GROCER, Winnipeg, Man. (38)

TRAVELER WANTED.

WANTED—Wholesale grocery traveller for territory from Burks Falls to Cobalt, North Bay to Soo, and North Bay to Fort William. None but experienced men, having a connection on this territory, need apply. Box 211, THE CANADIAN GROCER, Toronto.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

- Fish—Advanced.
- Valencia Raisins—Declined.
- Butter—Advanced.
- Cheese—Steady.
- Fruits—Declined.

Montreal, August 27, 1908.

The proverbial dullness of August has prevailed to some extent in the local markets. Wherever demand has been good it has consisted of a good volume made up of small orders. Valencia raisins have come down a little, but this does not seem to entice buyers much yet. Butter and cheese are being much enquired after by English importers, in spite of the prevailing high prices. Sugar is in great demand, as the preserving season is at its height. Fruits and vegetables have declined, which is to be expected at this time of the year. Other lines have preserved a pretty even way since last week.

SUGAR—Some of the large dealers a week ago were complaining of a decidedly unhealthy condition of the market for this time of the year, when, owing to canning and preserving operations, there is usually a good demand. This condition has now passed and a first-class demand is reported on all sides. The raw market is quieter, too. This market has been in a remarkably unsettled state, although its influence has not reached the refined market except in but one or two instances.

Granulated, bbls	\$4 80
" " 1/2-bbls	4 95
" " bags	4 75
Paris lump, boxes, 100 lbs.	5 60
" " 50 lbs.	5 70
" " 25 lbs.	5 99
Extra ground, bbls	5 15
" " 50-lb. boxes	5 31
" " 25-lb. boxes	5 55
Powdered, bbls	4 91
" " 50-lb. boxes	5 15
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUPS AND MOLASSES—A local house states that the sale of molasses is on the increase as people are becoming more and more educated to its value as a food. It has many and an increasing number of uses in the kitchen. The best quality is in the greatest demand. There has been a fair demand for syrups in cases during the week. Prices for both molasses and syrups have not changed since our last quotations.

Barbadoes, in puncheons	0 31	0 35
" " in barrels	0 33	0 35
" " in half-barrels	0 34	0 35
" " fancy	0 34	0 35
" " extra fancy	0 35	0 36
New Orleans	0 32	0 35
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls	0 08	0 08
" " 1-bbls	0 03	0 03
" " 1/2-bbls	0 03	0 03
" " 3/4 lb pails	1 75	1 75
" " 35 lb pails	1 25	1 25
Cases, 2 lb tins, 3 doz per case	2 40	2 40
" " 5-lb. " 1 doz. "	2 75	2 75
" " 10-lb. " 1 doz. "	3 25	3 25
" " 20-lb. " 1 doz. "	3 60	3 60

MAPLE PRODUCTS—The market is dull. Prices unchanged.

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

TEA—The Japan market remains the same as last week, nothing having developed in the meantime. Demand is good and the prospects are that it will remain so. Stocks held by dealers are low in all lines of tea, and buying in Ceylons, Indians and Chinas has been pretty well limited to small lot orders. Prices have remained at the same level.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Frost n Orange Pekoe	0 30	0 32
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 14
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

DRIED FRUITS—U. S. Consul Chas. S. Winans reports that: "Advices from Spain indicate a good raisin crop in the Valencia district. It is expected that the crop will total 30,000 tons, which is some 4,000 tons above the average of recent years. Not only is the yield going to be large, but the quality will be excellent. The flowering of the vines took place under excellent weather conditions and although the critical period for Muscatel grapes is not yet passed, no indication of heat waves, which are so injurious to the fruit at this season, have been reported up to the present. Stocks in the hands of farmers and speculators in Spain are now totally cleared, while latest advices from London, where the most important stocks of old raisins are always held, report 6,700 hundredweights Denias, and 180 hundredweights Malagas on hand, against 3,380 of the former, and 100 of the latter, at the same period last year. Shipping rates, it is thought, will remain as usual, namely, 25 shillings a ton for principal U. S. Atlantic ports, both by direct steamers and through Liverpool in transshipment."

Locally buyers have decided to load up as soon as possible with their requirements for prunes, as there does not seem to be much chance of the price climbing down, owing to the extraordinary shortage in the crop. Valencias, which have been very high have declined 1/2c, owing to the way buyers have been frightened out of the market by sky-high prices. A fair business has been done in spot currants. Jobbers throughout the country have small stocks, and so far are buying only for immediate wants. The new crop of dates is not expected to arrive here much before November 1, therefore the demand for those on the spot has been very fair. New figs are being quoted for the first half of September shipment. Prices rule the same as at last quotations.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb., in cases	0 06	0 06
cleaned	0 06	0 07
" " in 1-lb. cartons	0 07	0 07

Finest Vostizzas "	0 07	0 08
Amalias "	0 05	0 05
" 1 lb. packages	0 07	0 07

Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 11
1-lb cartons	0 14	0 14

Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 08	0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30

Valencia Raisins—		
Fine off-stalk, per lb.	0 05	0 06
Selected, per lb.	0 05	0 06
Layers, "	0 08	0 08

Dates—		
Hallowes, per lb	0 04	0 05
Sairs, per lb.	0 03	0 04
Packages	0 05	0 06

Malaga Raisins—		
London layers	1 25	1 25
" " " "	2 40	2 40
" " " "	1 00	1 00
" " " "	1 87	1 87
" " " "	1 80	1 80
" " " "	1 80	1 80
" " " "	1 80	1 80
Australian raisins	0 07	0 08

California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10

California Evaporated Fruits—		
Apricots, per lb.	0 32	0 32
Peaches, "	0 18	0 18
Pears, "	0 18	0 18

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

COFFEES—There has been a good demand for coffee at unchanged prices. Santos has been specially active during the past week. Quotations remain the same as last week.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18	0 25
Eio, No. 7	0 09	0 11
Santos	0 09	0 11
Marsalbo	0 14	0 19
Roasted and ground 20 per cent. additional.		

SPICES—The pickling season has infused considerable activity into this market, which is always the case at this time of the year. No changes in prices have been noted during the week. While the demand is good, it is not quite up to expectations.

Peppers, black	Per lb.	0 14	0 20
" white		0 18	0 27
Ginger, whole		0 16	0 20
" Cochin		0 17	0 20
Cloves, whole		0 17	0 20
Cloves, ground		0 25	0 35
Cream of tartar		0 25	0 33
Allspice		0 12	0 13
Nutmegs		0 25	0 30

BEANS—Stocks of beans are light and the demand is good. This week Ontario primes are being quoted at \$2.10 to \$2.15, instead of \$2. Other lines remain unchanged in price.

Ontario, prime	2 10	2 15
Australian	1 95	2 00
Indian	1 65	1 75

EVAPORATED APPLES—The market is featureless. The price remains the same and demand is slow.

Evaporated apples	0 07
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RICE AND TAPIOCA—Trade passing in rice is practically nil. Tapioca is very slow also. This condition is partly due to the fact that native fruits are being used largely for dessert in households, where rice often serves the purpose. Prices are unchanged.

B rice, in 10 bag lots.....	3 30
B rice, less than 10 bags.....	3 30
C rice, in 10 bag lots.....	3 08
C rice, in less than 10 bag lots.....	3 10
Tapioca, medium pearl.....	0 85 0 08

CANNED GOODS

MONTREAL.—Canned fruits are very quiet, there being hardly any demand at all. Vegetables are receiving only slight attention. The pack of Sockeye and Cohoe is already exhausted, but orders are being booked for Pink fish. Other lines of fish are quiet. Meats are very much neglected, and altogether the market is not a very interesting one just at present.

TORONTO.—Business is rather quiet this week and not a great deal of interest is manifest. The keen competition among the various canning companies continues an interesting feature of the situation, though nothing particularly new has developed recently.

ONTARIO MARKETS.

POINTERS—

Sugar—Declined 10 cents.

Teas—Firmer.

Dried Fruits—New crop goods on the way.

Collections—Fair.

Toronto, Aug. 20.

Business continues on about the same basis as reported last week with a quiet tone in evidence. The approaching exhibition has had some small effect on local orders but from outside points orders are about as usual.

The chief feature of the wholesale markets during the week was the decline in refined sugars on Wednesday and the steady firming up on Ceylon teas.

Collections are very fair with a good deal of care still being exercised by wholesalers as to their accounts.

SUGAR—A decline of 10 cents on Wednesday was not at all unexpected in view of the gradually weakening raw markets during the past two or three weeks. Cables advising a decline by the St. Lawrence interests were received Wednesday afternoon and the Redpath followed a few hours later.

The decline bears some evidence of permanency though with the heavy demand for refined which comes in September and early October, there seems some possibility of a return to a higher basis, with the raw markets, both in America and Europe on the present sagging basis prospects of a steady refined market at present prices seem remarkably good.

Regarding the general situation in raws, Willett & Gray say:

“The trend of values continues to be downward. Early in the week sales were reported of Cubas about three weeks off at 2.61c c. & f., basis 95 degrees test, equal to 4c to 4.03c, landed for 96 degrees test, and no price better than this has since been obtainable. Supplies being sufficient for the im-

mediate future, refiners would prefer that holders withdraw their offerings until the sugars are required, and this is what many owners are doing rather than accept 4c for 96 degrees test, believing that a partial recovery may come before long, as a result of a renewal of demand from some refiners not as well protected as others, or an increased distribution of refined. There are only comparatively small balances of Cuba and Porto Rico crops unsold, but about 50,000 tons of Javas are afloat which have not yet been placed and will seek a market in the United States or the United Kingdom. Receipts at the Atlantic ports (United States) for the week were 31,600 tons, against 37,000 tons required for meltings, and the exports from Cuba were but 2,000 tons. Only one Cuban Central is now grinding and is adding but little to the season's production. According to our cable reports there are still favorable weather conditions for the crops in Cuba and Europe.”

Paris lumps, in 25-lb. boxes.....	6 05
Paris lumps, in 50-lb. boxes.....	5 85
in 100-lb. boxes.....	5 75
Paris lumps, in 20, 5-lb. boxes.....	6 10
St. Lawrence granulated, barrels.....	4 80
St. Lawrence Beaver.....	4 85
Redpath's granulated.....	4 85
Redpath's Imperial.....	4 40
Acadia granulated, (bags and barrels).....	4 70
Berlin granulated.....	4 70
Phoenix.....	4 75
Bright coffee.....	4 70
No. 3 yellow.....	4 60
No. 1.....	4 50
Granulated and yellow, 100-lb. bags 5c. less than bbls.....	4 40

SUGAR DOWN TEN CENTS.

On Wednesday afternoon Canadian refiners cabled advices of a decline of 10 cents on refined sugars. The weakening markets abroad and the dull business in some parts of Canada is understood to furnish the reason.

SYRUPS AND MOLASSES—Business is dull at this 'tween season time with prices steady.

TEA—A stronger position in both common and high grade Ceylons has taken place recently according to advices received this week from Colombo. Little is heard of Indians. Local business continues quiet. Thompson Bros., weekly circular, dated London, Aug. 13, summarizing the general situation, says:

“After a fortnight's cessation of active business and no public sales, it would seem an opportune moment to look round and examine the general position of the trade. The shipments from India and Ceylon since 1st May amount to some 43,000,000 lbs., as against 44,823,000 lbs. in 1907, and judging from the cables from the various estates in India there seems reason to look for only a moderate outturn all round, not much, if at all, exceeding that of last season. From Ceylon, estimates are also based on last year's crop, so that unless there is abnormal leaf-producing weather the supply from both sources should be easily handled. The deliveries for home consumption for the last three months have amounted to 67,969,000 lbs., against 70,303,000 lbs.

in 1907, which, considering the adverse conditions of the various trades throughout the country, may be looked on as fairly satisfactory. Exports during the same period have been 7,456,000 lbs., against 9,660,000 lbs., not so good as might be wished, but it is expected by some shippers that when the reduction of the duty takes place next month in Russia, coupled with the lower values of common tea, an improved demand may be looked for here both from the continent and America, which should materially increase the volume of business in this direction and that the London market will benefit accordingly.”

COFFEE—Local business continues good, with no change in prices.

SPICES—The approach of the pickling season is having some effect on business which is slightly more active. Prices are steady.

Peppers, blk pure.....	0 16	0 20
" white pure.....	0 25	0 30
" whole, black.....	0 14	
" whole, white.....	0 28	
Ginger.....	0 18	0 25
Cinnamon.....	0 25	0 40
Nutmeg.....	0 45	0 10
Cloves, whole.....	0 25	0 35
Cream of tartar.....	0 22	0 25
Allspice.....	0 17	0 13
" whole.....	0 17	0 30
Mace ground.....	0 10	0 20
Mixed pickling spices, whole.....	15	0 30
Cassia, whole.....	0 30	0 25

RICE AND TAPIOCA—The market is dull, with no noticeable changes.

Rice, stand. B.....	0 03 1/2	0 03 1/2
B rice, 5 bag lots, delivered.....	3 05	
Bangkok.....	0 03 1/2	0 03 1/2
Patna.....	0 06 1/2	0 05 1/2
Japan.....	0 05 1/2	0 06 1/2
Java.....	0 06	0 07
Sago.....	0 01 1/2	0 02 1/2
Seed tapioca.....	0 06	
Tapioca, medium pearl.....	0 05 1/2	0 06

DRIED FRUITS—Markets continue generally firm, with emphasis on prunes and seedless raisins. New crop Valencia raisins and currants are on the way and will be on the market in a couple of weeks. Advices state that raisins will be about the same price as last year.

BEANS—Demand is lighter and prices steady. Reports of this year's crop are very favorable.

Beans, hand picked, per bush.....	2 10	2 20
prime No. 1.....	2 05	2 10
Lima, per lb.....	0 07	

EVAPORATED APPLES—Little interest is evident and prices are unchanged.

Evaporated apples.....	0 17 1/2	0 08
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TOBACCO—The prices on Tuckett's T. & B. tobaccos were advanced on August 20th. The increase amounts to 5c per lb. on plug tobacco and 3c per lb. on the cut. No definite reason is assigned for the change, but it is assumed that the recent changes in duties and the excise system, by reason of which other tobaccos were advanced some months ago, is responsible.

TRADE NOTES.

O. Digby, confectioner, Winnipeg, is succeeded in business by A. F. Smith.

E. Peterson, confectioner, Midale, Sask., is succeeded in business by A. & J. Peterson.

John Musselwhite, tobacconist and confectioner, Chilliwack, B.C., has sold his business to J. Wilson.

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, August 27, 1908.)

POINTERS—

- Cornmeal—Advanced.
- T. and B Tobacco—Advanced.
- New Lobsters on market.
- New foreign dried fruits arriving.
- Eggs—Advancing.

Harvesting operations are in full swing, and while some other branches of trade are experiencing a temporary lull the grocery stores are busy delivering provisions and supplies. While some districts have suffered from early frosts and others from drought during July the general outlook is good, and a crop of considerably more than 100,000,000 bushels of wheat is assured now. The business outlook is, therefore, particularly bright.

CANNED GOODS—The canned goods situation presents many interesting features which are engaging the attention of the trade at the present time. Competition is keen in corn, tomatoes and peas, and, as mentioned in this column before, a special line is being put on the market by the Canadian Cannery, to meet competition in these vegetables. We quote:

	Group No. 1	Group No. 2 & 3
Apples—3's standard per case	2.44	2.34
Gallons, standard	1.55	1.52½
Cherries—Red pitted 2's	4.18	4.08
black pitted 2's	4.18	4.08
white pitted 2's	4.38	9.28
Currants—Red 2's	4.18	4.08
black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
yellow 3's	6.54	6.44
pie, unpeeled 3's	3.34	3.24
pie unpeeled gallons	2.42½	2.40
pie peeled gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
Flemish Beauty 3's	4.74	4.64
Globe 1. s. 2's	2.78	
Globe 1. s. 3's	4.14	
Plums—Damson 1. s. 2's	2.28	2.18
Lombard 1. s. 2's	2.28	2.18
Greengage 1. s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
red gallons	3.80	3.77½
black 2's	4.18	4.08
black gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.98
Peas—		
No. 4 standards 2's	1.88	1.78
Early June 2's	1.98	1.88
Sweet Wrinkle 2's	2.18	2.08
Extra fine sifted 2's	3.08	2.98
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.34
Tomatoes—2's	2.08	1.98
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	3 50
" " " " " "	1 90
" " " " " "	2 50
" " " " " "	2 50
" " tomato sauce, per case	1 90
" " " " " "	2 50
" " " " " "	2 50
" " Chili " " "	1 90
" " " " " "	2 50
" " " " " "	2 50
Soups, per doz.	1 25
Corned beef " " "	3 10
" " " " "	1 45
Roast beef " " "	1 65
" " " " "	3 10
" " " " "	0 55
Potted meats, 2's, per doz.	1 25
Veal loaf 1 lb., per doz.	2 50
" 1 lb. " "	1 25
Ham loaf ½ lb. " "	2 50
" 1 lb. " "	1 25
Chicken loaf ½ lb. " "	2 50
" 1 lb. " "	2 50
Lancetons 1's " "	1 90
Sliced smoked beef " "	3 10
" 1-lb. tins, per doz.	3 35
" " " "	1 45
Chipped " " "	2 50
" " " "	0 05
Sliced bacon, " " "	3 10
" " " "	3 25

SUGAR—

Montreal and R.C. granulated, in bbls.	5 50
" " in sacks	5 25
" yellow, in bbls.	4 90
" " in sacks	4 85
Wallaceburg, in bbls.	5 30
" " in sacks	5 25
Berlin, granulated in bbls	5 10
" " in sacks	5 15
R.C. gunnies granulated, 5-18's to bale, per cwt	5 25
" " 5-2's	5 25
" hard pressed lump, 25's, per cwt	6 45
" " half bbls., per cwt	6 40
" icing " " "	5 90
" bar sugar " " "	5 90
Icing sugar in bbls.	5 90
" " in boxes	6 10
" " in small quantities	6 40
Powdered sugar, in bbls.	5 60
" " in boxes	5 90
" " in small quantities	5 95
Lump, hard, in bbls.	6 25
" " in 100-lb cases	6 25

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 3-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 " "	2 80
" " 10-lb tins, per 1 " "	2 65
" " 20-lb tins, per 1 " "	2 70
" " barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" " " " " "	3 60
" " " " " "	3 30
" " " " " "	3 30
Barbados molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03
Porto Rico molasses in 1-bbls., per lb.	0 04
Blackstrap, in bbls., per gal.	0 31
" " " gal. bste., each	2 25

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 65
" 40 " " 80	2 70
" 20 " " 80	2 80
" 8 " " 80	3 10

CORNMEAL—The price is advancing and quotations are now as follows.

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

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

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

MAPLE PRODUCTS—

Sugar, 25 lb. boxes, 2's and 3's	3 00
Syrup gallons 1 doz. to case	5 85
" " 1 doz. to case	6 15
" " 3 doz. to case	6 55

FOREIGN DRIED FRUITS—Cur-

rants are cheaper. We quote:	
Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown " "	0 09
Sultana raisins, bulk, per lb.	0 09
cleaned, " "	0 11
" 1 lb pgs. " "	0 11
Table raisins, Connaisseur clusters, per case	3 80
extra dessert, " "	3 40
Royal Buckingham, " "	4 00
Imperial Russian, " "	3 25
Connaisseur clusters, 1 lb pgs, per case (10 pgs)	3 25
Connaisseur clusters, boxes (½ lb.)	0 80

Trenor's Valencia raisins, f.o.b., per case, 25's	3 00
" " " " 14's	1 05
" " " " selecta " 25's	3 30
" " " " " 14's	1 15
" " " " layers " 25's	3 25
" " " " " 14's	1 30

California raisins, choice seeded in 4-lb. packages	0 07
per package " "	
" " fancy seeded in 4-lb. packages	0 07½
per package " "	
" " choice seeded in 1-lb. packages	0 09
per package " "	
" " fancy seeded, 1-lb. packages,	0 09½
per package " "	
Raisins, 3 crown muscatels, per lb.	0 08
" " "	0 08½

Prunes 90-100 per lb.	0 05½
" " 80-90 " "	0 06
" " 70-80 " "	0 06½
" " 60-70 " "	0 07
" " 50-60 " "	0 08
" " 40-50 " "	0 08½
" " 30-40 " "	0 09
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb.	0 06
dry cleaned, Filistras, per lb.	0 06½
wet cleaned, per lb.	0 07½
Filistras in 1-lb pkg. dry cleaned, per lb.	0 08
Pears, per lb.	0 12½
Peschee, per lb.	0 10
Apricots, standard, per lb.	0 09½
choice, per lb.	0 10½

BUTTER—Supplies of dairy butter are fairly liberal. Produce houses are paying 17c to 17½c per lb., f.o.b., Winnipeg.

EGGS—There is a brisk demand and supplies are none too liberal. Produce houses are paying 19c to 20c per dozen, f.o.b., Winnipeg, for candled eggs.

WHEN ADVERTISING PAYS BEST.

Very often the dealer is encountered who states that newspaper advertising does not pay, at least in his case. There are thousands of dealers all over the country for whom newspaper advertising, and in fact, all kinds of advertising, has been a poor investment. This seems strange, especially when it is remembered that there is no great retail business in America that has not been advertised, and more liberally than elsewhere, in newspapers, and which does not attribute its greater success to advertising.

The explanation of the seeming paradox is simple. The thousands of dealers who have failed to make advertising pay do not know how to advertise. The big retail dealers, those who are the notable examples of the power of advertising, do know how. This is the secret of the whole difference.

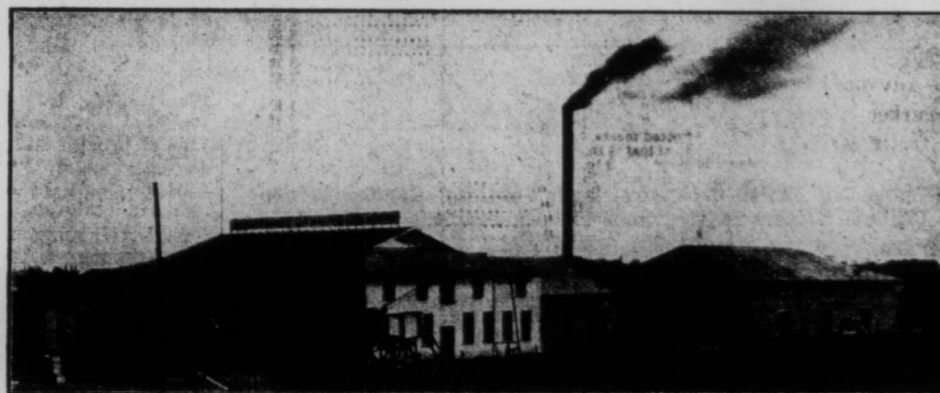
When newspaper advertising is well written, when it says, as well as the best clerk could say, the things that should be said about the goods advertised, and when it is store news, and changed so frequently as to be really news, then newspaper advertising is sure to pay, and always pays.

In these days of modern merchandising, a good many dealers who realize their shortcomings as writers of advertising or anything else of literary nature, employ clerks who possess the ability to write as well as act salesmanship. These up-to-date merchants are not the ones who complain that advertising does not pay.

HINTS TO BUYERS.

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

Laporte, Martin & Co., Montreal, are offering different lots of tea at most attractive prices, and buyers would be wise in securing their prices before purchasing. The same firm continues to book orders for their Soleil Brand imported canned goods and for the various lines of domestic canning.—Adv't.



“Canada’s Pride” CANNED GOODS

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

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

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

TO BE HAD OF

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

The Napanee Canning Co., Limited
Napanee, Ontario

Grocery News From Coast to Coast

Items From Western Canada

Prices on Salmon Jumped in British Columbia—Biscuit Baking Contest in Saskatoon—Fort William Grocers Getting Back to Cash Business.

VANCOUVER.

August 22.—The Peachland, Okanagan, peaches are now on the local market, competing with the fruit from California. One would naturally think that the home-grown fruit would be cheaper in price, but this is not the case. They sell at \$1.25, while Californias are about \$1. Many people, however, prefer the Peachland peach, and there is a good demand. Last year the crop was pretty well controlled by one company, but this year the market is open, and there is a difference of about 50c in the price. The variety now selling is the Triumph, and is well-shaped, of good size and fine flavor.

The United Commercial Travelers have organized in Victoria, and the council there, No. 434, is the latest addition to the ranks. The officers elected are: A. R. Kelly, past councillor; senior councillor, F. M. Russell; junior councillor, C. F. Gardiner; conductor, A. W. Duncan; secretary-treasurer, E. M. McConnon; page, S. P. Moody; sentinel, John Clark; executive committee, L. H. Hardy and Richard George, for two years; Harry C. Briggs and Percy Cudlip for one year. Grand Senior Councillor R. O. McClintock, of Spokane, was the installing officer. Twenty-nine members were enrolled, 22 applications received, and 15 transfers considered. The initiating team was composed of the following members of the Vancouver council: Senior councillor, Charles Egan; past councillor, E. B. McMaster; junior councillor, A. R. McFarlane; conductor, T. S. Dickson; page, H. R. Werup; sentinel, G. W. Howe. Among the guests was R. L. Phelps, of Vancouver, who, with his bride, happened to be in Victoria. Mr. Kelly, the organizer, who has been transferred from Tacoma to Victoria, has received an application for the formation of a council at Nelson.

The commercial equation in fisheries is now occupying considerable attention. From the west coast of Vancouver Island comes the news that the world's record for a week's catch of whales has been broken, when 26 were taken, making 234 for the Kyoquot station since the season began. This means an immense product of oil, etc., for the trade. In this connection, Capt. A. Huff left on Monday night by the steamer Amur for Rose Harbor, Moresby Island, where he will locate a site for a whaling station, which will be operated by the Queen Charlotte Whaling Company. The processes of Dr. Rismüller, of the Pacific Whaling Co., will be used.

Young lobsters have been found at English Bay, Vancouver's bathing resort. It is not known where these came from, but it is supposed that the lobsters put in the waters on the coast at different times must have been breeding.

If this is the case, another industry is in sight.

The catch of salmon has fallen off very considerably, and it was thought as the season was near an end there would be no price difficulties. A Chinese canner, though, has jumped the price, and the canners in the association have had to do likewise. Further increases may be made by canners who have cases to fill.

The International Fishery Commission, consisting of S. T. Bastedo and Dr. David Starr Jordan, arrived here on Tuesday. They have conferred with the canners and sized up the local situation. Dr. Jordan would not give out an opinion on the matter of fish traps, but it is known he is opposed to them, though what he will report after the Puget Sound fishermen, who get the main advantage of traps, are through with him, is difficult to say. The commission has come from Atlantic waters, and besides the salmon will investigate and report on the halibut, in short, the fisheries in general.

The policy of the Provincial Government in forbidding fishing above the bridge across the Fraser at New Westminster is being vindicated by the large number of fish that have reached the upper waters of the river en route for the spawning grounds.

The address of J. S. Dennis, expert for the C.P.R., and well known throughout western Canada, at the irrigation convention, held at Vernon last week, was something to set both people and the Government thinking. He declares the first legislation will have to be drastic to get irrigation on a proper and fair basis, that vested interests should not count, except where water is being used, and that all records, not being utilized, should be snuffed out. The convention will be productive of good in that different opinions were exchanged. Hon. Mr. Fulton announced that Mr. Dennis will assist in framing the proposed bill, which will be submitted to people in various parts of the province for suggestions, either for or against, and the final draft will be an embodiment of what is considered to be the best for the whole population. With the settlement of the fruit-growing districts, where irrigation is a necessity, many difficult problems will arise.

Among the provisional directors of the new Bank of Vancouver is W. H. Malkin, of the wholesale grocery firm of Malkin & Co.

The death took place last week in Vancouver of E. H. McMillan, proprietor of the grocery at 42½ Granville St. In the early days of North Vancouver he conducted a store there, where he was appointed postmaster in 1902, retaining the position, with his brother, J. A. McMillan, who took over his busi-

ness, acting as deputy. He had been troubled with a disease for about two years, though it did not make rapid advances until the last few months. He was 45 years of age and leaves a wife and six children.

A. D. Ganong, of Ganong Bros., Ltd., St. Stephen, N.B., makers of the celebrated G. B. chocolates, is visiting on the coast. While here he was the guest of the firm's British Columbia agent, Jas. Macauley, of Knowler & Macauley.

On the occasion of the visit to Summerland of the delegates to the irrigation convention, B. D. Lapsley, manager of the grocery department of the Summerland Supply Co., had a finely-decorated window of local fruit and vegetables which was much admired.

F. C. Gasleigh, of Trenton, Ont., has been secured by the Peachland Canning Co. as process man.

A. S. Williamson, who has been in Kamloops and Fernie, has gone to Toronto to join the Eby-Blain forces.

The Kootenay Jam Co. has under consideration plans for the immediate enlargement of its factory and plant at Harrop, in the Kootenay, near Nelson. The present capacity will be quadrupled and a separate canning plant will take care of the larger fruit and vegetables. It is expected that the improvements will be ready for next season's operations.

SASKATOON.

August 22.—Speers & Paul, the west-side grocers, have arranged to hold a prize biscuit baking contest at their store. Arrangements have been made with the Gold Standard Manufacturing Co., of Winnipeg, for holding the competition. Biscuits must be baked at home with the firm's baking powder and the grocer's bill for same must accompany the biscuits. Judging will be done by three ladies of the city who will not compete. There are three prizes valued at \$3, \$2 and \$1.

So extensive has their business in the West become that the Rogers Fruit Company have decided to build a permanent warehouse here. A site has been purchased with a track frontage and the building will be equipped along modern lines for the handling of fruit. The warehouse will be 40 by 100 feet, of brick with a floor space of 1,000 feet. It will have four banana rooms for this line of fruit besides three cold storage rooms. The site provides plenty of room for extension should the business continue to develop as rapidly as it has done in the past.

EDMONTON.

August 24.—Edmonton and Strathcona merchants are more than pleased at the closing of arrangements by which the city of Edmonton has secured a thirty-year franchise in Strathcona

from the Stratheona Radial Tramway Co. Street car accommodation in the two cities and communication between them is to be provided at once and men are already at work on the grades. It is expected that inter-urban traffic will commence before the end of the year. Cars will be running to the principal suburbs of the two cities and this means increased business for the city stores.

Street railway communication will bring the twin cities into closer relationship and already there is a movement on foot to unite to form one city with a population of more than 25,000.

FORT WILLIAM.

August 22.—In course of conversation with one of the leading grocers of the city your correspondent was told by him that during the past year a great change had come over the general conditions prevailing in the trade and that the result had been an immense improvement in the business situation in this particular branch. "A couple of years ago," he said, "the wholesale men would give an almost free hand as far as credit was concerned to any party who was operating a store, and the grocer, in his turn, pushed trade with the greatest vigor, regardless to some extent of the financial standing of the people to whom he was giving long lines of credit. The result was that many people who were working on wages and fixed salaries in the city fell behind in their payments until the meeting of the whole of the grocery bill out of one month's salary was impossible. In this way, partly, no doubt by their own fault, the grocers found on their books a large number of accounts which never could be anything but slow, and which in some cases were even extremely doubtful." At this time the banks and the wholesalers began to cut down the line of unlimited credit that they had been accustomed to give, and the pinch began to come upon the retail trade, who, in their turn, have been compelled to cut out the customer whose account was likely to be doubtful and, instead of pressing the goods upon any and every one, decided to retain the goods on their shelves rather than have anything in doubt as to their realization of cash. Customers were quietly sized up and sorted down until a clear dividing line was drawn between the good and the bad, and at the same time special efforts were made to collect the old arrears now over-due. This process acted as a temporary hardship upon the customer, but it enforced economy, and the introduction of economy into the home has naturally resulted in the reduction of the volume of business done. This grocer admitted that he had done less trade by far during the last few months than he had turned over in the similar period of last year, but was entirely satisfied with the result. It has given a healthy tone to the whole grocery situation and placed the retailer in a far stronger position than he ever was before. The movement commenced through the wholesale men and has been practically forced upon the retailer, occasionally against his will, but with actually a most beneficial effect.

The collection of old accounts has

been also more satisfactory than might have been expected and has been done with less recourse to the divisional court than usual. In many cases the wage earner has voluntarily placed a certain proportion of his monthly or weekly wages in the hands of a disin-

terested party to be distributed in proportion among a certain list of creditors, and thus have saved themselves the costs of action and garnishee, and have made a better and more satisfactory settlement with the retail merchants.

Trade News from Quebec

A Montreal Grocer Has a New Idea in Delivery Wagons—Valleyfield Needs a Grocers' Organization.

MONTREAL.

August 25.—It is refreshing to come upon a clean strip of sidewalk, and the effect which this exerts upon customers is always a good one. A certain corner store in this city, which is always the acme of cleanliness and brightness, takes good care every morning that the sidewalk around the store is clean. Clean external surroundings assist in creating favorable first impressions, and every grocer appreciates the value of making good impressions at the start.

A grocery delivery wagon was noticed,

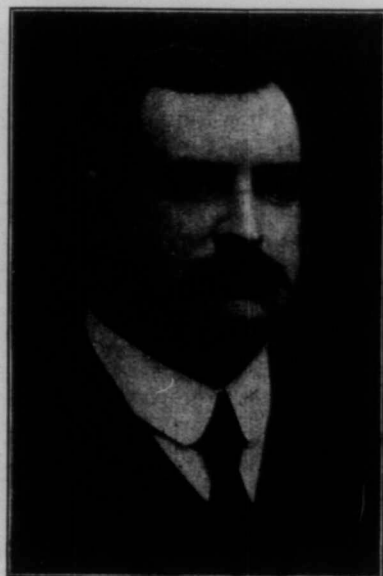
pairs, so the street is almost impassable. Everybody knows that any obstacle which interferes with the accessibility to a store is a rather serious thing, as people follow largely the lines of least resistance. In addition to this there is the unsightliness of it all.

August is always regarded as a more or less dull time in the retail grocery trade, and this fact renders it possible for many to get away for a vacation during that month. A large number of the stores about town are granting their employes holidays just now.

There is a display of Montreal melons in front of Walter Paul's store, St. Catherine W., which is certainly a credit to the growers. These melons, which are arranged around a sidewalk show case, make a very good display. It might be said that the show case contained a very fine selection of fruit neatly arranged. This fruit is exposed to full view of the people, but is under glass, and free from street dust.

"We are nearer the top." Such was the terse way in which a local wholesale man expressed his reason why Montreal is causing jealousy on the part of New York and Philadelphia regarding the grain trade which is now coming our way. He meant by this that the nearer the North Pole, the shorter the distance around the world, and Montreal was now getting a large amount of the grain-carrying trade which formerly went to New York. This is so because Montreal lies in a direct line with the European ports to which it is shipped, and in this way the grain is not deflected in a southern direction, but maintains a direct route to its destination. With the harbor improvements which will make Montreal a well equipped port, and the great natural advantages in her favor, the prospects in this line of shipping are very good. New York was the first to feel the effects of the change to a more northerly route and now Philadelphia joins in.

To use a slang expression, it is evident that most grocers get "stung" when they first start in business, by bad accounts. Starting in a new community invariably they find it is rather difficult to distinguish between the honest and dishonest people. To gain experience is sometimes expensive. In mentioning this always present difficulty to a grocer who has been, and still is, prosperous, he stated that when he started he trusted nobody, as he said he would rather have the goods on the shelves than only a pos-



COL. A. E. LABELLE.

a few days ago, with a large card on either side, telling people that they could buy good butter at an attractive price, at this store, and on the other side there were some specially enticing bargains in breakfast foods. At first this may be thought to be disfiguring to the wagon, but such, however, is not the case when the ad is neatly written and does not occupy too large a space.

James Robertson, St. Catherine St. W., leaves shortly for a brief holiday.

Some of the dealers on St. Catherine St. are complaining about the lack of judgment shown by the city road department and the Montreal Street Railway. On one side of the street the city is laying new water mains, and at the very same point, but on the other side, the Street Railway are carrying out re-

sibility of getting his pay if they had been sold on credit. There are some dead-beats who regard every new dealer who starts as a fertile source of supply. When these people have obtained all they can they go somewhere else. All of this is bad, but what is maddening, is the fact that they also go somewhere else when they are disposed to pay cash for what they get. As a rule these people never give their creditors their cash trade.

Col. A. E. Labelle, manager of the Ogilvie Flour Mills Co., Montreal, has returned from England where he went in command of the Canadian Bisley team.

VALLEYFIELD.

August 24.—Trade has begun to pick up with the grocers during the past few weeks, owing to the fruit season having commenced. Harvest apples are in abundance. Red Astrachans are selling from \$1.50 to \$1.75 per bbl.; Duchess and Peach, \$1.50 per bbl. for No. 1 hand-picked apples. Potatoes are very firm at \$1 per bag.

One fault the merchants of Valleyfield have is in not buying their potatoes by weight and our market is run on a very poor system, the merchant has to pay the same price as the private consumer. An effort should be made to form a grocers' association and I am sure we would all benefit by it.

James Hillman, manager of the Co-Operative Society, has resigned his position and is returning to East Angus and is succeeded by Mr. Craig, of the English Provision Co., Montreal.

Prices for produce are keeping away above the normal for this time of the year. Grocers are paying 25c for butter and 22c for eggs.

Local farmers are getting as high as 24c for new laid eggs from private consumers.

Our grocers do not take enough time to look after their windows. A display will be put in and left sometimes for weeks. If more care was taken of the windows and they were changed at least every second week, it would greatly improve the appearance of the store.

Interesting Ontario Notes

London's Grocers' Outing Club Has a "Time"—The Prize Nuisance in Chatham—St. Thomas Feels the Peddler Nuisance.

LONDON.

August 24.—Grocery brokers report business quiet with them, while with wholesalers and retailers it is fair. Prices of sugar remain unchanged and raws are dull. Coffees are also unchanged. Extra fine teas keep high and lower qualities are a little easier. Other staples are unchanged, but changes are looked for in food shortly. Fish of all kinds are quiet. Raisins are quiet and currants a little easier. No definite news is yet to hand as to the Spanish and Greek crops.

Fruit dealers say people are going to be disappointed this year in regard to the fruit crop, which the newspapers have led them to believe was going to be good. The crop of early peaches and plums was fair but they were of little use for preserving. The crop of fancy plums and good peaches is light. The crop of tomatoes and grapes is very good.

The Grocers' Outing Club held a successful outing at Dorchester, on Wednesday last. Arrived at the station the party at once proceeded to the fair grounds where a baseball game was to be played. G. Garvey and Edward Ryan acted as captains of the respective teams. The line-up of the two teams was as follows: Mr. Ryan's team—Messrs. Dowell, Ryan, Wilson, Linnell, Vincent, Tripp, Young, Millman and Duncan. Mr. Garvey's team—Messrs. Collis, Nopper, C. Garvey, T. Shaw, J. Wilson, T. Ranahan, Smith, Gilmore and F. H. Traver. Dr. Banghart, of Dorchester, umpired the game in a most satisfactory manner. From the time the ball game ended until six o'clock the crowd amused themselves in a general way. A number went to the

beautiful grounds owned by the gun club and spent a pleasant hour. At about six o'clock the second number on the programme was announced. It was a "duck" supper served in the Linder House. As soon as the meal was disposed of Thomas Shaw, the President of the Retail Grocers' Association, was elected toastmaster.

The first toast proposed was to "The King," which was responded to in the usual manner. The next number on the programme was a song by Edward Ryan, which was greatly appreciated. The toast to "Canada" was next proposed, coupled with the names of E. Wilkey and E. E. Linnell. Both paid fitting tributes to the great Dominion. The chairman then called on Roy Nopper for a song, which was rendered in a manner to win rounds of applause. The toast to the "Retail Grocers" was responded to by Ed. Ryan and Fred. Traver. Mr. Ryan said everyone was here to enjoy themselves, and he sincerely hoped that they would do so. Mr. Traver said this was the first time he had the pleasure of accompanying the members of the club on their annual outing, but he hoped it would not be the last. A toast to the "Wholesale Grocers" was then proposed and was responded to by C. Garvey and McKinley Millman. They both congratulated the club on the success of the outing and hoped to be present at the next annual event of the kind. The next number on the programme was a toast to the "Retail Grocers' Association," which was coupled with the names of E. Young and G. Duncan. Both gentlemen spoke of the benefit the association had done to the retail grocery business. The last toast on the list was to "The

Guests" and was responded to by S. Leish and G. Wilson. Both appreciated the honor of being the guests of the club and congratulated the members on the success of the outing.

The gathering then adjourned to the hotel parlors where all joined in songs, accompanied by T. Ranahan on the piano, until the train was due. The merrymakers arrived in the city shortly after ten o'clock greatly pleased with the day's outing.

Preparations are nearing completion for the Grocers' big picnic at Spring-land, on Wednesday afternoon of next week, and the indications are that the affair will be the greatest of the kind ever held.

CHATHAM.

August 24.—The complaint voiced by the Peterboro correspondent a short time ago with reference to Sunday schools, churches and other organizations soliciting prizes from merchants, strikes a responsive chord here. True, Chatham has never been excessively troubled by prize solicitors, but the kindred evil of programme "advertising" at one time had deep root. Not a concert took place but the management deemed the merchants their lawful prey to the extent of 50c or a dollar, paid for "advertising" space that wasn't worth a red cent.

The evil is one which can be effectively dealt with only by a merchants' or grocers' association. The local branch of the Retail Merchants' Association grappled with it most effectively a couple of years ago, and now the practice, as well as the practice of ticket soliciting, is practically dead. While experience has shown that it is hard to get the entire mercantile community together to discuss united action, yet a dozen or so resolute merchants can make a beginning which others are only too glad to follow. The experience here is that even the few merchants who decline to join the association are perfectly willing to back up its efforts along this line. Furthermore, the mere passing of a resolution by the merchants does much to check this "grafting."

Chatham's tax rate for 1908 will, it is expected, be 28½ mills. While this is a good, substantial figure, citizens have the consolation that the paving of all the main streets of the city is practically complete, and that a few years from now, when the present local improvement debentures begin to drop off, we will be enjoying not only a lower tax rate but modern improvements as well.

Carter Mitchell, one of Chatham's oldest colored merchants, died rather suddenly Wednesday morning. He was 80 years of age, and had conducted a small grocery on Wellington Street East for many years.

J. W. Edwards' general store at Cairo, near here, was completely destroyed by fire on Friday morning. The store was also the village post office. Mr. Edwards' loss is estimated at \$3,000, partly covered by insurance.

Miss Chick, special demonstrator for Peters' and Nestle's Swiss milk chocolates, was at E. A. Mounteer's confee-

tionery store all last week, where she conducted a very successful demonstration and distributed free samples of her goods.

The Stoney Point Canning Company have put up a new \$5,000 building. E. Desmarais has also enlarged his store.

The manufacture of Stogie cigars in Canada is now an accomplished fact, a factory having recently been established in the Irwin Block, Leamington. The product is now being placed on the market.

The 1908 tobacco crop, which, though small, promised to be of excellent quality, is now reported to have suffered somewhat from the heavy rains of last week. A period of warm, dry weather is now needed to bring the crop to perfection. Buyers are very optimistic as to results for next year, and are again advising growers to plant tobacco extensively.

Reports from Blenheim indicate that the bean harvest in South Harwich has already commenced. The patent bean puller is now extensively employed, superseding the old process of pulling by hand, and, incidentally, doing the work in a tithe of the time. While some very fine fields have been noticed, the recent heavy rains have worked considerable havoc in many sections.

ST. THOMAS.

August 24.—Business was rather dull last Saturday, possibly owing to the absence of many farmers who are kept busy in the harvest fields and also to the fact that the employes of the P.M.R.R. held their largely attended excursion to Chatham that day. It is regrettable to the merchants especially that Saturday is always selected as the day for these excursions and next Saturday the Wabash & G.T.R. employes hold theirs to Detroit, which, with the M.C.R., lately held makes three Saturdays already spoiled for trade this season on this account.

It is surprising the apathy shown by the authorities in enforcing the Transient Traders' and Peddlars' By-Law. The city is overrun by tea, clock, clothing, fruit and other peddlars plying their trade unmolested, whilst the grocer has to pay his business tax to keep up the machinery of the law and get no protection in return. This is a gross injustice to him as well as the loss of a legitimate source of revenue to the city. The grocers' section of the R.M.A. ought to take this matter in hand and wake somebody up.

Home-grown watermelons and cantelopes are quite plentiful and readily retail at from ten to twenty cents each.

Plums locally are also a big yield, the trees almost breaking down with them and are ripening three weeks earlier than last year and by the time some of the tardy housekeepers get ready to do their canning, the plums will be all gone. Then, as usual, they will blame the grocer for not telling them in time and he, in the meantime, has had probably to dump them because they were

not ready to buy when he had them. Peaches in the Leamington district are quite plentiful and as St. Thomas depends on that district for its supplies it is welcome news. Eleven-quart baskets sold retail at sixty-five cents last Saturday. Fall apples are abundant and cheap, selling at fifteen cents per peck but winter apples are a very light yield in this county according to reliable reports.

A report was industriously circulated this morning that G. R. Rinn, one of the St. Catharine St. grocers, had his store burglarized on Sunday. When the chief of police called to investigate, however, he found it all a mistake.

Bob has a fondness for the jumbo bunches of bananas out of the car. He got four dandies on Saturday and hung them up in his store. One of the bunches fell and took down the hook and plaster. Someone was in, saw the debris and took it for granted that the store was burglarized, hence the story.

BRANTFORD.

August 25.—C. W. Grantham has purchased from Hagey & Co. their East Ward store at the corner of Alfred and Colborne Streets. Mr. Grantham formerly had a grocery on Dalhousie Street, near the Commercial hotel.

Local retailers report business improving, the holiday season is nearly over and the fruit and pickling season is responsible for a considerable increase in business. Butter is very firm at 26c and 27c per lb. Eggs, 22c dozen.

The Brantford Grocers' Association have received an invitation from the Hamilton grocers to attend their annual hump, and no doubt but many will go to enjoy the lake breezes on Wednesday afternoon.

The regular meeting of the association was held on Tuesday evening and all the business in connection with the recent excursion to Niagara Falls was finished. The treasurer reports a neat surplus. An interesting discussion took place on methods of lessening the credit business. That the cash system is the best and is coming more into vogue is very evident. There should be a larger attendance at these meetings of the retail merchants to discuss matters and to bring things up for debate. The president promises some interesting discussions at the future meetings.

Wednesday afternoon brings to a close the summer half-holiday in this city. The clerks appreciate the generosity of the merchants in giving June, July and August this year.

Thos. Thompson has purchased the grocery on Colborne Street from Norman Willitts and Mr. Willitts, who has been connected with the grocery trade of Brantford for the last twenty years, has entered the bakery business. We wish him every success.

Ald. S. Suddaby, the West Brant grocer, has had plans and specifications drawn up for a fine new store which, it is his intention of erecting in the near future.

GALT.

August 25.—Never before has the town of Galt been closed up so tight as on Thursday afternoon last, when the

retail merchants held their first annual picnic. Every store was closed during the afternoon and the business portion of the town was deserted. Confectionery stores which with the exception of Sundays had not been closed for twenty years, shut their doors, and employers and employees joined in the picnic. It required considerable consideration on the part of Galt merchants to arrive at the conclusion that an outing together would be beneficial in more ways than one, but once the decision was reached the unanimity with which everyone entered into the preparations ensured success, and the outing was an unqualified success. It was the biggest picnic ever leaving Galt and ten cars were required to transport the merchants, their clerks and friends, numbering over 800, to Waterloo Park, a distance of 15 miles. The whole afternoon was spent at the park, and there was a football and baseball game, and a programme of sports, a baby show and a cakewalk, and a dance in the park pavilion. The committee had perfected every arrangement with the result that every minute of the outing was enjoyed by all present. A bountiful luncheon was supplied at six o'clock and the multitude was fed without confusion.

From a merchant's standpoint the picnic was most enjoyable. Business was forgotten for the afternoon and rival proprietors of businesses rubbed shoulders, many for the first time, with the result that a more harmonious feeling between merchants in Galt now exists. It was a great day and the merchants are delighted with the success of their outing. The picnic next year will probably be on a more elaborate scale, and may embrace an all-day excursion.

Wesley Gerbracht, of Deans & Walker, grocers, is holidaying at Listowell.

Robert Percy, of Radigan's grocery, has returned from a week's holiday in Montreal.

The fruit season to date has been very disappointing to local growers, who, owing to the large quantities offered for sale, found it impossible to realize a fair profit. "I can't remember a season since I have been in business," said a local grocer, "when the price of fruit has been so low. It is almost impossible to give it away, and we are compelled to order in very small quantities in order that it does not spoil on our hands. Were it not for the convenience of our customers I would handle absolutely no fruit this year." A number of other grocers were interviewed and all corroborated the above opinion.

New honey in comb and jar is being offered and is moving out very rapidly.

Allan Deans, of the Red Front, spent four days of last week at the bowling tournament in Berlin. His rink reached the sixth round before it was finally defeated.

Miss Dobel Anderson, of the office staff of Sloan Bros., is holidaying in Norwich and Simcoe.

OTTAWA.

August 25.—"Tomatoes are coming in well now, and are dropping in price," said a dealer on By Ward Market this morning. "How is the crop?" was asked. "Mine is very good, and I hear others saying that they expect theirs to come out well. They are good color

and sound. They've been a little late that's all." Prices for the commodity were this morning 18 and 20 cents a gallon, and 40 cents for baskets. The supply was fairly good. Potatoes showed little change, but were, if anything, a shade easier. The quotation was \$1.50 a bag. There was a large quantity of plums offered for sale, but those that were local were a little hard looking. For them 50 cents a basket was demanded. Peaches have been fairly plentiful, but pears are a little hard.

Ottawa's milk supply during the latter part of July was severely taxed. Recent rains, however, have temporarily improved the pastures, and as a result the production at present is somewhat larger, but the general shortage has caused the price of cheese to float above 12 cents, and butter has advanced to from 25 cents to 30 cents.

August 24.—Some of the grocers in Ottawa seem to be after blueberries pretty hard, here's another one. Albert Lafleche, grocer, bought a cargo of blueberries on the market the other morning before the legal hour of 8.30. He was detected by the market inspector, admitted the offence and was taxed \$12. Mr. Lafleche said he thought it was after 8.30 when he bought the produce.

A good many people lately have been inquiring as to the reason potatoes here were so much higher this season than in Montreal or Toronto. The reason given by most of the vendors is that while these two big wholesale centres depend on the outside supply from all over Canada to fill their requirements, Ottawa depends in a large measure on the local supply. This latter happened to be a bad one this year, and consequently prices went up. Probably expecting that they would go down again in a very short time, the local dealers did not bring in enough carloads from Montreal to appreciably lower the price until lately, so that for a time almost record figures were attained.

The monthly meeting of the Ottawa Vegetable Growers' Association, was held Tuesday evening, August 18, in Allen's Hall. The meeting, on account of the Horticultural Exhibition, was not as fully attended as was to be desired, however, some very valuable points were discussed. The chair was occupied by W. Smith, who called upon T. A. Ferguson for an address. He responded and gave some advice on onion growing from personal experience.

Commercial men who are now in the city taking orders for fall delivery, report a gradual revival in trade conditions. "It was never difficult to get orders," stated one of them last night, "but the difficulty arose through slow payments. Paper is now being met with much greater promptitude and the general outlook has vastly improved. The heavy crop in the west will have a very stimulating influence."

Though there has been plenty of fruit on the local market, the prices are high. Imported fruits are more moderate in price than the home-grown, for the Ottawa valley crop is somewhat light owing to the lack of rains in early summer.

HAMILTON.

August 24.—That veteran grocer, C. H. Pebbles, has come to his reward, hav-

ing received an appointment from the Whitney Administration as Division Court Clerk. The best wishes of the retail trade go with him to his new office. He was respected and admired for his many sterling qualities while in the grocery business, and general regret is felt by both wholesalers and retailers at his leaving the trade.

A good story is being told of "Bay" Hill, the energetic secretary of Hamilton Grocers' Association. While out at the recent travelers' snack at Alton a couple of weeks ago, he was introduced to one of the town's foremost citizens. The citizen in question is troubled with inability to remember the names of people. Next day, meeting "Bay" and not wishing to appear forgetful, the foremost citizen, thinking he had a clue, asked whether he spelled his name with an "e" or an "i." Bay smilingly replied, "Why, my name is Hill."

BERLIN.

August 25.—Isador Snyder, one of the progressive farmers of this vicinity, who pays particular attention to several fruits, including melons, says the watermelon crop is an excellent one this year. He will begin marketing them this week.

Three thousand people will come to Berlin on September 23rd to celebrate the 25th anniversary of the organization of the Brotherhood of Railroad Men in Canada, which should be of considerable benefit to local provision and fruit dealers.

The long-continued wet weather caused the farmers a trying time in harvesting oats and many farmers reported instances of the fall wheat sprouting. However, this evil to the wheat was beneficial to the root crops, so Farmer John is not complaining.

GUELPH.

August 24.—One of the best grocery buyers or in fact closest buyers whom I have ever met passed away here to-day in the person of A. J. Fitzsimmons. He was a good grocer and made money in the stand at present occupied by J. C. Chittick. His first question to a traveler always was, "Well, what have you got to-day off the unbeaten track?" Travelers from all parts of Canada will remember him for this quaint saying of his. He was always a buyer, and for cash if you could interest him. Many friends will miss him, but few more than the travelers, who used to have to brush up against him in a business deal.

Albert Van, of J. A. McCrae & Son's staff, had two splendid windows in this week, one with a background of sacks of Wallaceburg sugar at \$4.85, with the front dressed with all kinds of spices from a to z, including two large decanters of vinegar, one cider the other white wine. His other window consisted of fancy jugs, regular 40c jugs for 15c, and was a great drawing card.

The Surprise Soap Co.'s representative, D. L. Blake, was in town this week advertising this famous brand of soap. He dressed a few windows also, and made many friends. He did quite a business in caps and twine holders also. His window dressing was all that could be desired, but when a professional does

come along we are looking for something out of the ordinary. The boys are all willing to look and learn, but several windows of the same kind is not just exactly what we are looking for. You did all right, Mr. Blake, but give us something or show us something next time out of the ordinary and we will appreciate it more.

The clerks' advertisement and the merchants' advertisement in each Wednesday afternoon's paper cause a good deal of merriment, but so far the clerks have had the best of it, and also the half-holiday.

Surprise soap is all O.K., but heavenly day, I wonder if it will take mucilage off windows is a question I heard to-day. Will some of those Galt people tell us?

STRATFORD.

August 25.—Does it pay to sell cheap granulated sugars? Twenty cents per cwt. is quite an inducement for many grocers to handle it and there seems to be quite a lot of it on the market. Just now during preserving season when sugar is the big item in groceries it is a most important question for every merchant. It is true a merchant has to figure out his percentages—but in just what way they are figured out means much to the sound establishment of his business. To-day customers certainly know the difference between a cheap article and a genuine one, and are not easily fooled—hence the merchant that pushes cheap sugar is doing an injury to his business. Wouldn't it be a better way to give a pound less per \$1, give the genuine article and build up a reputation for good reliable groceries?

Surprise soap and Lea & Perrin's sauce are being freely advertised in the city, many grocers having placed their windows at the disposal of the former.

Leo Killoran, proprietor of the M. J. Killoran grocery, is the local C.M.B.A. delegate to the big convention at Quebec.

Tomatoes are very high in price and are rather on the scarce side. They are retailing as high as 50c per basket. Peaches are of poor quality so far and very few being handled. Plums and pears are plentiful.

INGERSOLL.

August 24.—With the breath of autumn stealing upon us in the early morn and at evening time, one's thoughts naturally turn to the fruit season, the most delightful in Canada of all the seasons. The early fruits were abundantly plentiful, and this also may be said of the autumn fruits. At the present time plums are being marketed in very plentiful quantities, and it is said that the yield in the surrounding districts will be the heaviest in years. This is probably true as the price, for the opening of the season, is considerably cheaper than usual.

The tomato, a vegetable which finds favor in every household, will also be extremely plentiful this season. The scarcity of fruits and the increased price of sugar during recent years, were factors in lessening the quantity of fruits in many homes, and, as a result, their places have been filled to no small extent

by vegetables, chief among them being tomatoes. Many housewives have increased their supply of catsup, and it is always a welcome table requisite and means a saving of fruit. The pinch of hard times which many experienced last year taught them a lesson in frugality and industry, and more and better worked gardens are to be seen on every hand. This means that the average citizen will not be as dependent upon the market as heretofore. Special attention has been paid to tomatoes, cucumbers and potatoes, the three staple vegetables, and prices this winter will doubtless be cheaper than for several years for this very reason.

Beattie & Co. took advantage of Civic Holiday, Monday, August 17, and removed to their new premises. They have many important improvements in contemplation, which, when carried to completion, will make the new stand all that could be desired for the grocery business.

For the past week or two the community has been terrorized by a bold gang of sneak thieves who have visited dwellings, stores and offices. Among the places visited was Sherry's grocery store on Thames Street. An entrance was effected by cutting the screen at the window over the front door. The window happened to be open, and the thieves had little difficulty in entering the store after the screen had been removed. They secured between four and five dollars from the till, and a quantity of tobacco, cigars and other articles.

TORONTO.

August 24.—Harry MacDonald, the Sorauren Avenue grocer, was up in Guelph during the Old Home Week, and while there, besides enjoying himself fully, he made arrangements out at the Model Farm for a good-sized supply of butter weekly. The idea was a good one and residents of North Parkdale seem to thoroughly appreciate the excellent butter. About 200 pounds are being brought in weekly.

Roy Armstrong, of the Perkins, Ince Co., Toronto, is spending a vacation at Buffalo. John Stevens, book-keeper for the same company, is holidaying at Scarborough.

At the regular monthly meeting of the Toronto Grocers' Section of the Retail Merchants' Association, held at their rooms on Monday evening, August 24, the committee appointed to interview the wholesale grocers in regard to the question of discounts, presented its report. A. B. Griffin presided at the meeting, which was well attended, and Jno. F. Holloway and W. M. Miller, represented the committee. Mr. Holloway reported that the wholesalers they had met stated that for three reasons they were compelled to take this action. The manufacturers had cut off discounts to the wholesalers to the extent of 60 per cent. of their business; the system of discounts had been abused by the retailers; and discrimination had been unconsciously enforced against some retailers. Where discounts were given for ten days, some retailers had abused the pri-

vilage by making it more like sixty days, and it was a difficult matter for the wholesaler to know where to draw the line. A number of retailers instead of paying accounts in ten days, let them run thirty and forty days, and then remitted a check after deducting the discount. The conscientious retailer who knew that discounts meant paying in ten days would pay his account in full if it ran over the period. Thus the wholesalers found that some retailers were discriminated against.

The meeting received the report and decided that if the wholesalers insisted upon carrying out their intention of cutting off all discounts, then it was necessary for them to make reasonable concessions. The same committee was appointed to wait on the wholesalers and see what concessions they would grant. The committee is to report at a special meeting on Friday, August 28.

The report of the development of the co-operative system in Toronto was read by E. M. Trowern, and a resolution was unanimously passed asking the general executive board of the Toronto branch to take vigorous steps to inform the public through the press or otherwise as to the real facts concerning the system.

The report of the committee regarding hawkers and peddlers was brought in. The committee had been before the Board of Control and asked that the peddlers' by-law be enforced, to which the Controllers agreed. The committee was instructed to take proceedings against any peddler who engaged more than one person on a wagon. The committee is also to interview the Police Commissioners and see that the by-law regarding peddlers with push-carts be enforced and that these men be made to move on as authorized by the by-law.

A committee was appointed to prepare a list of prices at which staple articles should be sold, and this list is to be issued to all members once a week.

The local representatives of Thomas J. Lipton have arranged rather a novel window dressing contest for the grocers of Toronto. \$250 in prizes are offered for the best eighteen windows dressed with the firm's tea, coffee and jelly tablets. The period of display is to be from August 29 to September 12, and the editor of The Grocer is to do the judging. The company offer show cards, etc., to assist in dressing the window. Photos are to be sent in to the Editor of The Grocer and must reach him by September 21. The contest is creating a good deal of interest in the city, and the entries promise to be large in number.

A tea-room has been opened at 191 Yonge St., by Thomas J. Lipton, to demonstrate the firm's products during the two weeks of the coming Exhibition. The idea has proved exceedingly popular in Montreal and Quebec, as it has done here in former years. Visiting grocers are invited to make the room their headquarters during the Fair.

C. Lyons, general merchant, Rosthern, Sask., is succeeded in business by Lyons Bros.

INTERESTING PROVINCIAL EXHIBITS.

1,000 Miles of Wheat From Saskatchewan—An Unexcelled Dairy Display.

One of the most attractive features of the Canadian National Exhibition, which opens in Toronto next week, will be the exhibits from the various Provinces of the Dominion.

Alberta's exhibit, for instance, will include a mirror arrangement reflecting 1,000 miles of waving wheat extending from Edmonton to Portage la Prairie. An exhibit from Saskatchewan will be a working elevator showing how grain is stored and shipped.

In dairy products there never was such a good showing at the Exhibition as this year, especially in butter exhibits of which are promised from Prince Edward Island, Nova Scotia, New Brunswick, and in extra quantity from Quebec.

Grocers will find numerous points of interest at the great Fair, and a visit will be well worth while.

INVITATION TO THE TRADE.

If you are coming to the Toronto Exhibition—and I trust you are—plan to call at our office, 3 Wellington Street East, and make it your headquarters while in the city. Just consider our staff, phone, writing material, etc., at your disposal. If we can be of service to you it will be a pleasure. When at the Exhibition grounds be sure and visit the "Red Rose Tea" booth in the Manufacturers' Building and you and your friends enjoy a cup of "Good Tea."

TRAVELERS HOTEL IN OTTAWA.

Commercial travelers visiting Ottawa these days are going in larger number than ever to the new Hotel Cecil. The boys find every modern convenience at this hotel and are delighted with the excellent cuisine and prompt service. Mr. Walter B. Walby, the proprietor, has been 18 years in the hotel business, and has always found the "Knight of the Grip" the best patron of any high-class hotel. For that reason he has, since the opening of the Hotel Cecil, catered particularly to the commercial travelers of the country.—Advt.

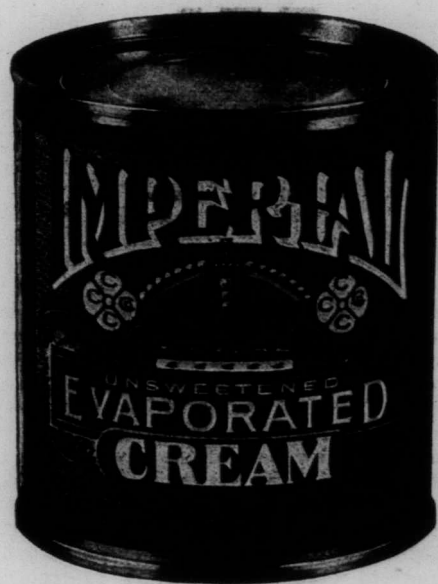
TRADE NOTES.

S. J. Smith, Hamilton, has sold his grocery business to E. R. Almas.

John A. McFarlane, grocer, Shakespeare, is advertising his business for sale.

McArthur & Dezall, general merchants, Hopeville, have dissolved partnership. The business will be continued by Mr. McArthur.

The Robert Greig Co., Toronto, have recently made large shipments of White Swan Prepared Coconut to Winnipeg and other points. Their business in this and in White Swan Coffee is steadily growing.



Imperial Evaporated Cream

The continued call of the trade for high-class Evaporated Cream from manufacturers who could fill orders led us to Purchase a site and erect a condensing plant in Chesterville, Ont.

Here we are putting up **IMPERIAL BRAND EVAPORATED CREAM**, with which we are now prepared to supply the trade.

Our plant is most modern in every respect, while our milk supply is perfect, enabling us to turn out the finest product.

Further Information, Prices, etc., will be

Sub-Agents:
Toronto—Anderson, Powis & Co.
Hamilton—J. H. Herring
London—Alex. Tytler
Winnipeg—W.L. MacKenzie & Co.

The Canadian Corporation
Chesterville, - - - -

Sales Agents:
S. H. Ewing & Sons, Montreal

Reasons Why it will Pay You to Stock Imperial Evaporated Cream.

1. Our condensing plant is located in Chesterville, situate in the finest dairying district in Ontario, ensuring a steady supply, Winter and Summer, of rich, pure milk, from farmers who are expert dairymen, and who make a specialty of raising milch cows.

2. Our 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.

3. Our Imperial Evaporated Cream is put up in an **ABSOLUTELY SOLDERLESS TIN**, the cap being clamped on instead of soldered.

This is an innovation in condensed milk and evaporated cream, and makes it possible for us to state that we have the **MOST SANITARY TIN** of any manufacturer now offering his goods to the trade.

4. Imperial Evaporated Cream is put up in the regulation 14 oz. tin, with an attractive label.

5. **WE CAN FILL YOUR ORDERS PROMPTLY.**

ation, Prices, etc., will be gladly furnished.

Canadian Condensing Co.

Ont.

Sub-Agents:

Quebec—Albert Dunn

Ottawa—A. M. Loucks

Kingston—C. De Carteret.

Sales Agents:

& Sons, Montreal and Toronto

"Men Who Sell Things"

Something Further About Letter-Writing—Make Them Personal Talks With the Customer—A Homily on Price-cutting Which is Characterized as a Weakness—Quality and Value Rather Than Price the Real Factors in Selling Goods.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

To begin with, don't put too much of yourself into your letters. The best customer on your calendar is not interested overmuch in you. The thing that concerns him is how you can help his situation. Don't fool yourself into believing that you have him solidly bound to you by close ties of friendship. Intimate acquaintance is worth much, to be sure, but your own brother will patronize you in a business way only so long as you can make it worth his while from a dollar-and-cent standpoint. That is because business is business. Friendship is another matter. It is useful only as a path-opener in business. It will keep the opening clear only as long as it conduces to your customer's commercial prosperity.

Keep Self in the Rear.

But to return. In letter-writing keep yourself in the background, put your customer's interests to the fore, and avoid construction of the machine-like, ready-made order. Introduce your subject in a graceful, natural and friendly style; then, carefully avoiding meaningless sentences, proceed into the real pith of your proposition, making your points tell one on another, briefly, vividly, connectedly, down to the leave-taking, which should be genuinely polite, but withal natural and pleasant, as you would say good-bye to a friend or acquaintance about to depart on a short journey.

You wouldn't greet an old acquaintance on the street with, "Excuse me for taking this liberty in saying how do you do," or "The favor of your presence here on the street with me is heartily appreciated, I assure you." And you wouldn't leave him with, "I hope you will remember me. Good-bye," or, "I hope I have pleased you in this meeting, and that you will offer me further opportunity for continued acquaintance."

Sounds funny, doesn't it?

Well, that's the way it sounds when you write letters that way. If you wouldn't talk that way to your friends, why do you write in that style? Think it over.

You don't do it? Oh, yes, you do! And you are not alone in it either.

Make it a Personal Talk.

Bring your customer as close to you in a letter as you would in a personal talk, if he were sitting at your elbow in the sample-room or talking to you at his own desk.

Men of limited schooling have found an easy method of increasing their vocabulary in reading extensively and studi-

ously from the lives of great men, and other works of educational interest. In precisely the same way the salesman may increase his knowledge of correct letter writing by making a careful study of the style adopted by men who are specialists in the art of business-letter writing.

Take pains with your letters. When one is finished in which you wish your powers of persuasion to have full swing, read it over carefully; study the weak points and try again. Keep on trying until you hit upon a style that you feel certain will have the desired effect.

I have known men who, from long practice, were skilled in the art of constructing powerful business-getting letters, to ponder for hours and destroy many copies in an effort at shaping up just what they wanted for a strong letter with which to fit a specific purpose.

The power of business-letter writing as a silent factor in salesmanship is second only to the oral method.

To any salesman who will intelligently explore the field there awaits a golden harvest. Begin now while the subject is fresh in your mind. In place of using the conventional advance cards, that outlived their usefulness before their invention, invest a dollar or two occasionally in the services of a public stenographer, and keep your customers in touch with you by heart-to-heart, elbow-to-elbow business-getting and business-holding letters.

It will please and surprise you amazingly to see how quickly and effectually your work will take on new life. All that is necessary to germinate it is a little time employed from among the many idle hours on board the train or about hotel lobbies, coupled with the slight investment of a few cents, and a larger one of sense.

CHAPTER XVI.

Getting the Price.

The highest delights are often found by turning the back on inviting by-paths and facing cold duty.

It is hard to redeem the salesman who is under the narcotic of price-cutting.

The habit of making your own prices on your employer's goods is a moral kink in your selling education, a hold-back on your advancement in the profession, and a sink-hole for the profits of your house; and if you cannot break yourself of it, better far that you quit salesmanship and become an auctioneer; then you can have unlimited latitude

to indulge in the pastime of tobogganing on a sliding scale of price-making where no harm can be done.

The most inexcusable fault in any salesman is the lack of ability to get the price.

If you will always keep in mind the principle of not allowing your customers to make your price, you will find how easy it is to make sales at the prices with which your goods are marked.

There are shrewd buyers everywhere who have learned that if they can put the price on the other man's goods they are morally certain of getting the best end of the bargain.

When a customer enters your sample-room and informs you that your competitor has offered him the same article you have just shown him at a lower price than you named, you should at once settle it with yourself that you will be establishing a dangerous precedent in falling into the hands of that customer, if this reported cut in price is met without careful investigation. And even then you should generally stand firm and refuse to meet this competitive attack. The salesman who sells the right goods to his customers in the right way has no need to do business at a loss on any article, or to allow his competitors or his customers to make his prices.

It is a good thing to remember the old rule that a good buyer never calls attention to the fact of prices being higher in one place than another. If a higher price has actually been named than he could buy the same article for elsewhere, he quietly drops it, slips away to the store of the man who made the lower price, and places his order there.

Testing the Salesman's Nerve.

In nine cases out of ten, when a buyer questions your prices he is merely testing your nerve as a salesman. If you should yield just once, and your house be lax enough to permit it, you are done for on price-getting with that buyer as long as you travel that territory.

The weak-kneed salesman who is unacquainted with the mind of the average buyer imagines because he is not strong himself on his own goods and prices, that the buyers on his territory will share his uncertainty. If they do share it, it is because of his reflected weakness, and not on account of his values.

All through the various phases of salesmanship, faith runs like a silver thread. If a salesman's faith is weakened with dread and doubt, he must

blame his failure on his lack of confidence, and not on his goods.

When you start out with a new line of goods at the beginning of a season, and your faith is abundant, how easy it is for you to drive your points home and clinch your arguments with every article shown. No room for price-cutting then!

Now, as a matter of fact, the prices of the goods in your house are pretty generally right. An off price now and then, even on a marked article, is perfectly liable to occur, but it is nothing to be alarmed at. Your house could not remain in business and pay you the salary you are drawing, if it were always under the market on everything it had to sell.

Price Not So Important.

While you are looking with an eye to picking the easy sellers in your line, don't forget that price in merchandising does not cut so much figure as it did ten years ago. The buyer's argument then was price and quantity; now it is selection and quality. The merchant is out of date who goes about the market wearing that old price bugaboo around his neck. There is little room for doubt that his shelves are filled with shop-worn "bargains," in place of up-to-date merchandise.

On a certain occasion a big and pompous dealer from the West came into our store, and in a loud voice said:

"I'm looking for the man who makes prices."

The sales manager was called, and explained to him that no in the place was empowered with that privilege. "Our prices," said he, "are the same to you as to others."

"But," answered the merchant, "I have always heard it stated that you were high-priced."

"You are willing to trust to your own knowledge of values, are you not?" asked the manager.

He said he was, and expressed a desire to go through the house. Stopping on one of the floors where he thought it would be a good place for the merchant to start in to buy, the manager launched into a brief, terse argument, in which he cut loose from cheapness—emphasizing merit—laying stress on inherent worth both of style and quality.

That buyer placed an order for fifteen hundred dollars before he left, and came back for more goods each season afterwards, always acknowledging that that argument on quality had been worth a great deal to him in his own business.

I have known salesmen to be so weak on price that, when they discovered an article in the line that was overvalued, from among hundreds of others of exceptional value, all they could do was to go about the place and hound everybody they came in contact with about it, as if the whole future of the house and themselves depended on immediate adjustment of the matter. Their argument was that if a customer should happen to run across it, it would prejudice him toward the entire line. Nice

compliment to their customers' knowledge of values, wasn't it?

Knowledge of Values Counts.

For the education of just such salesmen, let me emphasize right here that buyers do not turn down a house of standing because of a price or two being out of the way. Every buyer has certain houses on his staff that he likes to favor. Before going to market he makes a mental blue-print of the amount of goods he intends to purchase, and about how much he will leave with each house. In visiting the various places he is in the habit of frequenting, his chief attention is given to selection on style—not price. He picks out patterns in one house that he did not see in another, and vice versa. If, perchance, he actually discovers the same article in two places at different prices, and he has already purchased it at the higher price, he simply cancels his order for that one thing and places it with the other house. But on no account does he condemn the entire plant because of that experience. So there is no need of fear that your trade is going to leave you on any such pretext.

Enlargement of the heart is responsible for price-cutting on the part of some salesmen. They permit a buyer to work on their sympathies with stories of the quantities of goods he can use if the price is right. He pleads his case so eloquently and with such ardor that the salesman forgets that successful salesmanship depends upon his ability to lead his customers—not on following them. Leaders are finders; followers get but leavings.

"Clouds are helped by winds to rise. Be not a cloud; strive to be the wind whose will the clouds obey."

Price-cutting is Character Weakness.

The spirit of accommodation is all right in its place, but it amounts to an offence against your house when you take the liberty of displaying it at the firm's expense. It is easy to be generous with other people's resources, unless your character is free from kinks. Price-cutting is character weakness. Did you ever think of it in that light?

What right have you to reduce the price of another's goods purely of your own volition?

No more right than you have to go behind the cashier's desk, put your hand in the money-drawer, and take out the same amount you lop off in a cut price and give to a customer.

Sounds severe, does it not? It is the truth. Truth hurts sometimes, but when it hurts most it does the most good.

You are paid to sell goods at a profit.

The Sheldon definition of salesmanship is the best I have ever heard—

"Power to persuade people to purchase at a profit."

Not simply to purchase, but to purchase at a profit.

Your salary is based upon a percentage of your sales, plus traveling expense. When you cut prices, this percentage does not fluctuate with your

cuts. It goes on just the same whether you are steady on prices or not. The basis of profit to you remains the same. If your house fixes the percentage on the profits of your sales instead of the actual sales, that is a different proposition. That is the safest and surest remedy for price-cutting; it makes the fiddler dance to his own music.

Minus a Safety-Valve.

The house employing many salesmen without a profitfiguring department is like a steam boiler without a safety-valve.

Strange as it may seem, salesmen who have enjoyed the widest liberty in the conduct of their firm's affairs abroad, and whose basis for salary has been changed from net sales to profit on sales, decidedly prefer the latter method. It leaves no gaps in the selling-fence through which the salesman is tempted to wander into by-paths. It is always easier to keep your mind on one object than on a dozen. When that object is the sale of goods at a profit, it is easier of accomplishment with the course positively defined. The man is yet undiscovered who can successfully watch all the attractions going on at once in a five-ring circus.

If, however, your house is still operating on the old plan of percentage on sales, and there is no limit to your latitude (don't put the coat on, now, unless it fits; this chapter is intended for that class of salesmen for whom instructions have but little restraining influence), stop for a moment to consider your house. It pays you your salary. It is the head of the business family of which you are a member. True, you could go elsewhere and secure a position—almost any one could. That is the meanest argument you could use. The question is, Have you no filial business regard for the head of your business family?

(To be Continued.)

WELL-THUMBED EVIDENCE.

A short time ago a well known trade paper received a substantial advertising order from a concern which had formerly used space very sparingly. Later, the sales manager of that concern while conversing in a social way after business hours with the trade paper's advertising representative, explained his reason for the increase of advertising. He said that while making a personal trip over the territory of a sick traveler he entered the private office of a large retail merchant from whom he got only occasional and sparing orders. But, before leaving, he noticed that the most well-thumbed article on that merchant's desk was the current issue of the trade paper in question. That decided him.

Royal Salad Dressing

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

Royal Salad Dressing is made only by

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

Boneless Cooked Hams

We have always on hand a fresh supply of Boneless Cooked Hams, specially selected and prepared for our trade. The quality is the very best, and we recommend them to our customers during the picnic and out of town season.

F. W. Fearman Co.

Pork Packers and Lard Refiners
Phones 674 and 675. 17 MacNab North
Hamilton, Ont

ASK FOR

**O'Mara's Bacon, Hams,
Lard and Cooked Meats**

By handling superior goods
you will increase your trade.
I supply only A1 quality.

Quotations Gladly Given.

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - ONTARIO

Breakfast Bacon Skinned Backs Hams and Rolls

Finest Quality. Made
from Selected Hogs.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, August 27, 1908.

The weather has been very favorable to cheese production for the last ten days or two weeks and as a result arrivals are showing an improvement in quality. The advance in price checked the export business for a short time, but now enquiries are beginning to arrive. Many of the large English houses have advanced their prices, and are now able to sell the Canadian product. The English people have always been known as good feeders and a rise in price is not so apt to deter them from buying as perhaps it would in some other countries. The quality of the cheese now being shipped is exceptionally good and this fact is helping the sale immensely on the British market. Dealers say that although times are not so good the demand for Canadian cheese keeps up, therefore they propose covering their wants, although they have to do so at advanced prices. Taking into consideration the fact that the taste for cheese in England is more deeply seated than it is in America, we would naturally look for more uniformity in demand in the English market despite the peregrinations of price than we would see in America. Here we find the demand is exactly relative to the price. Americans do not consider it so essential as a food as the British people, therefore high prices are liable to limit sale.

P. B. McNamara, commissioner at Manchester for the Department of Trade and Commerce of the Canadian Government, says:—"So far this season Canadian cheese has been neglected in the north of England, which is due to the fact that domestic cheese was cheaper than the Canadian." Continuing, Mr. McNamara said that the wholesale and retail trade have the impression that cheese prices are being held up by forces which they cannot control, and they are content to let it alone, or at any rate to deal with only compulsory quantities. Since this opinion was expressed, however, the English buyers have become convinced of the genuineness of the Canadian situation, and are now taking the Canadian product at Canadian prices. The wary manner displayed by the English buyers during the entire season seems to be attributable now to this impression that some artificial force was bolstering up the price here, and they disliked to pay a fancy figure due to any such causes as this.

Receipts of cheese for the week ending August 21 amounted to 78,281 boxes, as against 75,306 boxes for the previous week, and 79,521 boxes for the corresponding week of last year. Shipments of cheese from Montreal last week amounted to 70,574 boxes, as against 65,493 boxes for the previous week, and 60,759 for the corresponding week of last year. Total shipments from Montreal since May 1, 957,286 boxes as against 1,106,883 boxes for the corresponding period of last year.

The local market is firm and there is a good demand. Westerns are quoted at 12½c to 12¾c, and Easterns at 12½c to 12¾c.

From all appearances it looks as though the British people want our butter regardless of what they are obliged to pay for it. When the high prices first went into effect it checked the inquiry from the other side, but now Englishmen are evincing interest in our butter in spite of the present high prices. This is a compliment, indeed, to Canada, when we know that Siberia and Australia are pouring their products onto the English market in great abundance. The Siberian receipts are a record, and it must not be lost sight of that this butter is getting better as regards quality, and is becoming more suitable to the English market. At the present time, however, it is not in the same class with the Canadian product, but it is pointed out that this immunity which we enjoy in the high grade lines may not last forever, as improvement takes place all along the line. At the present time Siberian butter offers the best value of any butter in the market for the bottom price.

Throughout the Eastern Townships

there is a feeling that the make will not be as large as was anticipated. It is rather difficult to arrive at a reason, because when the factory men are asked they shrug their shoulders and do not advance any definite reason. Among the trade the same impression prevails, and it is thought that the same conditions will prevail which we experienced last fall when there was not a sufficient production to supply home demands. Some people who profess to have made a more than casual investigation claim that the number of cows slaughtered last fall was larger than is generally thought. In view of a perspective shortage in the local market a few choice lots have been going into storage. If the price in England continues to go up there ought to be a chance for someone here who has the goods to deliver to make some money.

Receipts of butter for the week ending August 21 were 14,681 packages, as against 19,486 packages for the previous week, and 14,780 packages for the corresponding week of last year. The local market is steady, with finest creamery quoted at 23½c in round lots, and 24c to 24½c in a jobbing way. Exports of butter last week were 4,031 packages, as against 4,678 packages for the previous week, and 3,688 packages for the corresponding week of last year.

THE PROVISION SITUATION

Toronto, August 26, 1908.

Conditions in the Canadian packing industry do not present features much different this week from those noted in last reports. The British market is reported a little more steady and the situation is a little more encouraging, with offerings of 52 and 53 shillings for Canadian bacon, but even at this there is not a great deal of encouragement for Canadian packers to ship over large quantities. The continued low basis of this market at this time of the year, when packers expect to do the best business, is very disappointing. At present, also, there seems to be no more encouragement in the outlook.

The only redeeming feature is continued good business at home. Demand continues active and shipments to various consuming points in the country have been quite heavy.

This business, of course, is not large enough to keep the factories running full capacity, but even at that they are not being offered any more hogs than requirements call for. Two factors account for this, one, the fact that the harvesting operations which still continue in Ontario, are keeping the farmers busy, and, again, the prices offered are not particularly tempting. The price is

about 25 cents lower than was offered a week ago, \$6.15 to \$6.20 being the offering for general run in Toronto. The quality of hogs offering is fair.

Consumption seems to have fallen off materially in the United States, leading to complicated conditions, as is evidenced in the following summary from the New York Journal of Commerce:

"The past week has witnessed a considerable break in hog products owing to continued decrease in consumption, both home and export, and to lack of decrease in stocks, though receipts of hogs are still moderate. The packers have failed to support the market, and there has been a good deal of liquidation, said to be of outside longs, but as there are not many longs outside the packers it is believed that a good deal of it was for the packers themselves, in view of the improved prospects of the corn crop, which gives promise of a lower basis for hog products on the new crop. There is no question that packers are sorely disappointed over the continued lack of demand, which they have been promising the trade during the dull summer, but there are no prospects of improvement abroad or at home, as the public is not consuming as much salted meats as expected, as a result of the extremely high

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

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

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

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

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

USE OVAL WOODEN BUTTER DISHES

THOMAS BROS., St. Thomas, Ont.

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

prices of fresh meats, and consumption of both is far below the normal, owing to hard times as well as high prices. It has been thought the past week that packers have been actually getting out of their stocks on hand, as they see little prospect of better prices during autumn, except in the South, for ribs on a big cotton crop. At any rate they have permitted the decline, though the bulls claim that they have allowed the weak outside longs to liquidate on as low a basis as possible before they came in to take their load off their hands. The supply of hogs has been larger than expected, as well as the demand for the product smaller, although still behind a year ago and lighter in weight."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Locally the demand has been fairly good, and prices have been maintained. A weaker feeling has prevailed in the foreign markets for Canadian bacon, but so far this has not affected the local market price. Other lines are steady and unchanged in price.

Lard, pure tierces.....	0 12	
" " 55-lb. tubs.....	0 12 1/2	
" " 30-lb. pails, wood.....	0 11	
" " cases, 10-lb. tins, 50 lbs. in case.....	0 12 1/2	
" " 5-lb. ".....	0 12 1/2	
" " 2-lb. ".....	0 12 1/2	
Lard, compound, tierces, per lb.....	0 09	0 09 1/2
" " tube.....	0 08 1/2	0 09 1/2
" " 30-lb. pails, wood.....	0 10	
" " 30-lb. pails, tin.....	0 09 1/2	
" " cases, 10-lb. tins, 50 lbs. in case.....	0 09 1/2	0 10
" " 5-lb. ".....	0 08 1/2	0 10
" " 2-lb. ".....	0 10	
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork.....	23 50	23 50
Canadian short cut clear.....	23 00	23 50
Very heavy clear fat back.....	24 50	
Breakfast bacon, per lb.....	0 14 1/2	0 16
Hams.....	0 12	0 14 1/2
Extra rib beef, per bbl.....		17

BUTTER—Butter has advanced slightly since last week, as there is nothing in fresh creamery now obtainable under 25c. This strong undertone locally is due to higher prices in the country. Dairy butter is scarce and prices remain the same.

Fresh Creamery, solids, 1.....	0 25	
" pri. ts, lb.....	0 25	0 2 1/2
Dairy, tubs, 1.....	0 20	0 22

CHEESE—The cheese market is steady and the export demand is good. There is a slight falling off in receipts, but the quality of cheese arriving is excellent. Locally the demand is good and prices are the same as a week ago.

Cheese, new, large.....	0 12 1/2	0 12 1/2
" " twins.....	0 12 1/2	0 13
" " old.....	0 15	0 16 1/2

EGGS—Eggs are arriving freely and receipts are quite ample to supply local wants. Quality shows some improvement, due to the cooler weather. The local market is steady at unchanged prices.

New laid.....	0 19	0 23
No 1 Eggs.....	0 19	0 20
No 2 Eggs.....	0 15	0 16

HONEY—Free supplies of comb and strained clover are arriving. The demand is good and prices are unchanged.

White clover comb honey.....	0 13	0 14
Buckwheat, ext. acted.....	0 10	0 11
Clover, strained, bulk, 30 lb. tins.....	0 09	0 10

TORONTO.

PROVISIONS—Moderate demands and moderate supplies make the market somewhat easy this week. The usual summer lines are still selling well, but the others are a little on the quiet side.

Long, clear bacon has gone up a half-cent a pound and lard has advanced a quarter-cent. There is a rumor abroad that beef and lamb prices will decline before a month's time, but pork lines are expected to remain firm at present quotations.

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

BUTTER—This line remains in price at last week's quotations and the butter market is very firm, due to conditions prevailing all summer. Packing for winter is being done by all buyers, large and small. Very little is put up for export, and the high prices of last winter should be impossible in the face of the amount that is now being put away for future use.

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

EGGS—Supplies are low, and very few eggs are arriving from the country. Those which are coming in are suffering from shrinkage. September will be here before any great quantities of eggs arrive, and it is to be hoped that a larger proportion of them will be good than has been the case this month. Eggs are now selling at 21c.

CHEESE—Quiet business is being done in cheese, and the old quotations remain unchanged. This line is showing a little more life than for some weeks past, but the cool weather will have to come before any noticeable change comes over the market.

Cheese large, prim' old.....	1 1 1/2	0 15 1/2
" " new.....	0 1 1/2	0 13
" " twins, new.....	0 13	0 13 1/2

POULTRY—A few dressed fowl are being offered, and live birds are beginning to be killed and put in storage for future use. Next week will see the commencement of the rush season which promises to be equal to and may even surpass the business of a year ago. Young ducks are an unknown quantity, and consequently show an easier price. The other lines remain unchanged in price.

Spring chickens, per lb, live.....	0 3	
Hens, per lb, live.....	0 10	
Young ducks, per lb.....	0 08	0 12
Turkeys, per lb.....	0 13	0 14

PUSHING PLUM PUDDING.

The Grocer had the pleasure of meeting in Montreal, this week, Arthur H. Clements, sales manager of the All-ready Pure Food Co., of Canada, inc. Mr. Clements is pushing a prepared plum pudding which he intends shortly to introduce to the grocery trade. The line has met with excellent sale in the United States. Mr. Clements is making Bridgewater, N.S., his headquarters.

BLUENOSE BUTTER

in Sealed Tins, all sizes from half-lb. up to twenty-eight lbs.

Prospectors, Survey Parties, Fishing and Hunting Parties, Camping Parties of all kinds, need good table butter put up in convenient form to carry easily and keep well, that will show the right quality when it is wanted for use.

Bluenose Butter Fills the Bill

The Maritime Provinces of Canada, popularly called the Bluenose Provinces, are noted for their sweet growth of grasses, running brooks and cool nights—ideal conditions for the production of good butter. "That's the reason" Bluenose butter is so good.

Order some the next time you go to the woods.

Smith & Proctor

Halifax, Nova Scotia
Canada

HEARTY THANKS TO THE TRADE

I beg to thank the trade for the way in which they supported my advertising campaign of

CLARK'S OX TONGUE

A new campaign is now on to help dealers make quicker profits for themselves on my goods. This campaign will include

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

WM. CLARK

Manufacturer

MONTREAL

THE VALUE OF BOVRIL



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

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

BOVRIL Ltd.

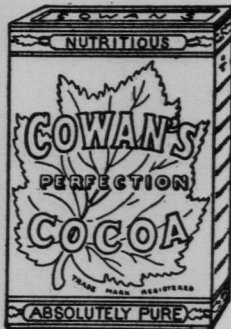
27 St. Peter St.

MONTREAL

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

Delightful in Flavor
COWAN'S
 Cocoa and Chocolate

The people of Canada know that Cowan's Cocoa and Chocolate have no peer.



Are you pushing Cowan's? The way to create a permanent buyer of Cocoa is to sell her Cowan's Cocoa. Its absolute purity fosters appetite.

The Cowan Co., Ltd.

By Royal



Letters Patent

Nelson's Opaque, Brilliant,
 Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S
 Granulated Jellies, Tablet Jellies, Creams, Custards,
 Fruit Puddings, Bottled Jellies, Lemonade
 Crystals, and Baking Powder.

Nelson's Gelatine
 and
 Liquorice **Lozenges**

NELSON'S SOUPS
 (SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

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

The above can be had from any of the following agents:
 The Smith Brokerage Co., Ltd., St. John, N.B.
 Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
 J. L. Watt & Scott, 27 Wellington St. East, Toronto.
 E. W. Ashley Winnipeg.
 Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA:
 No better
 Country



MOTT'S:
 No better
 Chocolate

Chocolate Season

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

Mott's
Chocolate

There are two brands to remember, for drinking and eating, and cooking purposes—

"Diamond" and "Elite"

brands. Your Jobbers carry both.

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

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THE
HIGH-WATER MARK
 in Low-water Times

That's the record of

SHREDDED WHEAT

to August, 1908.

While other cereal concerns have cut down advertising and show a decreased business, Shredded Wheat is advertising more extensively than ever and shows an increase in sales of many thousand cases over the sales for corresponding month of 1907.

The reason? You know it if you know Shredded Wheat. No other cereal food can match it for strength-giving, body-building material, for economy, or for wide culinary uses.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Canadian Shredded Wheat Co.
 Niagara Falls, Ont.

THE FLOUR AND CEREAL MARKETS

Flour Continues Strong With Prospects of Much Higher Prices—Cereal Business Active and Encouraging.

Following the forecast of an increase in oat products last week comes a warning this week of the likelihood of much higher flour prices this fall and winter. John Washburn, vice-president of the Washburn-Crosby Milling Co., one of the largest milling firms in the United States, said the other day: "From the present indications it is safe to believe that the general range of quotations on all grades of flour will run higher than even last year, which, it will be remembered, was an unusual year on account of prices. It is generally expected now in the east, as well as in the west, by flour merchants, that the price of flour will be lower this year. I am prone to believe that they will be disappointed and that these parties will be obliged to pay more for flour this coming fall than they paid last."

Local millers verify this view to some extent, though rather more conservatively. Taking everything into consideration, however, it seems safe to say that there will be considerable increase over present prices. Whether they will go above last winter's prices is a question which cannot be answered at present.

Business in cereals continues exceedingly good for the summer season, and prospects for a good winter's business are bright.

MONTREAL

FLOUR—Wheat prices have had a little flurry, but this has not affected flour quotations. The demand during the week has been more brisk, but continues to be for small lots. This condition is due to the speculation as to the volume of new crop and its effect on prices, therefore, buyers are waiting to satisfy their curiosity. Prices remain the same as were quoted last week.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 60 4 10
Royal Household.....	6 00
Glenora.....	5 50
Manitoba spring wheat patents.....	6 00
" strong bakers.....	5 50
Five Roses.....	6 00
Harvest Queen.....	5 50

ROLLED OATS—The trade passing in rolled oats is a good one just at present, but, like other lines of this nature, orders received are for small lots. There is some talk of higher prices, but this does not seem to be taken very seriously among the jobbers. The market is displaying a firm undertone, however.

Fine oatmeal, bags.....	3 45
Standard oatmeal, bags.....	3 05
Granulated ".....	3 45
Gold dust cornmeal, 98-lb. bags.....	2 25
White cornmeal.....	1 95 2 00
Rolled oats, 90-lb. bags.....	2 81
" 80-lb. bags.....	2 60
" bbls.....	5 60

FEED—This market is more active, and inquiries are becoming more numerous. Orders, though, are chiefly of the small lot variety. Manitoba shorts are now at \$25 to \$26, instead of \$24 to \$26. Feed flour is also a little stronger at \$1.60 to \$1.70, rather than \$1.50 to \$1.60, as last quoted. Other prices remain the same.

Manitoba shorts.....	21 00 22 10
Ontario shorts.....	25 00 27 00

Manitoba shorts.....	25 00 26 00
bran.....	22 00
Moullie, milled.....	27 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 60 1 70

TORONTO.

FLOUR—The market continues firm, with prospects of higher values. Some Ontario wheat is being purchased, but prices asked are stiff, the export demand being active. Prices are unchanged.

Manitoba Wheat.	
60 per cent. patents.....	5 30
85 ".....	5 00
Strong bakers.....	4 80

Winter Wheat.	
Straight roller.....	3 7 3 80
Patents.....	4 60
Blended.....	4 20

CEREALS—Dealers report business as being exceptionally good the past week. The market continues steady with prices unchanged.

Rolled wheat in barrels, 100 lbs.....	2 65
" oats in bags, per bag 90 lbs.....	2 75
Oatmeal, standard and granulated, in bags 98 lbs.....	3 05

ABUNDANT FRUIT CROP IN ESSEX

Peach Yield Enormous and is Bringing Big Returns—The District Developing.

Special Correspondence of The Canadian Grocer.

Chatham, Aug. 25.—All reports indicate that this year's fruit crop in Essex and Southern Kent will be one of the greatest in the history of that section. This is especially true of the peach crop. The yield this year promises to be enormous, orchards being simply overloaded with the fruit. Farmers who failed to replant after the disastrous frost of a couple of years ago are now wishing they had done so. The big returns which are promised this year will probably lead to an increase in the fruit acreage in Essex next year, and particularly in the acreage devoted to peaches.

The returns from a comparatively small peach farm are apt to strike the ordinary cereal farmer as enormous. For instance, last year one grower refused \$11,000 for his peaches as they were on the trees; and, picking and handling them himself, netted in the neighborhood of \$13,000. And last year was not a peach year by any means.

Much is being done in this section in the direction of better handling of the fruit. The Chatham Fruit Growers' Association, for instance, is an association of growers who are co-operating for the purpose of getting into touch with newer and better markets, and particularly with the Northwest. Leamington growers are also alive to the possibilities along the same line. A visit to "Fraser's" the other day is educative, as giving an insight into the extent of the fruit output of Leamington and

Made for
"All-the-Time"
Business

Mooney's Perfection Cream Sodas are no mere novelty of a day; but soda biscuits which have reached the top of the trade and will stay there by force of quality alone.



If you want to see how much enthusiastic approval can be called up by soda biscuits, just sell a few packages of Mooney's Perfection Cream Sodas.

The Mooney
Biscuit & Candy
Company,

LIMITED

STRATFORD, - CANADA



COX'S
GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C. E. Gossou & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX,
Ltd.
Gordie Mills
EDINBURGH.

48 Highest Awards In Europe and America

**WALTER BAKER & CO.'S
CHOCOLATE
& COCOA**



Registered U. S. Pat. Off.

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

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

MAPLE SYRUP

I am able to ship the finest grade on short notice. You will need it for all trade. Order early.

P. J. GIRARD, - Richmond, Que.



Freight is no more on full strength MAPLE SYRUP containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers. Canada Map's Exchange, Limited, Montreal.

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES
92 Baudry Street MONTREAL

vicinity, and the handling of it. "Fraser's," be it known, is a fruit station on the new W. E. & L. S. electric line, just outside Leamington. Though the only building is a neat little warehouse put up by the railway to accommodate the Erie Fruit Co., Fraser's is nevertheless a lively place. Here, anywhere between 200 and 500 crates of melons are put up and shipped every day, while some days as many as a thousand baskets of tomatoes are despatched. Winnipeg, Montreal, Collingwood, Guelph London and Orillia, are only a few of the destinations. From the platform one can see in all directions the fruitful fields which are being ravished, and in the distance is the glistening lake. Wm. Hilborn and Geo. Ross supervise the shipping at this point. Besides tomatoes and melons, green pep-

pers are being largely shipped. Earlier in the season early vegetables and early fruits were handled, and now peaches are in season, together with a long series of later fruits. And Fraser's, on the electric line, is only one of many similar stations, on electric or steam roads, which are sending out Essex fruit to all parts of Canada.

TRADE NOTES.

Elphege Ouimet, grocer, Montreal, has assigned.

L. P. Choquette, grocer, Montreal, has assigned.

A. Lorrain, fruit merchant, Montreal, has been registered.

G. R. Anderson, Halifax, is giving up the grocery business.

G. Payne & Co., fruit merchants, Montreal, have been registered.

Barry Bros., grocers, Montreal, advertise their business for sale.

Campbell & Dixon, confectioners, Kamsack, Sask., have dissolved.

The assets of O. Grandelli Dominique, grocer, Montreal, have been sold.

E. Quevillon & Co., Montreal, have been registered as fruit merchants.

Roux & Frere, Kingsey Falls, have been registered as general merchants.

D. Legault, grocer, Hawkesbury, is giving up business and removing to Montreal.

L. H. and F. J. Clark have purchased the grocery business of A. E. Holmes & Co., Keewatin.

Coleman, Strachan & Co., Trail, B.C., have sold their grocery business to J. J. and J. C. Dobson.

The National Licorice Company announce that E. W. Ashley, 123 Bannatyne Ave., E., Winnipeg is their agent for Manitoba, and has been for years.

S. Suddaby grocer and butcher, Brantford, will replace his present structure with an entirely new building.

A most interesting weekly market report and prices current in booklet form is being issued by Watt, Scott & Goodacre, Montreal. It gives latest information on all dried fruit, nut and other markets, as well as cabled prices, which are naturally the latest. The booklet is mailed to the firm's customers.

The American Dressing Company, Montreal, which changed hands in June, has been completely reorganized, and the business of the concern will be carried on along modern lines. Their various stove and shoe polishes disinfectant, shoe findings and manufacturers' supplies will be pushed with greater vigor than ever.



A Good Investment

**PEANUT ROASTERS
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

**EASY TERMS.
Catalog Free.**

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Mr. Groceryman

You are in a favorable position to take advantage of the offer of the Orange Meat people.

They are advertising a series of Cash Prizes to the parties sending in the largest number of Carton bottoms taken from their Orange Meat packages.

These prizes range from one dollar each up to a single Cash Prize of Seven Hundred Dollars, or an annuity of Fifty-two dollars every year during the life time of the Winner. Begin immediately. Full particulars on Card found in every package.

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

MOIRS, LIMITED

MANUFACTURERS OF

High Class Chocolates

In our "XXX" and "OTHELLO" Brands you will find

Big Variety
Excellent Quality
Popular Flavors
Attractive Packages

By giving particular attention to all of the above points we have placed ourselves among the leading chocolate manufacturers in Canada.

MOIRS, LIMITED, - Halifax, Canada



St. John, N. B.

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Earlier
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REAL

Fine Chocolates

Buttercups

Creams and

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Package Goods

Other Specialties

The Phillips & White Co., Limited

MANUFACTURING CONFECTIONERS

Saint John, N. B.

Marsala Wine

A Trade Winner

Better than Sherry or Port, combining the finest qualities of both.

A splendid tonic wine—very popular after dinner beverage.

The wine for you to sell is

MARSALA

Prices, \$7.00 per case up

Special quotations for large lots

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

Stock "the Best."

KIT

COFFEE

IS
**BEST in Quality
SMARTEST in Finish
KEENEST in Price**

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

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A. E. Bowron, 18 King William St., Hamilton
Winnipeg, Mason & Hickey 108 Princess Street.



THE MANUFACTURE OF CONDENSED MILK

A Grocer Representative Pays a Visit to a Modern Factory and Describes the Processes in the Condensing of Milk and Cream — Cleanliness Very Evident.

Considerable interest is being displayed at present in the condensed milk business, which is becoming one of Canada's important manufacturing industries, and this, too, within the space of a year. Since this time last year no less than four factories have been erected in Eastern Canada. The most recent of these is that of the Canadian Condensing Company, Ltd., at Chesterville, and on the invitation of the management a representative of The Grocer went through it last week, knowing that a few words on how condensed milk and evaporated cream are made would be of especial interest to the trade at the moment.

The factory of the new concern is a most modern one, the ground floor being of solid concrete, and the walls and ceilings of the whole building of metallic composition, enamelled. The space at the disposal of the manufacturers amount to 8,800 feet.

Every morning farmers from all around Chesterville, which is one of the best-known dairying districts in Canada, bring in their milk to the plant, which has a capacity for turning out 20,000 pounds of condensed milk a day. All milk must be in by seven o'clock in the morning, when operations begin.

How Milk is Received.

An elevated driveway makes it possible for the farmers to deliver the milk on the first floor above the ground, where it is received in what is known as the receiving vat, which will comfortably hold 1,200 gallons. Thence the milk is conducted into two copper kettles, each of which holds 250 gallons. The milk is first treated here before going to the condensing pan, being heated.

The next step is the drawing of the milk into what is called the vacuum pan, an invention which is rather puzzling to a layman.

The object of this pan is to boil the milk without scorching it. As is well known, water will boil much more quickly in a vacuum than in a receptacle in which the liquid is exposed to the air. So with milk.

If the factory is running on condensed milk, sugar is added at this stage, which gives the milk its keeping qualities. In the case of cream, however, absolutely nothing is added to it, and nothing taken away, the milk being simply condensed through the action of the processes through which it passes.

Following the manufacture of evaporated cream, the next move is the removal of the milk from the vacuum pan, whence it is conducted, through pipes, to 100-lb. cans on the floor below. These cans are capped and placed in a rotating tank, known as a cooler. Water is then allowed to pass uninterruptedly by the outside of the cans, which are kept re-

volving by mechanical action. After a certain period, when the milk is quite cool, it is sent upstairs to the canning room. Here the cans are automatically filled, and here also was noticed something of unusual interest.

A Solderless Can.

This feature is a recently introduced sanitary can, the top of which is not soldered, but clamped. It has been found that the clamped top gives much better satisfaction, to consumer and manufacturer alike, and it is being adopted by many firms. This can is sanitarily treated, and the non-use of solder does away with the possibility of scorching or burning the milk or cream when the cans are being capped.

The cream is next placed, in twenty-eight case lots, after each tin of the 1,344 which are comprised in a 28-case lot has been capped, in the sterilizing machine, where the lot is subjected to steam heating in an absolutely steam proof vat or tank, or oven, which describes it better, for a certain period being kept all the time at a uniform temperature.

Then the oven is flooded with water, which, however, cannot get into the cans because they are capped, and this water, being quite cold, quickly cools the cream. The sterilizing process gives the evaporated cream the necessary keeping qualities.

This is the last step in the manufacture of the cream, except that it is put into a "shaker," when it is cased and ready to be stored, in order to ensure there not being any coagulation, which might take place were not this step taken as a precaution. The cans are labelled in the usual way, and then packed four dozen to the case, when they are ready for thirty days' storage, after which the cream is ready for shipment.

In making the condensed milk, after passing through the vacuum pan, it is put through the cooler and then goes to the canning room, and it is then labelled, and in due course is ready for shipment.

One thing strikes a person on going through such a factory as that of the Canadian Condensing Company, Ltd., and that is the absolute cleanliness which reigns supreme. This, of course, is necessary. The cans in which the farmers bring in the milk are all cleaned and sterilized before they are returned to them.

The company mentioned in the foregoing has just completed the digging of an artesian well 826 feet deep, while they have a surface well over 200 feet deep. These give them all the water they require for the cooling processes necessary in the making of the milk and cream.

To be prepared for emergencies this

plant is in possession of a complete butter-making outfit, so that the milk could be used for butter should it be impossible at any time to use it in the manufacture of condensed milk or evaporated cream.

The officers of the Canadian Condensing Company, who will put out Imperial Brand Evaporated Cream and Royal Brand Condensed Milk, are: President, S. H. Ewing, Montreal; Vice-President, O. D. Casselman, Chesterville; Directors, A. H. Ewing, S. Carsley, F. Orr Lewis, J. C. Tory, Montreal; W. B. Lawson, Chesterville.

The John King Co., Fort William, has sold its retail grocery business to Lalonde & Co.

Its Increasing

use is the best proof of what **Fels-Naptha Soap** IS AND DOES.

Only better proof—get your HOME-FOLKS to try a bar, but to try it according to the plain wrapper directions.

That will quickly show you why the average bright woman gets Fels-Naptha hungry, on wash-days. Have it always ready for her.



FELS & CO., PHILADELPHIA

FRUITS, VEGETABLES AND FISH

Increasing Consumption of Canadian Melons—Native Grapes and Late Apples Appear Good—Cauliflower the New Vegetable Feature—Interest Opens in the Fish Markets.

WEEKLY PRICE LIST

TORONTO, August 31st, 1908
WRITE FOR ONE

Arrivals for this Week

- 1 Car California Elberta PEACHES
- 1 Car WATERMELONS
- 1 Car LATE VALENCIA ORANGES

Also Fresh Supplies of all Home Grown Fruits

McWILLIAM
Mc. AND E.
EVERIST

Let Us Have Your Orders
Will Charge Market Price
Day of Shipment.
Our Goods are First Class
and Prices Right.
25-27 Church St., TORONTO

Highest price paid for DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9 Dried Apples

Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

Peaches and melons appear to be dividing the attention in the Western markets, and melons have all the interest in the East. A striking feature of the fruit market is the increasing hold melons are taking on the Canadian public. The public, too, is discriminating to some extent and are asking for the better qualities. Canadian rockyfords are quite as good as those imported from California or the Southern States, and may be grown in almost all sections of the country. They are very plentiful this year.

The better grades of Canadian peaches and plums are now being offered on the markets. Crawford's are going at a fair price for immediate consumption, but the St. John freestones are firmer, no doubt due to the fact that they will not be so plentiful as the other varieties. Pears are coming to the fore rapidly. Imported fruits are still ready sellers, but as they are of late growth, their season will soon be at an end. New apples are seen in sample lots only, and Canadian grapes are already being offered.

Celery of second growth in small quantities and late corn, are the only lines out of the ordinary showing among the vegetables. Some few cauliflowers are seen, and the other lines are much the same as last week.

Fish lines are very interesting just now, the sea varieties appearing to displace fresh water lines in the Ontario markets, and the Atlantic giving all the new features in comparison with the Pacific, which latter has been holding the interest for the month past. The oyster season is on, having opened this week, and other fall and winter lines have made their appearance. Smelts and pollock are new lines in the interior, and may be popular sellers, especially the latter, as the price is said to be right.

MONTREAL.

GREEN FRUITS—There has been considerable activity in the fruit market during the past week. Prices have declined in many lines, owing to the advancement of the season. Canadian pears for preserving are being offered at 40c to 60c per basket. Canadian plums and peaches for the same purpose are being quoted at 50c to 75c. Montreal melons are lower, now being obtainable at \$7 to \$9 per basket. California peaches are slightly easier, but pears are, for the best grades, stronger, having advanced 25c. Other lines are unchanged in price.

California oranges, late Valencia.....	4 00	5 00
Peaches, boxes.....	1 50	2 00
Plums, 4 baskets crate.....	1 70	2 00
Pears, boxes.....	2 50	3 25
Grapes, Malagas, per crate.....	2 25	2 75
Verdell lemons.....	4 75	5 00
Bananas, per bunch.....	1 50	1 75
Cocoanura, per bag.....	3 50	
Watermelons, each.....	3 30	0 40
Pineapples.....	3 50	4 00

Blueberries, 18-20 qt. box.....	1 75	2 00
New Apples, per bbl.....	2 50	
" " 11 qt. baskets.....	0 30	0 40
Montreal melons, per basket of 13-14 melons.....	7 00	9 00
Blackberries, per quart.....	0 05	0 12
Can. Peaches, 1 basket.....	0 50	0 75
" Plums, basket.....	0 50	0 75
" Pears, basket.....	0 40	0 60

VEGETABLES—The demand for vegetables during the week has been very good. Canadian products are dominating the market, and very little foreign goods are now obtainable. Prices in the general lines are somewhat easier.

Parsley, per doz. bunches.....	0 15	
Sage, per doz.....	0 50	
Savory, per doz.....	0 50	
Celery, doz.....	0 50	
Water cress, large bunches, per doz.....	0 50	
Spinach, box.....	1 00	
Green peppers, doz.....	0 20	
Montreal cucumbers, doz.....	0 10	
Beets doz lunch.....	0 15	
Carrots, doz. bunch.....	0 15	
Montreal tomatoes, gin box.....	0 40	0 50
Spanish onions, small crates.....	1 25	1 50
" " large crates.....	2 15	
Egyptian onions.....	0 02	
Lettuce, per doz.....	0 50	
Radishes, doz.....	0 25	
Horse radish, per lb.....	0 10	
Beans, green, bag.....	0 75	
Egg plant, doz.....	1 50	
Cabbage, doz.....	0 25	0 40
Montreal new potatoes, bbl.....	3 00	
Onions large bunch.....	0 20	
Fresh corn, per doz.....	0 07	

FISH—Haddock and cod are in fair supply this week. Halibut is arriving somewhat slowly. Lake trout and whitefish are coming in slowly, but it is expected an improvement will take place after September 1. Brook trout, fresh pike and dore are still scarce, but these also will be in better supply after the first of September. Smoked and prepared lines remain dull. Boneless lines are showing a little more activity. Pickled and salted are very quiet. American lobsters are now offering, but the price asked is high. Oysters are slow.

Fresh and Frozen Fish.

B.C salmon.....	0 15	
Brook trout, lb.....	0 25	
Haddock, per lb.....	0 01	0 44
Fresh halibut.....	0 02	
Mackerel, ".....	0 10	
Dore, ".....	0 10	
Steak cod.....	0 06	0 07
Market cod, lb.....	0 01	0 05
Pike, lb.....	0 05	0 06
Whitefish, lb.....	0 10	
Lake trout.....	0 10	
Sea trout lb.....	0 12	
Flounders, lb.....	0 10	
Bluefish, lb.....	0 17	
American live lobsters.....	0 24	
Smoked and Prepared—		
Kipped Herring, 50 in box.....	1 00	
Yarmouth Bloaters, per box.....	1 10	
Shredded cod, box of 2 dozen cartons.....	1 87	
Skinless cod, 100 lb. cases.....	5 70	
Boneless cod, 20 lb. boxes.....	0 05	
Boneless fish, 20-lb. boxes, blocks.....	0 06	
Boneless fish, 25-lb., boxes, per lb.....	0 04	
Smoked herring, box.....	0 18	
Dry cod, 112 lb. bundles.....	6 75	
Oysters and Lobsters—		
American live lobsters, lb.....	0 22	
Standard, bulk, per imp. gal.....	1 50	
Standard, quart tins, sealed.....	0 40	
Paper pails, 100, pint size.....	1 10	
" " 100, quart size.....	1 80	
Pickled fish—		
No. 1 Mackerel, 20-lb. kitta.....	1 75	
No. 1 mackerel, half bbls.....	8 00	
Green cod, large lb.....	0 04	
Green cod, 1 lb.....	0 05	
Labrador Salmon, 1-bbls.....	8 80	

TORONTO.

GREEN FRUITS—Splendid business is being done this week, with plenty of supplies, especially of native fruit lines.

Prices are easier all round, with freer receipts of fruit. Standard peach lines are beginning to arrive and better Canadian plums and pears are offering. Niagara grapes are a new arrival, and are here in fairly large quantities. Late California fruit—peaches, pears and grapes—still hold their own, and being put up in fancy packages attract the attention of the prospective buyer. Native melons in enormous quantities are on the market this week, and, judging from the number of sales made, their consumption must be increasing at a pretty high rate. They are of first-class quality this season, and the prices asked are reasonable. Astrachan apples by the basket are fairly plentiful, and some few barrels (the first of the season), were shown on the market. The other lines—bananas, watermelons, oranges and lemons—are good sellers.

Peaches, Canadian, early, basket	0 2,	0 50
" " Crawfords	0 65	0 75
" " St. John Freestone	0 75	1 25
" " California, late	1 50	1 60
Plums, Canadian, early, basket	0 35	0 50
" " large blue, basket	0 50	0 60
" " California	2 75	3 00
Pears, Canadian, large	0 40	0 60
" " California, Bartlett	2 75	3 00
Grapes, Canadian, blue, basket	0 40	0 75
" " California, green, crate	2 80	2 75
Apples, Canadian, harvest, basket	0 15	0 30
" " red, Astrachan, basket	0 35	0 40
" " Rokyford	0 35	0 50
Musk Melon, Canadian, basket	0 50	0 75
Cantaloupe, California, crate	1 00	1 10
Blueberries	4 25	5 25
Oranges, late Valencia, California, box	4 50	5 50
Lemons, California	1 75	2 25
Limes, per case	1 31	1 50
Bananas Jamaica, first	1 85	2 25
" " Jamaica, eighth	1 85	2 25
" " jumbos	0 25	0 45
Watermelons		

VEGETABLES—Nothing untoward is happening in this line. Cucumbers and

Exhibition Visitors

CORDIALLY INVITED TO CALL
ON US WHEN IN THE CITY.

WAREHOUSE—Cor. Front and Church Streets.

FRUIT MARKET—Foot of Yonge Street.

AUCTION ROOMS—Foot of Scott Street.

Wholesale Fruit and Produce, Fish and Oysters

WHITE & CO., Limited

TORONTO

BRANCH AT HAMILTON.

EVERY PACKAGE—A PRIZE

W. B. offers the finest Lemons and Marmalade
Oranges grown in Sunny Italy.

Wholesale
Fruit Broker

W. B. STRINGER,

Toronto,
Canada

FRESH ARRIVALS

Extra Fancy New Verdelli Lemons

California Late Valencia Oranges

All Sizes.

(Extra Fancy "Golden Orange" brand.)

Water Melons and Bananas

All Kinds Canadian Fruits and Vegetables

Also

California PLUMS
PEARS Prices
EACHES Reasonable

HUGH WALKER & SON

GUELPH, ONT.

YOUR ATTENTION IS CALLED

to our daily arrivals of Musk Melons, also a car of A.1 Watermelons just arrived.
A full assortment of Peaches, Pears, Plums and Grapes, fresh every day.

THE DAWSON COMMISSION CO., TORONTO

No
Unsaleable
Tail Ends
to a box of
St. Nicholas

or
Home-Guard

Lemons
to take away
Your Profit

J. J. McCabe, Sole Agent

32 Church St., Toronto.

tomatoes are slightly easier, though the latter are fluctuating up and down in price from day to day. Second-growth celery, from nearby points and from New York State, is being offered, and cauliflower is a new line on the market. Gherkins and small white pickling onions are a little freer than a week ago, and some excellent carrots are being shown. Green corn is still being offered, but the quality is hardly as high as during the past few weeks. Other lines at unchanged prices are fair sellers.

Cucumbers, Canadian, per basket	0 10	0 20
Gherkins, basket	0 50	1 00
Tomatoes, Canadian, per basket	0 20	0 25
Beets, Canadian, basket	0 25	0 35
Egg plant, each	0 25	0 40
Beans, wax, per basket	0 40	0 40
Potatoes, Ontario, per bushel	0 90	1 10
New Brunswick, per bush	1 00	1 00
sweet, bushel	1 15	2 50
Onions, Bermudas, per 50 lb. crate	2 50	2 50
white, pickling, basket	0 75	1 00
Carrots, new, per basket	0 30	0 35
Green Peppers, basket	0 25	0 35
Red Peppers, basket	0 60	0 60
Cabbage, Canadian, doz	0 40	0 40
Green corn, doz	0 07	0 10
Vegetable marrow, basket	0 25	0 25
Squash, basket doz	0 30	0 30
White turnips bush	0 50	0 50
Cauliflower doz	1 25	1 25
Celery native, doz	0 35	0 40
imported, doz	0 60	0 60

FISH—Increasing in interest is this market. New sea lines are arriving now and appear to be ousting our own fresh water fish, although the latter lines are hard to obtain, and, consequently, are not free in supply. Fresh haddock, cod, halibut and mackerel are now in, and new smelts from Bathurst, N.B., are a novelty. The first consignment of pollock for this season has come to Toronto. It is a fish somewhat similar to cod, though a little firmer in the flesh. Selling about four cents cheaper than cod,

it is likely that quite a demand for pollock will arise during this season. The oyster season opened on Thursday, and dealers are anticipating good business ahead. With the exception of mackerel, which has advanced in price, all lines are at last week's quotations.

Perch, large, per lb	0 05	0 06
Blue pickerel, per lb	0 05	0 07
White fish, Georgian Bay, per lb	0 05	0 11
Herring, medium, per lb	0 05	0 07
Whitefish, Lake Erie	0 08	0 11
Cod, fresh	0 08	0 09
Trout, fresh, per lb	0 09	0 11
Halibut, fresh caught	0 09	0 10
Shredded cod, per doz	0 90	0 90
Bluefish, small white, per lb	0 07	0 07
Haddock, fresh	0 07	0 07
Sturgeon, per lb	0 12	0 18
Sea salmon	0 15	0 18
Pike	0 05	0 05 1/2
Pickrel, yellow	0 0 1/2	0 9
Herring, smoked, bundle	1 00	1 00
Mackerel, each	0 20	0 30
Smelts, per pound	0 21	0 21
Pollock	0 05	0 05
Oysters, Long Island, gal	1 75	1 75

WANT DATE ON CANNED GOODS.

What they consider to be needed reforms in canned goods and other lines, in connection with the retail grocery trade, are promised by the Milwaukee Retail Grocers' Association. At a meeting of the organization last week it was declared that a movement should be put on foot by the association to secure a law requiring that the date of packing be stamped plainly on all canned goods, in the interests of the retailer and consumer. With such a law in force it is contended by the officers of the association that it would be next to impossible for concerns to palm off old stuff on the unsuspecting dealer.—New York Journal of Commerce.

ADVERTISE YOUR BUSINESS.

Make your advertisement different from its neighbors but let the difference be a reflection of the store itself and not a reproduction of its owner's eccentricities. There may be a wide difference between the individuality of the establishment and the personality of the merchant. The advertising should represent the business, not the man.

MANUFACTURERS OF ADVERTISING MATTER.

Many a dealer who is sure he ought to advertise his store more and better, but who is concerned over the question of expense, should realize that many aggressive manufacturers of widely advertised specialties and standard articles offer him excellent advertising in return for the slight effort of distributing it.

Some dealers who are not buying automobiles and who wonder how their competitors can buy them have under the counter or down cellar packages of expensive printed matter that would increase their sales if it reached the hands of the right people.

It is advertising matter of a good quality, much of it, full of force and selling arguments and well illustrated. If handled properly it would not only sell the article that it talks about but would bring people to the store who would not otherwise come.

A Breakfast for Six for 10 Cents

During the hot summer months when cooking is very trying, why not advise your customers to use Fish Cakes for breakfast. Made with

H. F. CO. SHREDDED CODFISH

They are quickly and easily prepared and are very tasty. Directions for preparing will be found on each package.

A Breakfast for Six for 10 Cents

HALIFAX FISH CO., Limited, DARTMOUTH, N.S.

IF YOU SELL **FISH** READ THIS :

Place your orders early for what you are likely to require, to ensure prompt shipment.

"DOMINION" Skinless Codfish,

Packed in fifty and one-hundred-pound cases.

"BLUENOSE" Codfish (Prepared for Family Use,)

Packed in ten, twenty and forty-pound boxes. One and two-pound bricks.

"ACADIA" Pure Boneless Codfish,

Packed in clean wooden boxes and tablets.

"HALIFAX" Selected Boneless Codfish,

Sold from coast to coast.



Atlantic Fish Companies, Limited

Agents :
A. H. BRITTAIN & CO. - MONTREAL
STUART WATSON & CO., WINNIPEG, MAN.

HEAD OFFICE :
LUNENBURG, N.S.



THE THREE LEADERS



Connors Bros., Limited
Black's Harbor, N.B.

"King Oscar" Sardines

These are the finest Norwegian Sardines packed. Every tin is packed under Government supervision, which means, finest selected fish, well cured and absolutely pure Olive Oil. These are strong arguments to advance to your customers. If you don't know "King Oscar" Sardines place an order with your jobber. If he doesn't keep them write us.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON



The Manure Pile is the House Flies' Incubator

All flies are hatched in manure or rotting animal or vegetable matter. The public are being educated to this fact and will not tolerate the disgusting insects crawling over their food stuffs.

Every Packet of Wilson's Fly Pads will kill more flies than \$8 worth of sticky paper.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

E. T. Grocers, How About Canned Goods?

We are booking orders for all popular brands of canned goods, and are delivering early lines. We are desirous of filling your order, because we can sell you at prices minus the freight, allowing you that much more clear profit.

WRITE US TO-DAY.

T. A. Bourque & Co., Reg., Sherbrooke, Que.

Wholesale Grocers

FACTS ABOUT GROCERIES

Information of Interest to Clerks and Grocers About the Goods They Are Handing Over the Counter.

The Value of Cocoa.

Cocoa is prepared from the cocoa bean, which is the seed of a tropical tree. About twenty-five beans go to a pod. The quantity of cocoa secured depends on three factors—the curing and roasting of the bean, and the blending of the cocoa nibs. The bean is cut out of the pod, and allowed to ferment for a day or two, while still wet. Planters who are most skilful in the process of fermentation, are the ones who produce the choicest beans, and get the highest prices for them.

The roasting process takes considerable skill, as the flavor of the cocoa depends very largely on the beans being roasted exactly right—neither too much nor too little, and uniformly. The third factor in high quality is the way in which beans from different localities and with different qualities are blended to make a harmonious and delicious cocoa.

Some manufacturers seem to disregard these factors of quality in a desire to produce their cocoa at a cheaper cost, but it pays to give the closest and most careful attention to the quality of the bean, the roasting and the blending. Another point on which the public need education in order to get the most out of the cocoa when they have bought it, is in the matter of cooking it. All starch needs cooking, and there is a certain amount of starch natural to the cocoa bean, as there is to most other vegetable products. Cocoa should therefore be boiled for about five minutes. This will be sufficient to cook the small quantity of starch in the cocoa, and will bring out the flavor to a degree surprising to those who heretofore prepared it by simply pouring boiling water over it, and have then considered it ready for the table. Such cooks waste a large part of the value of the cocoa. As we all know, milk and chocolate are good combinations, and of late years there has grown up an enormous demand for an eating chocolate, based on this combination. Milk chocolate is not only exceedingly palatable, but many times more nutritious than beef, eggs, or any other food, and it is no wonder that both for confectionery and to sustain sportsmen and others who must have nutritious food in small bulk, the sales of milk chocolate have grown to such proportions.

Cocoa and chocolate are the cheapest foods known in proportion to their nutritive value—a fact which the general public has so far failed to grasp.

Salt a Chinese Monopoly.

China, for a country that is just waking into real life, is a very rich country. The income to the government from salt alone is something like \$9,000,000.

Salt in China is produced from salt wells and sea water by boiling and evap-

poration. The evaporated is granulated, and is not considered of as good quality as that obtained by the process of boiling. The annual consumption of salt in China is estimated at 1,512,000 metric tons.

The salt tax is exclusively a government monopoly. All the salt produced must be sold either to the government or to licensed merchants, who purchase the right to supply certain areas of consumption. These merchants receive salt certificates, empowering them to buy and sell certain quantities of salt. The salt tax, as fixed in 1905, is 1 tael per picul (71.6 cents per 133 1-3 pounds).

The salt tax is considered one of the principal revenues of the Empire, and it is estimated that it amounts to 13,500,000 haikwan taels (about \$9,000,000 per annum, to which, according to some authorities, should be added salt land tax, salt head tax, salt land rent, and the salt pan tax.

The retail price of salt varies in the different parts of the Empire, but averages from 25 to 60 cash per catty (1.6 to 3.8 cents per 1 1-3 pounds). The importation of salt into China is prohibited by treaty.

Valencia Raisins.

A very popular kind of raisins which derive their name from the Province in Spain where they grow.

They are cured by dipping the ripe bunches of grapes into a hot lye, prepared of wood ashes, oil and salt, and afterwards the raisins are finally dried in the sun.

There is a stoneless variety of these fruit, rather smaller in size, but no great quantity of these come to this country.—Grocery World.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

Those made by **McDOUGALL** are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

To Increase the Volume of Your Business

it pays to always carry in stock these famous brands of cigars:

Champlain **St. Louis** (5c. retailer)
Havana Second **El Sergeant** (10c. retailer)

The last named received the Gold Medal of Merit at the Paris Exposition, 1900.

If your jobber refuses to procure these brands for you write direct to

JOS. COTE

The Largest Importer of Smokers' Articles and Wholesale Tobacco Merchant in the Dominion.

Office, 186-188 Rue St. Paul. Phone 1272
Warehouse 119 Rue St. Andre
Branch 179 Rue St. Joseph. Phone 2097
QUEBEC

Tel. Up 2076

Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



THE IDEAL STORE FIXTURE



"WALKER BINS"

There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

You take no risk when
you sell

BANNER BURNERS

Every Burner guaranteed. Orders solicited
through the jobbing trade.

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

We make a specialty of
COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

**CARPET
TACKS**

will be required by housekeepers in the
fall. Are you supplied? You will find

Our Bank Package

which retails at 5c, a splendid seller.



SECURE A TRIAL SHIPMENT

THE BAZIN MFG. CO.

94 Arago St.

QUEBEC



The
**Elgin National
Coffee Mills**

40 Sizes and Styles

They are the
**Fastest Grinders
Easiest Runners**

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



SOLD BY ALL
JOBBERS

1/2-lb. tins—8 doz. in case

CAME DAILY FOR OIL.

Chicago Boy Looted Cash Drawer While Grocer Went Into Basement— Is Sent to Workhouse.

The game that Anton Irman worked upon Grocer John Schramek, 922 Thirty-fifth street, was worthy of a better cause. For some time past Irman, who came from Chicago, provided himself with spending money by calling daily almost at Schramek's store with a kerosene can, having the grocer go into the basement where he kept the oil to fill the can, and meanwhile helping himself to the contents of the cash drawer.

This happened so often that Schramek began to believe that the place was bewitched, never suspecting the smooth Chicago boy. He appealed to the police and Detectives Seehawer and O'Gorman were given the case. They examined the premises, and suspecting Irman because of his daily visits for oil, gave the grocer instructions about the thief's capture.

The next time Irman called, Mrs. Schramek locked the front door from outside while her husband went into the basement. The police officers were then called and found Irman with several clearing-house checks which he had taken from the drawer. It is a peculiar fact that he never took cash, but clearing-house checks. On a charge of vagrancy Irman was sent to the workhouse for ninety days.

MILWAUKEE EVENING WISCONSIN

Guard Yourself

How much have you lost from just this same source?

You cannot tell. But you can guard yourself against more losses.

Write for catalog B describing the different styles of Bowser Self-Measuring Tanks which prevent pilfering.

Keep the store as clean as if no oil was handled.

S. F. BOWSER & CO., Ltd.

66-68 Frazer Ave., Toronto

If you have an old Self-measuring Tank and want a new one, write for our liberal exchange offer.

When the Fall Rush Begins

you will need every convenience that will increase the efficiency of your business organization—every device that will eliminate unnecessary work, reduce liability to error, cut out friction and lost motion, everything that will make the wheels run smoother. In a word you will need the

Allison Coupon System

and the time to install it is NOW, before another day has been lost.



Here is how it works:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by the

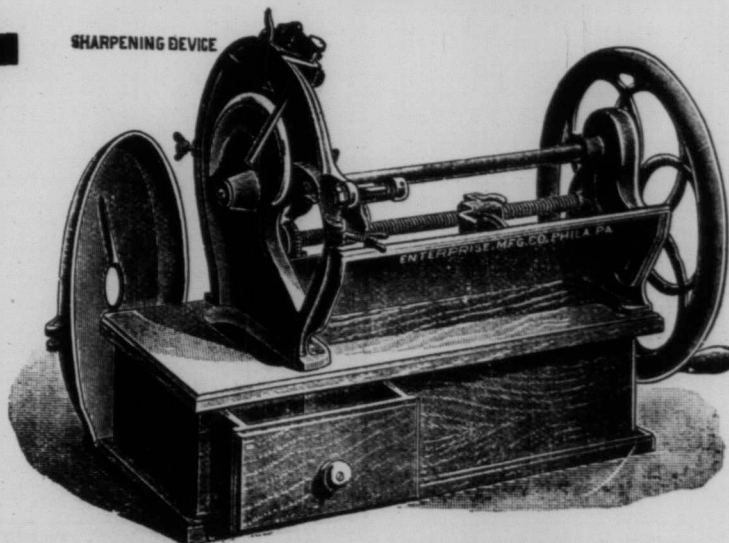
Allison Coupon Co.

INDIANAPOLIS, IND.

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

**Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"**

SHARPENING DEVICE



The experience of all users proves that the "Enterprise" Rotary Smoked Beef Shaver greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to 1/8 of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

**The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U.S.A.**

No. 125, (with 2 blades) - - \$22.50

No. 129, (with 1 blade) - - \$22.50

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID.—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

WILL EXCHANGE, a good working Cash Register, cost \$90, for a scale, Computing or case weigher, any make. Write E. Tomlin, general merchant, Sombra, Ont. (37)

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

EXPERIENCED TRAVELLER, best references, open for high grade line, on commission, for Maritime Provinces. Apply Box 210, THE CANADIAN GROCER. (38)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

SITUATION WANTED.

YOUNG MAN, aged 21, wishes to secure position with some western firm as salesman in grocery or general store, or position as assistant book-keeper. Have had seven years experience in the general store business and understand it thoroughly. Also have had considerable experience as head book-keeper with a manufacturing concern in Nova Scotia. Can furnish best of references regarding character and ability. Apply R., Box 177, **CANADIAN GROCER**.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESS CHANCES.

STORE, DWELLING, GROCERY STOCK and fixtures. No opposition. Doing \$1700 net profit per year. Price \$2400; \$800 may remain for a term of years at 5 p.c. Apply 172 Lipplincott Street, Toronto.

ARTICLE WANTED.

I WANT TO BUY, at bargain price. National Cash Register, single or multiple drawers, with detail sales and ticket printer. Give full particulars and lowest price. John Diprose, London, Ont.

FOR SALE.

FOR SALE—Cash grocery business in the live town of New Liskeard, one of the best stands in town. Stock clean, about \$2000. Splendid chance for young man. Good reasons for selling. Apply A. P. B., **THE CANADIAN GROCER**, Toronto.

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 "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Ridgeway's Collecting Agency
11 St. Sacramento Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

TELL THEM!

are you
Looking

For a Clerk
For a Position
For a New Store
For a Buyer for your Business
For an Agent or an Agency.

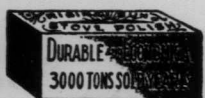
Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. 2 cents a word. That's all it costs.

THE CANADIAN GROCER, TORONTO



RISING SUN
SUN
STOVE POLISH
IN CAKES

SUN
&
PASTE
STOVE POLISH
IN TINS



Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"Keep up with the Twins"



Handle

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

all the...
 subscrip...
 MAGAZINE **"Keep up with the Twins"**

THE market re. METAL a necess. paint and oil deal. Friday. Subscription. **HARDWARE AND WINNIPEG.** Half case free with every five cases assorted Soap and Gold Dust Washing Powder.

MISC

HIGH CLASS C...
 tionery, poste
 Limited. Of
 phone, Main 15
 methods.

N. K. FAIRBANK COMPANY, Montreal

NATION
 in t

Can Whenever you want
 On

SOAP

When you want in quickly, no matter what kind, and at reasonable prices write to us.

SAVONS FRANCAIS

C. Pagnuelo, Manager.

Factory : 1653 Notre Dame St. E.

Offices : 235 Coristine Building

BAT
 A
 1-lb.
 Pr
 Com
 12-oz
 2-lb.
 5 an
 7 an
 30-lb
 Com
 12-oz
 2-lb.
 7 an
 30-lb
 Pur

SALT

ALL KINDS

ATTRACTIVE
DELIVERED PRICES
GLADLY SUBMITTED

VERRET, STEWART & CO.
LIMITED
MONTREAL

Before buying your canned goods for 1908 write us for prices on

LAUREL

vegetables and fruits packed in the Garden City of Canada.

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA



Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

☞ Cheap and inferior goods never find a place on his shelves.



Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

☞ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

See our Exhibit Main Aisle Manufacturer's Building.

LEVI HART & SON, Ltd.

HALIFAX

FLOUR—Only the best grades of Ontario blended patents and Manitoba Fancy Flours are carried in stock, viz., Goldie's "Star," "Wonder," "Zoe," "Sunlight," "Royal Household," "Five Roses," Etc.

FEED and GRAINS—Middlings, Wheat Bran, Crushed Oats, Feed Flour, Chopped Feeds, always ready for shipment.

CORNMEAL—We have remodelled our Cornmeal Mill during the period of high prices, and will be ready with an increased capacity to look after the needs of our patrons about Sept. 1st, with even a better product than we have been in the habit of supplying.

FISH—Being large exporters of Dry and Pickled Fish, we are always in the market to buy Codfish, Haddock, Pollock, Hake, Mackerel, Herring, Etc., and would gladly trade Flour for Fish, Etc.

FISHERY SALT—The Steamer "Membrand" is now due here with 5,500 tons, and we shall be pleased to give prices either bagged or bulk, f.o.b. Halifax.

Inquire Our Prices—It Will Pay You.



A Street in the Ancient City of Mocha, Southern Arabia.

ESTABLISHED
Sixty-Eight Years
1841 A.D. 1908 A.D.

Awarded
Four Provincial Gold Medals
The Dominion Gold Medal
FOR
HIGH QUALITY
AND
ABSOLUTE PURITY
OF
W. H. Schwartz & Sons
PEERLESS
Spices

GOVERNMENT ANALYSTS REPORT SCHWARTZ'S SPICES

FOR about two centuries the entire coffee supply of the world was obtained from the province of Yemen, Southern Arabia, and exported from this old city under the justly celebrated name of Mocha Coffee. 875 A.D. up to 1600 A.D. this was the only source of supply, when Governor General Van Hoorne introduced the Coffee plant into Java, which still retains its pre-eminence as producing the best coffees in the world.

W. H. SCHWARTZ & SONS
"Gold Standard"

Java and Mocha Coffees

"Finest Selected Genuine Blends."
WHOLE, ROASTED, OR GROUND
Packed in One Pound, 25 and 50-lb. tin cans

"ADDRESS IN FULL"

The Halifax Coffee and Spice Mills

Established 1841 A.D.

W. H. SCHWARTZ & SONS

HALIFAX, NOVA SCOTIA



SCHWARTZ'S SPICES SOAR HIGH IN PUBLIC OPINION

THIS IS THE QUARTER POUND PACKAGE OF PEPPER



THE GOVERNMENT ANALYSTS REPORTED BEST IN CANADA

SCHWARTZ'S
"PEERLESS"

(Trade Mark registered at Ottawa many years ago. Imitators will be prosecuted.)

"Absolutely Pure," "High-Grade."
Pepper, Spices, Cream Tartar

We do not grind any low-priced raw spices or material of any description. If you think our prices are high, please remember **The Quality** is high, and that we can, if we wished to do so, make low-priced spices just as easily as our neighbors, and make more money than we possibly can out of high-grade goods. We have built up our spice business on the **sure foundation of High Quality**, and on that basis alone we ask for your trade.

First-Class Retail Grocers in the Provinces of Ontario, Quebec, and Western Canada, mailing us their **confidential** Christmas order, and with **this Coupon enclosed**, will receive **special terms** and attention if they mail their orders **before** the 25th day of September, 1908.

W. H. SCHWARTZ & SONS