

# CANADIAN GROCER

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

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

VOL. XXIII.

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NO. 39.



You'll be asked for

## Robinson's Patent Barley

This most healthy and nourishing food for children is having a steadily increasing sale among grocers. Druggists used to sell it exclusively, but as it is a **food**, it should be sold by grocers. The profit is a good one. Why not make it?

Write for sample and particulars, or ask your jobber for it.

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

Anything that tends to make your customers' housework a pleasure, deserves your consideration and support.

Ordinarily the question of STARCH is a serious one with the housekeeper, but

**Benson's "Prepared" Corn** for cooking purposes

AND

**Edwardsburg "Silver Gloss" Starch** for the laundry, make it easy for all these labors.

*It Pays to Sell Only the Best*

**EDWARDSBURG STARCH CO.**

ESTABLISHED 1858

LIMITED

53 Front St. E., TORONTO, Ont.

Works: CARDINAL, Ont.

St. James Street, MONTREAL, P.Q.





## *Taylor's Peels*

*Candied or Drained*

The "life blood" has not been taken away from the imported fruit skins used for "Taylor's Peels" because the essential oil has not been extracted, leaving them like the sere and dried-up Autumn leaf.

Taylor's Candied and Dried Peels represent the height of high quality. Whether the Lemon, Citron or Orange Peel is wanted you are just as certain of getting the best in "Taylor's" every single time.

## *Norwegian Sardines*

*Packed by  
Olsen & Kleppe*

Packed in pure Olive Oil at Stavanger, Norway, by one of the oldest concerns in the business. and the most particular concern we know of.

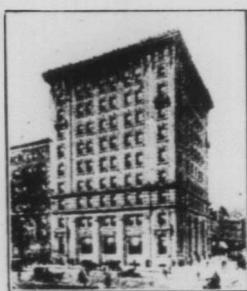
Selected with extreme care and sold under two brands—the "Albatros," a small fish of the highest quality, and the "Ambrosia," which is equally fine but of larger size. Desired and demanded by the best class of trade. Remember—they come from Norway!

*ARTHUR P. TIPPET & CO.*

*Agents*

Montreal

Toronto



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

### Oh! You Manufacturers

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

#### G. WALLACE WEESE

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

### Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 42 millions Irishmen prepared to buy Canadian Goods? Don't you want some of this business? You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

### J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

### FOR SALE

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

### J. T. ADAMSON & CO.

Customs Brokers  
and Warehousemen

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

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

### ROBERT ALLAN & CO. MONTREAL

General Commission Merchants

### WAREHOUSE ACCOMMODATION IN OTTAWA

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

Special rates for large quantities

Dominion Warehousing Co., Ltd.  
52 Nicholas Street, Ottawa

J. R. Routh, Manager.

### D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.

Manufacturers' Agent and Warehouseman.  
Importing Commission or Buying Agent.

Warehouse: City Spur Track.  
Office and Sample Room: Masonic Temple Building,  
Main Street, next door to Customs Office.  
P.O. Box 793 MOOSE JAW, SASK.

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

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

SASKATOON,  
Western Canada

### W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines

Selected Raisins,  
Currants,  
Evaporated Apples.

Prices Right.

### W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

### T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND  
MANUFACTURERS' AGENTS

and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A.B.C. 5th edition, and private.

### G. C. WARREN

Box 1036, Regina

IMPORTER WHOLESALE  
BROKER, and MANUFACTURERS'  
AGENT

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

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

Grocery Brokers and Agents.

Established 1885.

### W. G. PATRICK & CO.

Manufacturers' Agents  
and  
Importers

29 Melinda Street, Toronto

### MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale  
Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

### RAW SUGAR ON SPOT

One Car Barbadoes Muscavado  
One Car Bright Jamaica Crystal

PRICES SUBMITTED

LIND BROKERAGE CO. Toronto  
23 Scott Street

TO

## Brokers and Manufacturers' Agents

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

Write for particulars to

THE CANADIAN GROCER  
Montreal Toronto Winnipeg

### WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

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

Domestic and Foreign Agencies Solicited

### H. B. BORBRIDGE

Manufacturers' Agent and Broker  
OTTAWA

Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

Try a business card in  
The Canadian Grocer.



Just Received

NEW CROP

# VALENCIA RAISINS ELEMÉ TABLE FIGS

SEND US YOUR ORDERS

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

# Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade costs you	20c.	for 1 lbs.
25c.	"	"	21c. for ½ lbs.
30c.	"	"	24c.
35c.	"	"	25c.
40c.	"	"	30c.
50c.	"	"	35c.
60c.	"	"	42c.
80c.	"	"	55c.
\$1.00	"	"	70c.

**THE BLUE RIBBON TEA CO, Limited**  
266 St. Paul St., MONTREAL

# STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the "Essex" brand, based on these prime facts:

- We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.
- We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.
- We are thoroughly independent and have no connection in any way with the Canners' Combine or any other trust.
- We expect to pay something for advertising and are putting all we possibly can of value into all our goods.

Why not get the best when it costs no more? There are reasons why we can do better for you than any house in the trade. Put us to the test.

THE ESSEX CANNING AND PRESERVING CO., Limited  
ESSEX - ONTARIO

## A strong combination-

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

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

The Farmers' Canning Company  
Bloomfield, - Ontario



BF



We are pleased to announce that we have appointed Mr. T. W. Edwards as our resident representative for the City of Toronto.

We will, as in the past, manufacture purely No. 1 Sugars, equal in quality to the best that is on the market.

Mr. Edwards will call on you regularly, and we trust will be favored with a share of your business.

Phone and warehouse address in later issue.

**Dominion Sugar Co., Ltd.**



# THE A1 SAUCE

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

**Simply A1.  
Pleases everyone.  
The Public WILL have it.  
Sold all over the world.**

For full particulars and prices write our Agents :

**GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal  
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto  
J. READ, St. John, N.B.  
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.**

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

# Old Homestead Brand

Canned Fruit and Vegetables—

—of all the many brands of Canned Goods now before the public, perhaps stands in higher favor than any other.

The reason is not far to seek. Every suggestion or contrivance that care, skill, science or sanitation can afford has been embodied in the manufacture of these famous goods.

A long reputation for unequalled purity is being maintained, and every can is positively guaranteed to contain nothing but the fruit or vegetable the label indicates.

No preservatives or additions are either needed or used in canning

## OLD HOMESTEAD BRAND

Order from your jobber.

**The Old Homestead Canning Co.**

**PICTON**

**Ontario**





# Get On The Winning Side

☞ The winning side of the flour question is not the one that makes the most profit per barrel or bag for you—but the one that wins the confidence of your customers.

☞ You can perhaps show a little more profit in the first sale of an inferior brand, but it will never inspire a customer's confidence in you that Purity Flour does.

☞ The superlative quality and uniformity of Purity Flour creates such a favorable opinion of your flour-judgment that a customer naturally concludes that you are a good judge of quality in other lines as well as flour. And you get her confidence and all her trade.

## PURITY FLOUR

is on the winning side whatever way you look at it, so get on the winning side right away. It is easy to sell Purity because of its splendid quality-reputation. It is made exclusively of the high-grade constituents of the hard wheat berry—no low grade constituents in it. That is why it costs a little more, but it is really unsurpassed value.

☞ And it's THE BRAND you will push from now on if you are looking for a bigger future business.

**Western Canada Flour Mills Co.**

Limited

Toronto Montreal St. John Winnipeg Brandon



*“More Bread and Better Bread”*

## Good Coffee

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

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

## Aurora Coffee

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

## W. H. GILLARD & CO.

Wholesale Grocers      Coffee Importers  
**HAMILTON**

Branch House—Sault Ste. Marie

## Ginger-Bread BRAND

## Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.  
Pails, 1's, 2's, 3's and 5's, and in bulk.

## Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia

# OK

THE  
COLD  
MEAT  
SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers,      London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.  
MONTREAL

SUB-AGENTS:

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

## IT'S A PLEASURE

to sell an article whose worth and superiority are acknowledged—a line that does not take an awful lot of talking, pushing and explanation to get rid of. The difference between



## SNAP

and other hand-cleaners lies in the fact that there is wanting from the others those **dirt-eradicating qualities** which have made **SNAP FAMOUS.**

BUY FROM YOUR JOBBER.

## The Snap Co., Limited

MONTREAL, CANADA



**"Keep up with the Twins"**



**"Keep up with the Twins"**

Handle . . . .

**GOLD DUST  
WASHING POWDER**

*It will give satisfaction to your customers and satisfactory profits to you.*

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

**THE N. K. FAIRBANK COMPANY, Montreal**



**"The Bee That Gets the Honey Doesn't Hang Around the Hive."**

The merchant that gets the money doesn't spend his time in the office posting books.

The hive is necessary to store the honey. It is also necessary to have a place to keep the accounts, but—

Why not use a system that requires but a small fraction of the time you now spend in handling your accounts?

**THE McCASKEY GRAVITY REGISTER**

Handles the accounts with but ONE WRITING.

THE McCASKEY ACCOUNT REGISTER SYSTEM

- Is an automatic collector;
- Stops all forgetting to charge;
- Eliminates errors and disputes;
- Pleases your customers;
- Draws new trade;
- Puts you in position to prove your loss in case of fire.

Write for further information—free for the asking.

**The McCaskey Register Co.**

Cor. Hughson and Rebecca Streets - Hamilton, Canada

**Old Friends Are Best**

An old friend that has stood the test of years is

**Cooper Cooper's  
Delicious Tea**

"Tea Plant" Brand

Packed in 1/2 lb. sealed canisters

at 40—50—60 cents per lb.

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

CANADIAN AGENTS:

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

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

# Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

## HAVE COME TO CANADA

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

**English** Rolled Ox-tongues, Pates

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

Awarded Fifteen Gold and other Medals for

**Excellence of Quality**

**Guaranteed Pure and all Packed in England**

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

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

## “ASEPTO” SOAP POWDER

takes the place of soap on every occasion. Is most economical, and will positively destroy germs.

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

**“Asepto” Sweetens  
Everything**

and is everywhere having a wonderful sale.

Avail yourself of this opportunity of reaping a handsome profit on this quick-selling line.

Order to-day from your jobber.

MANUFACTURED BY

**The Asepto Mfg. Co.**

ST. JOHN, - - - N.B.

## Valencia Raisins

*A. MAHIQUES PARIS  
DENIA*

*For Quality and Price*

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

“It gives us great pleasure to say that  
“the A. Mahiques Paris Brand Fine  
“Selected Raisins purchased from you  
“this year have turned out exceedingly  
“fine in quality. We have compared  
“them with what we considered other  
“first-class brands, and in our opinion  
“they are superior to any Fine Selected  
“we have examined this year.”

**Thos. Bell, Sons & Co.**

AGENTS

**MONTREAL**

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Our  
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F. K. W  
F. H. T  
C. E. J  
Nichol



## "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.

## HUBER ACCOUNT REGISTER AND SYSTEM

Simple

Practical

Durable



It entirely does away with bookkeeping and posting, and proves the best collecting system known. Checks show present purchase, past indebtedness and total amount owing to date with one writing. Thus the amount of each account can be instantly given. The inside of the cabinet fits into your safe at night, thus affording complete fire protection. Adaptable to any business.

"It saves time, expense, worry and the burning of midnight gas. It's a collector, too."

—F. C. TOON, *Grocer, London, Ont.*

SEND POSTAL CARD FOR FULL PARTICULARS TO-DAY

**R. B. BELDEN & CO., 178-180 Victoria St., Toronto**

## PERFECT PURITY IS PURCHASED

WHEN YOU ORDER

## ROWAT'S Imported Pickles and Olives.

Now is the time to see about your winter stocks. Inquire about our 12-oz. bottle which sells at 10c. It is a sure trade-getter.

### ROWAT & CO. GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal,  
Quebec, and Ontario  
F. K. Warren, Halifax, N.S.  
F. H. Tippett & Co., St. John, N.B.  
C. E. Jarvis & Co., Vancouver, B.C.  
Nicholson & Bain, Winnipeg, Edmonton, Calgary.

## 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

# Counter Check Books

*"Get  
The  
Best"*

LOBLAW  
CREDIT  
SYSTEMS

The CARTER-CRUME COMPANY, Ltd.  
TORONTO and MONTREAL

Mention this paper

# Washing Day

loses half its terrors when

CRYSTAL SOAP CHIPS  
or  
WONDERFUL SOAP

help to lighten the housewife's burden, so that she will have these soaps and no others.

They are honest soaps, such as you like to handle, and they perform all we say:

They whiten clothes and they save time and labour.

Let us send you quotations.

THE GUELPH SOAP COMPANY  
GUELPH ONTARIO

# Guggenhime & Co.

CALIFORNIA

Packers and shippers of the celebrated

## "Pansy" and "Daphne"

BRANDS

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

Selling these Brands means  
satisfaction all round.

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

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

## HOTEL DIRECTORY

### WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop.

### HALIFAX HOTEL HALIFAX, N. S.

### THE GRAND UNION

The most popular hotel in  
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

### VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA  
Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week.  
Open Now. Closes on May 1.

## ACCOUNTANTS

### Jenkins & Hardy

Assignees, Chartered Accountants, Estate and  
Fire Insurance Agents, 15 1/2 Toronto St., Toronto  
465 Temple Building, Montreal



## —ABSOLUTE PURITY—

in all foodstuffs is one of the most insistent demands of the present day, and the

### "E. D. S. BRAND" JAMS and JELLIES



cater most honestly and happily to that demand. Moreover our claim to absolute purity is backed by a Government analysis. "E. D. S. BRAND" are 100% pure. Surely you must realize the wisdom of handling such goods, if you wish to improve your trade.

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

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

## A LEADER — FOR OVER — 50 YEARS



**W. D. McLAREN, LIMITED**  
Manufacturers

583-585 St. Paul Street - MONTREAL

### Mr. Grocer :

When buying canned goods always remember that

## "CANADA'S PRIDE"

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

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

To be had of the following wholesale grocers :

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

PACKED BY

**THE NAPANEE CANNING CO., Ltd.**

W. A. Carson, Manager

NAPANEE, ONTARIO

*To the Trade:*

THAT

**CEYLON  
TEA**

HAS THE CALL,—

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

IS

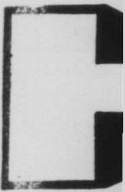
Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest



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# H.P. SAUCE

How many customers have you

who have not asked for H.P. Sauce? Our new extensive advertising is creating a large demand and if you are not supplying them they are buying it—SOMEWHERE.

Wide-awake Grocers are making H.P. their leading line.

W. G. Patrick & Co., Toronto and Montreal.  
MIDLAND VINEGAR CO.,

R. B. Sealon & Co., Halifax, N.S.  
BIRMINGHAM, ENG.



## BROOMS

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

## Oval Apple Baskets

We have them in  
Willo-Willo Cane and old  
timer Hickory, Woodenware,  
Paper, Twine, Grocers' Sundries.

**Walter Woods & Co.**

Hamilton and Winnipeg



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

NICHOLSON & BROCK, TORONTO



### Large and Quick Profits

You desire quick turnovers at good money.

Our famous **HOLLAND RUSKS** yield large profit, and sell very quickly.

Attractive package containing the most nutritious food invented.

BETTER TAKE A TRIAL LOT.

**HOLLAND RUSK CO.**  
HOLLAND, MICH. *Make's of the Original.*

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

## Canada First

Pure,  
Fully Sterilized and  
Healthful.

Anticipate the rush  
by stocking this brand.



## Evaporated Cream

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

Order to-day from  
your wholesaler.

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

# IN STOCK New Crop

# SELECT VALENCIA RAISINS

THE DAVIDSON & HAY LIMITED  
Wholesale Grocers - - Toronto



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


## “Soclean”

*The Dustless Sweeping Compound*

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

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

The Name is the Guarantee




## Redpath

### Granulated Sugar

Manufactured by

The  
**Canada Sugar Refining Company, Limited**  
MONTREAL, QUE.



### EXPERIMENTATION

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

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

## Prince of Wales Pickling Spices

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

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

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



THE CANADIAN GROCER

ESTABLISHED OVER 200 YEARS

# CHAMPION'S

## IS THE BEST VINEGAR



LONDON, ENGLAND      MADE FROM THE FINEST MALT  
COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

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

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

We are open to do business on easy consignment terms

Write our Agents for Particulars

THAT distinctive flavor  
that gives real quality  
to pickle or catsup is always  
found in goods marked  
"Sterling."

### STERLING Brand PICKLES

MADE in Canada from  
the best grown Cana-  
dian vegetables, in Canada's  
largest pickle factory. Sold  
to the trade by leading job-  
bers or direct from

The T. A. LYTLE CO., Ltd.  
Manufacturers  
Sterling Road, Toronto, Can.



NEW SEASON'S  
Strawberry, Raspberry,  
Black Currant and Cherry Jam

NOW READY FOR DELIVERY

Send in your orders quickly, please.

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

# JAPAN TEAS

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

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



## When You Sell Borden's Brands—

You know, when you sell a customer Eagle Brand Condensed Milk or Peerless Evaporated Cream, that you have sold the best the world produces. Merchants all through Canada find it profitable to specialize on these brands, and besides, they get a lot of satisfaction out of it as well.

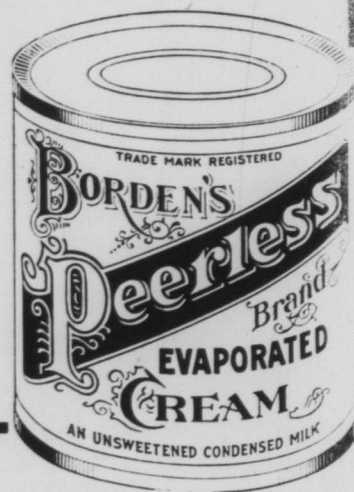
HAS BEEN BEST FOR OVER 50 YEARS

**Borden's Condensed Milk Company**

ESTABLISHED 1857

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

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



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

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

*Write for prices*

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

I offer for prompt shipment a very fine parcel of last season's crop

**SULTANA RAISINS**

**AT AN UNUSUALLY LOW PRICE**

**ANDREW WATSON, Importer**  
91 Youville Square, Montreal



### IN THE MAKING OF **IMPERIAL EVAPORATED CREAM**

NO EXPENSE IS SPARED

We possess a most modern factory, equipped with the latest machinery and employ only the most skilled help.

We buy the richest milk—and pay the price for it—so we always secure it.

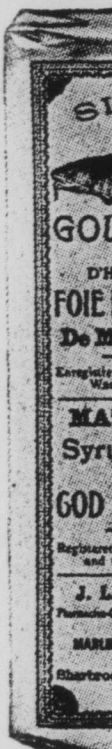
Imperial Brand is a Cream you can be SURE about.

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

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

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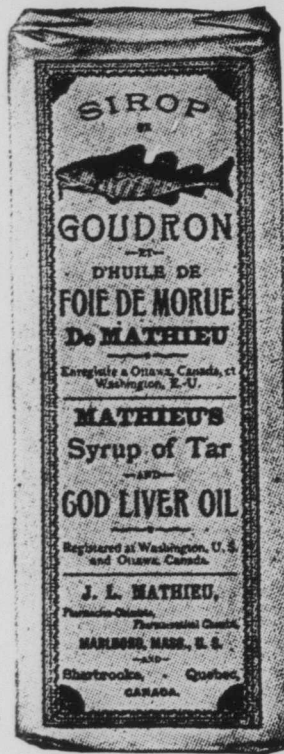


**Tartan**  
BRAND

Phone 596—For hurry orders.

**Spices** Ask our travellers about a special deal that every grocer should take advantage of. Don't miss it.  
**Vinegar** Imperial is the Brand you want. Don't take chances on poor vinegar.  
**Wagstaffe** Pure Jams, Preserves and Marmalade, also Mincemeat, Plum Puddings, etc. Get your Fall order placed.

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



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

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to buy it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

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

Sold by wholesale trade everywhere  
Distributors for Western Canada:

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

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

**ST. LAWRENCE  
GRANULATED  
and  
GOLDEN YELLOWS**

made only from  
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

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

**MONTREAL**

Do You Stock

**SHIRRIFF'S**

**FLAVORING ESSENCES?**

They have every quality a good essence should have—STRENGTH, PURITY and FLAVOR.  
Sell all the year round. Write for prices.

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



**Classified Advertising**

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

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

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

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

**PERIODICALS.**

**ADVERTISING** writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

**AGENTS WANTED.**

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

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

**AGENCIES WANTED.**

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

**WANTED.**

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

**FOR SALE.**

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

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

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

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

**COUNTER CHECK BOOKS.**

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

**SITUATIONS WANTED.**

**YOUNG MAN** of twenty-four wants position as traveler for wholesale grocery or wholesale liquor firm. Knows both lines thoroughly and can make good. Address Box 318, CANADIAN GROCER, Toronto. (38p)

**YOUNG MARRIED MAN** wants position as traveller for a reliable wholesale grocery or confectionery house. Has had eight years experience in the retail confectionery, and three years in the retail grocery business. Would prefer territory East of Toronto. Address Box 320 CANADIAN GROCER, Toronto. (39p)

**SITUATION VACANT.**

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

**MISCELLANEOUS.**

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

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

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

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

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

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

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

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

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

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

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

**WE** have 8 rebuilt Visible Oliver Typewriters for sale. The price is \$30.00 each, and at that figure they are a bargain and should not be on the market long. Monthly payments can be arranged if desired. The Monarch Typewriter Company Limited, 98 Bay St. W., Toronto.

**ACCOUNTS COLLECTED**

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

**ADDING MACHINE.**

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

**BOOKS FOR THE GROCER.**

**THE GROCERS' MANUAL**—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, Chandlery, their sources, varieties, manufacture, preparation, &c. Specimen pages free. W. Cloves & Sons, Ltd., 23 Cockspur St., London, S.W.

**BUSINESS OPPORTUNITY.**

**AN ESTABLISHED BISCUIT MANUFACTURING** firm with a good home trade, would like to hear from some good business men with some capital to invest, in order to extend the business outside Montreal. Address, "Biscuit," CANADIAN GROCER, Montreal.

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

**BUSINESSES FOR SALE.**

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

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

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

**FOR RENT.**

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

**EXPORT TRADE DEPARTMENT**

Messrs. Gordon, McDonald & Co., 67 Cross Lane, London, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general goods. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of the trades on every side. All goods imported paid cash and documents. References to Montreal firms with whom they have done business for many years. Cable address, "Double." Codes—"A B C," fifth edition, Riverside and Adelaide Sts., Toronto.

**DAVID SCOTT & CO.**

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



The seal of quality

has been stamped on every tin of

**CONCORD  
NORWEGIAN  
SARDINES**

the kind in which the natural delicate flavor is preserved. None but freshly caught small autumn fish and the highest grade oil is used in canning these goods, the greatest



care being taken throughout the process. 24 to 30 fish go to each tin, which carries the guarantee of the

**CONCORD CANNING CO.**

A feature is the extra lid for use after the tin has been once opened. Are you handling this rapid-selling line?

LIST OF AGENTS:

- R. S. McIndoe, Toronto
- A. H. Brittain & Co., Montreal
- W. A. Simonds, St. John, N.B.
- Watson & Truesdale, Winnipeg
- Radiger & Janion, Vancouver and Victoria, B.C.

**Queen City Water  
White Oil**

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

**Have You Entered  
the Orange Meat  
Contest ?**

If not, you are missing an excellent opportunity to win some large cash prizes.

**\$700.00**

**Cash is the First Prize**

Get your customers to save the bottoms of Orange Meat boxes for you.

Send your name and address to Orange Meat, Kingston.

Read postcard in package. Contest closes November 30th, 1909.

P. & F.

**VINCENELLI  
& CO.**

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF  
**CANDIED PEELS**

Specialties

**CITRON, LEMON, ORANGE**  
Drained, Cut and Candied

Prices and Samples on Application

**Snowdon & Borland**

MANUFACTURERS' AGENTS

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

Write to

34 GUARDIAN BUILDING  
MONTREAL

**Repeat Orders**

flow in by stocking your Store with

**WHITE DOVE  
COCOANUT**



Made from the Finest Selected Nuts.

**W. P. DOWNEY**

MANUFACTURER

24-26 St. Peter St., Montreal

**BASKETS**

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

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

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

**The Oakville Basket Co.,  
OAKVILLE, ONT.**



No Odor

It dries them up **Common Sense**

**KILLS** { Roaches and Bed-Bugs  
Rats and Mice

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

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

## The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

### The Queen Quality Leads WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

**PURITY, PERFECTION  
and SATISFACTION**

Manufactured by

The **BELLEVILLE CANNING COMPANY**  
BELLEVILLE ONTARIO

## CURRANTS

We are proprietors of

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

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

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

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

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

CANADIAN REPRESENTATIVES:

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

**GREEK CURRANT CO.**

260 West Broadway, - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE



# HOLBROOK'S Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH  
40 Scott Street, Toronto  
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED  
IN ENGLAND.

## Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER**.

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house  
Packed by M  
ROSE &



# "NUGGET"



## POLISHES

*SHOE, HARNESS & FURNITURE POLISHES.*

**NO DOUBT YOU STOCK THEM!**

THEY

were **FIRST** on the market.  
are **FIRST** in quality.  
always will be **FIRST** in popularity

The Nugget Waterproof Polishes are honest goods, free from acid and injurious ingredients and add to the good reputation of every merchant handling them.

**The NUGGET POLISH COMPANY, LIMITED, 67 ADELAIDE ST. E., TORONTO**  
BRANCHES AND AGENCIES IN ALL PARTS OF THE WORLD.



LOOK FOR THE BEAVER

### M.D. & Co. "Beaver" Brand Valencia Raisins

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

### "W. Abel" Brand Valencia Raisins

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

Packed by MAHIQUES DOMENECH & CO., Denia, Spain  
Canadian Agents:  
**ROSE & LAFLAMME, Ltd., Montreal and Toronto**

## Jose' Segalerva Malaga, Spain

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

**Malaga Table Raisins**

**Malaga Loose Muscatels**

**Jordan Shelled Almonds**

**Valencia Shelled Almonds**

Agents:

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

# OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv,  
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK  
FOR SALE BY ALL JOBBERS FROM COAST TO COAST

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

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE

WINNIPEG

**WESTERN** Incorporated  
1851  
... **ASSURANCE**  
**COMPANY.** **FIRE**  
**AND**  
**MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000  
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,  
W. R. BROCK, Vice President  
W. B. MEIKLE, General Manager  
C. C. FOSTER, Secretary

## British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice President  
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,  
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.  
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.  
Sir Henry M. Pellatt, E. R. Wood.

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

CAPITAL - - - - - \$1,400,000.00  
ASSETS - - - - - 2,162,753.85  
LOSSES PAID SINCE ORGANIZATION, 29,833,820.98

**T**HE RETAILER classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

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

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

Prices from

## MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

Try a case of

## Mason's Number One Sauce

Nothing so good ever made—Everyone says this.

Prepared by **GEO. MASON (The Original)**  
From London, Eng.

The Mason, Miller Company, Toronto, Canada

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gave s



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adver

Almon, J. T. & C.  
Allan, Robt. Co.  
Allison, Coupon Co.  
American Tobacco C.  
Ayer's Mig. Co.  
Aylmer Condensed  
Baker, Walter, & Co.  
Baker, Sims & Co.  
Bain, Thos. & Son.  
Bainville Canning Co.  
Barnet, F. L.  
Beech, J. W. & Gre.  
Blue Ribbon Tea Co.  
Bourgeois, H. B.  
Boston Condensed M.  
Bristol, J. J.  
Bryant, Ltd.  
Buck & Co.  
Buck & Co.  
Burdell, Geo. & Co.  
British American As.  
Candy Sugar Refin.  
Canadian Biscuit Co.  
Canadian Coconut  
Canadian Condensa  
Canadian Manufactur  
Carr, H.  
Carr & Co.  
Carr's Crème Co.  
Carr's Ltd.  
Carr's Tea Assn.  
Carrington & Slee.  
Carrington, Brown & C.  
Carrington, Dwight  
Carrington, Little  
Carrington, W.  
Carrington & Co.  
Carrington & Son.  
Carrington-Sims Mig.  
Carrington Canning Co.  
Carrington, H.  
Carrington, H.  
Carrington, Cooper & C.  
Carrington Co.  
Carrington & G.  
Dawson, The F. F. C.  
Dawson & Hay  
Dawson Commission  
Dawson, Ltd.  
Dawson, Mahique  
Dawson Molasses C.  
Dawson Sugar Co.  
Dawson Warehouse





# Personality the Hope of the Small Canadian Grocer

Correspondent to an English Journal Tells of Conditions in Canadian Stores as He Finds Them—Suggests Methods as to How Mail-Order Competition Can be Met—Clerks and Employers as Comrades—Working Hours Becoming Shorter—The Great Danger to the Trade.

A correspondent writing to "The Grocer and Oil Trade Review," an English journal, on retail conditions in Canada, gives some interesting information about methods used in this country and advice on how the competition of mail-order houses can be met. He says that the grocery trade in Canada may be said to be in the hands of two distinct classes, the ordinary grocer and the departmental store or universal provider. As a general rule, the retail trade in the big cities of North America is becoming concentrated in one district—the "downtown" district—to a greater extent than has been the case at home, but the grocery trade is more an exception to this rule than most, as there is generally a grocery store at one, and often two, of the four corners of every street intersection in the residential districts. Happily for the grocer, neither the multiple-shop system nor the co-operative society is developed to anything like the same extent as we know to our cost is the case at home; and owing to the primitive state of the roads, snow in winter, and other causes, the practice of rural deliveries by the big firms is not so damaging to the country retailer as will probably be the case ere many years. The Canadian grocer, therefore, still enjoys many of the advantages which we enjoyed until a generation ago, but competition is increasing at a greater rate than the population, and it is becoming more and more difficult for the grocer to make a good living.

The present danger to the trade seems to be the departmental store rather than the multiple shop; both are bad enough for the independent trader, but probably the departmental store does less damage to the grocer, though in some other trades it would probably do more damage than the multiple shop. The Canadian grocer has great belief in advertising, and spends a surprising amount of money with the local weekly paper, as well as on handbills and other printed matter. In the newspaper he generally mentions one or two lines in particular which are said to be "on sale," which means that the prices of those articles have been somewhat reduced for that week only. The reduction is quite genuine, and is made in the hope that the bargain-hunting instinct will induce customers to take this bait, and when they come to the shop they find a tasteful display, which makes them think that they need other things as well. Another form of advertising is to have elaborate shop fittings. Sharp competition with the departmental stores has done one good

thing, and that, is to displace credit business by cash sales.

## Cash Buying a Habit.

The big stores, from the nature of their organization, cannot well have credit customers, though some try it, and so the public gets into the wholesome habit of paying cash over the counter. A good many high-class Canadian grocers have boldly set out to do nothing but cash trade, and while this resolution may somewhat reduce the number of customers, those who are eliminated are likely to be such as are hardly worth having; and although the grocer may advertise "cash only," he sometimes has accounts with a few safe customers in whom he has confidence. The tendency of the trade in Canada, as at home, is altogether in the direction of packet goods. Almost everything nowadays is handed over the counter in packets, and fewer things every year are weighed or measured from bulk. Packet teas, cocoa, or corn-flour we know of old, but now the grocer has to stock raisins, dates, cheese, biscuits, custards, soaps, and many other things in packets. The grocer who loves his trade may well look with regret at this inevitable tendency, as it takes his expert knowledge and the art of salesmanship out of his life, and makes the man behind the counter little better than an automatic machine, which delivers out packets when money is put into the slot.

## The Inner Workings.

The Canadian grocer takes his business very seriously, and perhaps may often be accused of living for his business rather than making his business the means of gaining for him a livelihood. We do not find in the new country the old hereditary shop which for generations has been the source of a steady and sufficient, if small, income to the same family. Today people are not so well satisfied with a moderate income and a slow rate of earning it, and although happily the shop hours are tending to get shorter, the successful grocer cannot dismiss his business from his mind when he locks up his shop, but has to take his business cares home to meditate on at night. This means that a man gets completely absorbed in his business, he works at it by day, and makes it his hobby which he plays with at night. The spirit of "get rich quick" makes itself felt in many respects behind the counter. It is not very often now that the grocer lives over his shop; in fact it is probable that he lives several miles away unless the shop is already in the residential district.

Distance, however, will not prevent him from being the person to unlock the front door in the morning; he does not entrust this duty to the apprentice to go round to his house before breakfast to fetch the key, nor some trusty head assistant or manager whom he can rely on to see that the early morning duties are properly attended to while he is comfortably having his breakfast. The example of the "boss" being the first man on the spot in the morning has a most wholesome effect on the staff.

## Ambition In The Clerks.

The clerk in the shop has a confident hope of being a proprietor himself before many years, and is disposed to look upon his work from that point of view; in a word, he is ambitious. He does not treat the grocer as a superior sort of being, but more as a comrade, like a fellow-employee. This is the spirit of the country, and the sensible grocer rather encourages it, as although it may occasionally offend his pride, it is good for his pocket, for the assistant who treats his master as a comrade and thinks about the business as "we" takes a personal interest in it, and will be careful about the tap of the oil tank, and will not put a new consignment of anything in front of the old stock. His confident ambition makes the assistant willing to learn, and here again he is encouraged by his master. There are slack times in every shop, and if the assistant cares to utilize an hour or two of such time by studying the trade paper he is not regarded as a "waster," but of course if he uses the firm's time in this way he must first see that his shelves are clean and other routine duties are properly attended to. The grey-haired assistant is very uncommon in a Canadian store, and where he is to be found he is probably an immigrant from "Th' Ole Country" whom adversity has driven to seek a better livelihood in the new. The faithful "old stager" is uncommon, so there is a constant stream of young newcomers in the store; not apprentices, for that is not much left now of the old apprenticeship system, but youngsters who start their business life on a weekly wage basis. It is naturally the last comer who has most of the dirty work to do, but the grocery shop is no place for dignity, and the proprietor often sets a good example to the rest by taking a share in doing heavy and dirty work himself. The newcomer is often tested by having busy jobs given to him for the special purpose of showing whether he will do them cheerfully and willingly, and his future treatment depends more on these first impressions than he often realizes. Especially is this the case with the immigrant from the Old Country, and when tested thus he often fails to do himself justice, as at home he has been accustomed to see a porter do the heavy carrying



and floor cleansing. Probably there is no person in the Canadian shop that he goes to, so the "clerks" have to do all the work themselves.

#### The Departmental Store.

As already stated, the chief rival of the individual trader in Canada is not so much the multiple shop as the departmental store, with its abundant telephonic facilities, frequent town and suburban deliveries, and C.O.D. system. These facilities make the great "down town" store a very formidable rival of the corner grocery, as it is easy to do all one's shopping and buy many different classes of articles without leaving home; but when people do feel inclined to do a day's shopping at the departmental store they will find everything they require under the same roof. A still further inducement is the fact that people may meet their friends shopping at the same store, which thus becomes a rendezvous where people may meet, whether they mean to buy anything or not. The proprietors of the great store actually encourage this habit, and try to make such an captivating display that when people go into the shop they cannot help buying. Visitors to the departmental store are never asked to buy; there are "floor-walkers," who keep a general supervision and direct would-be customers to the right departments, but there is no solicitation to buy apart from the mute appeal of a useful display. Whatever the Canadian grocer may think of the departmental store—and he is apt to think in about the same way as his English brother of the multiple shop—the stores are certainly the means of distributing a great quantity of English packet goods. Tea, cocoa, pickles in enormous quantities, and many other commodities packed by manufacturing grocers in the Old Country find a Canadian market which they might not get were it not for the buying offices which the departmental stores maintain in England. By means of these buying offices many English manufacturers do business direct with the retailer, but on a wholesale scale, and so are spared some of the risk and expense of cultivating an export trade. The departmental store is a selling machine which has been brought to a very high state of efficiency, although happily it is not without its shortcomings, and it is along the lines of its failings that the small trader has the best chance of competing with it. The store is nothing better than a machine, and instead of being waited on by an expert grocer, the customer is served by palefaced girls, who should be at school or playing with their dolls rather than handing out packets of tea from eight till five.

#### Do Not Need To Know.

Of course, these children know nothing whatever about the trade, nor do they need to; they are put beside a few piles of packet goods, which they hand out or send to the delivery department in reliance for the price printed on the label.

No salesmanship is needed. When these girls grow up a few of them are made under forewomen, or are even promoted to be forewomen, but there is no prospect worth mentioning, and when they can reasonably expect to have their wages raised they are sent away, and their places are taken by other younger and cheaper girls.

The small trader does not have this cheap and inefficient labor in his shop, which necessarily cannot be so much

specialized into departments; his assistants are all men, which of course places him at a disadvantage as regards the wages bill; but, on the other hand, men know the trade, and can advise customers to buy the thing that they require.

The great hope for the future of the small trader is the establishment of personal relationship with his customers. By developing his personality he has an advantage over the departmental selling machine in Canada.

## Unbusinesslike Methods of Out-of-date Grocers

**One Refuses to Use the Carbon Sheet in a Counter-Check Book Because it is Different From What He Was Brought up to—Another Talks to Traveler in Discourteous Manner — Foolish Answer to Customer Who Had Paid for What She Didn't Get —Some Remedies Suggested.**

By M. Moyer.

If one travels through a town or city and calls on all who handle groceries with a view of studying their different methods of doing business, and keeps his eyes open to see, and his ears to hear, he should learn from the many well managed and successful stores some useful lessons in storekeeping. He should also learn from those who are "back numbers" the causes of their condition.

If the best from all could be sifted out and retained, and the worst eliminated and destroyed we could expect ideal storekeeping.

While this consummation may be in the distant future, it is the aim and purpose of a trade paper to lead in that direction. It is through the medium of a trade paper that ideas can be collected, and again distributed for the benefit of others, and in this way gradual, but constant improvement is made in all lines of trade.

If all would take the interest in this work that some do, the evils now existing in the retail trade would soon be weeded out and trade based on a more satisfactory footing. While the more enterprising are actively engaged in improving trade conditions they are handicapped by those who are out of date, and are satisfied to keep struggling in the same old ruts. It is surprising how many are blindly groping for an existence, and are so far out of date that their style of doing business is extremely ridiculous and stupid.

#### Sticking to Old Methods.

Think of an old out-of-date grocer in these days of improved methods and appliances, replacing the old-fashioned bill-head that he used to have for taking orders for the ordinary duplicate check-book, simply because he can buy the latter cheaper, but who is not utilizing the carbon paper to copy. He compels his lady assistant to copy every order from the check book, word for word, into an

old fashioned day-book, and from that into his ledger. At the end of the month she has to make out itemized accounts of the whole month's business.

This man is absolutely opposed to anything different to what he learned when he went into business many years ago. He will not admit that any new ideas are improvements on the old. He will not read a trade paper nor discuss trade questions from any other motive than to prove that the old methods are the best. He works behind his counter from early in the morning until the late hours of the night without knowing anything of what is going on outside of his own store. His business is gradually leaving him, and he does not know what is the matter.

The trade paper gathers up helpful ideas and methods from Halifax to Vancouver, and brings them within reach of every grocer, and yet there are lots of them who do not avail themselves of this opportunity, and even do not know what is meant by a trade paper.

I called on one of these grocers, and tried to interest him in the value of modern methods and their connection with the trade paper. After talking to him till I was almost blue in the face, he looked at me as if he were taking a deep interest in what I was saying, and then asked "what line of goods are you selling?"

For a grocer to be offered anything to read was beyond his comprehension.

#### He Didn't Want to Know.

A traveler recently called at a store on his first trip, and the grocer pretended to be very busy, which is often done as a blind. After waiting a while, he addressed the traveler as follows: "I suppose you are hanging round here for an order. I don't know you, and I don't know what you are selling, but I don't want anything."

Would any merchant treat a traveler in this way if he were not out-of-date?

Would any one not know better if he read, as he should, his trade paper?

A lady bought a dozen of eggs in a store where they were sold as "strictly fresh." When she used them she found three bad ones. She called up the grocer on the phone, and told him so. She asked him what she was to do, and the word came back "Salt them down."

These are some of the foolish things

"out of date" grocers will do, and yet they think they can get along without learning anything.

Trying to educate such people and to bring them up to a decent level, against their own will, is wasting time. The better way to do is to help those who are anxious to be up to date, and raise the standard of store service to such a degree that out-of-date stores will no longer be patronized.

week, as it enters the store where I work. I have felt as though I would like to write to you and to your paper, and through courage, I have at last done so.

I do truly feel, as I have already stated, that your paper is a great help to me as a grocery clerk, and I am sure that it must be so to all who read it. Of course, you know that I am not a subscriber, as I said that my employer is one. That is my reason for not being one myself.

Here is one fact which I do think you will believe, "That the growth of any manufacturing business concern depends first of all upon those employed therein." Therefore I say frankly as my opinion, that all grocery clerks, as well as their employers should read The Canadian Grocer, for therein we all can get the helps and hints which will enable us to make our employer's business move "onward" to a high standard of excellence.

I might also add, that I have found all the different articles throughout the columns of your paper to be most interesting.

In your last issue, I found an article which has attracted my attention considerably. Besides the excellent reading about The Canadian National Exhibition, the one to which I refer is to be found on page nineteen, namely: "Increasing Efficiency of the Grocery Clerk." The article, I consider, is a splendid one, and I truly agree with the points and teachings to be found therein. I say, that in addition to what has been said there about the clerk's efficiency, that I believe in an employed person letting his employer see that it is worth an increase in salary, rather than for the clerk to demand the same or else send in his resignation.

I will now close this letter, wishing The Canadian Grocer success, etc.

E. B. T.

Simcoe, Ont., Sept. 21, 1909.

[Editorial Note].—The Canadian Grocer is pleased to hear these words of appreciation from this Simcoe clerk, and also to see the attitude he takes towards employers. We should be glad to obtain an article from him or from any other clerk for this page on duties of clerks, how they should treat their employers and how they think employers should treat them.

#### NEW WHOLESALE HOUSE

The Marland Woolnough Co., wholesale jobbers of groceries, fruits and confectionery, will begin business in Niagara Falls Centre on October 1st.

J. B. Hallworth, president and general manager of White Swan Spices & Cereals, Ltd., Toronto, has just returned from Fort William, Port Arthur and Nepigon, where he found general trade conditions bright, and prospects for the coming season exceptional on account of the heavy western crops. His company have appointed J. B. Peltier, as a representative in that district.

## Department in Aid of the Retail Grocery Clerk

**Whims of Customers Should be Carefully Considered and Dealt With Accordingly—More Interest Should be Displayed in Learning How Business is Carried on—Need of Studying the Goods Sold and the Origin of Them.**

By B. H. Thomas.

The first requirement in the progressive retail clerk is an ability to serve as he should. Great writers have expended much energy in giving to the world the value of service in all stations of life. It is one of the fundamental principles of a moral education and it is absolutely necessary in the store if the business is to become a success. In order to serve well a clerk must study the customers. Each person has his or her own whims and a consideration should be shown to these if that customer is to be made a permanent one. For instance there are clerks who will allow customers to come into the store and stand before the counter for half a minute before they make a move to determine their wants. In most cases nothing makes a purchaser more disgusted than to have to wait an unreasonable length of time before a salesman arrives. Clerks, therefore, should be on the alert to serve as they should and to wait upon customers without the least delay. By doing so they increase their own values to their employers because they at least tend to hold the customers they have.

Frequently one goes into a grocery store and is at once able to spot the clerk who shows little interest in his own work and cares much less about "holding" and "getting" custom. Most clerks know all about the ball games or other sports in their city, town or village—which in itself is all right and natural—but to dress a window attractively some of them would be at sea. It's the clerk who takes the interest in the success of his employer—the one who makes himself a part of the business in which he is employed—who can command the biggest salary and become the greatest use.

#### In Business for Himself.

The majority of young men who start out in business life as salesmen behind the counter, do so with a view to owning a business of their own some day or becoming traveling salesmen for wholesale houses. All are anxious, or should be, to take charge of a retail business

when an opportunity affords itself and to do this they need an education that will carry them through the early and difficult stages.

In order to obtain such an education their powers of observation must be developed. If their employers are honest with them, as they should be, they are sure to "take in" the things that will stand them in good stead when they stand behind the counters as proprietors.

As most experienced clerks and employers now know, too many enter the grocery business lacking experience. The result is that the trade is hindered in its elevation to a higher plane.

There is a lot to learn. Buying, getting discounts, proper stocking, necessary store equipment, interior and window arrangement, dealing with all classes of customers, watching the slow pays—these are but a few of the many things a new storekeeper has to deal with. These should all be taught by the employer and learned by the clerk before the latter decides to launch out into the retail arena himself.

#### Know the Goods You Sell.

If a clerk would only spend a little of his spare time each week in studying where the goods he sells come from, he will learn more geography than he ever did at school. It will take him from the Americas to Japan, and to almost every out-of-the-way corner of the globe. In short, it will give him a cheap and instructive trip around the world.

#### A CLERK WHO WANTS TO LEARN.

**Success of Any Business, He Says, Depends on Employees—Refers to Article in Last Week's Issue.**

Editor Canadian Grocer.—I take this opportunity to write you in gratitude of the great benefit which I feel that I am deriving from the reading of your most valuable trade paper, The Canadian Grocer.

Upon reading the paper week after

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The Above Illustration is That of the Grocery Department of C. S. B. Burley, Porage la Prairie. Its Modern Bin Fixtures and Shelf Arrangement Together With the General Handsome Appearance, are Outstanding Features.

## Successful Methods Adopted by Canadian Grocers

**Suggestions on How Business in the Store May be Improved—Scotch System of Display Used in Hamilton Store — Cobourg Merchant Satisfied With Cash System—Grocer in Vancouver Builds His Own Store—Money in Ice Cream — Necessity of Watching Fruit Carefully.**

### BUY EARLY IN THE WEEK.

Ottawa, Sept. 22.—It is a great mistake that grocers leave their heaviest market buying until Saturday. On that day everybody is too busy to give the proper attention and furthermore they pay from 10 to 15 per cent. more for their supply from the market. The grocer knows that you must have the goods and asks his own price. Next week compare Tuesday's and Thursday's prices with those of Saturday, and see for yourself.

### DO ONLY CASH TRADE.

Cobourg, Sept. 22.—Last December Guillet & Co., grocers, began selling on spot cash only and "are perfectly satisfied with results so far."

The Guillet business is one that was established 63 years ago by the late John Guillet, father of the present proprietor.

The fact that it still stands among the best is because it has been built on a quality basis.

"We do not handle any compound

jams or compound trash of any kind," is the way Mr. Guillet puts it.

"We have a side line in 'Best American Coal Oil and 76 Gasoline,' and the turn over in this is more than 12 car-loads a year.

Their policy at all times is to handle only the best goods obtainable.

### MAKES MONEY FROM ICE CREAM.

Lindsay, Sept. 22.—There is only one grocer in Lindsay who handles ice cream, namely, Mr. Harrison, who recently established a grocery business in Lindsay, and who came from Norwood. Mr. Harrison occupies Laidley & Newton's old stand, and at the opening of the summer he installed a modern and up-to-date soda fountain in the rear of his grocery store and also sells ice cream. The interior of this store is always bright and attractive and is a good example of purity and cleanliness, the result being that Mr. Harrison has built up a good trade. He maintains that it pays him to keep the ice cream

parlor in connection with his grocery store. Frequently ladies come in during the day-time, and being tired and hot they not only purchase their groceries or leave the order, but also are enticed to the cooling ice cream parlor and have cooling dishes and drinks.

### DEVICE FOR CUTTING MEAT.

Montreal, Sept. 21. — A somewhat unique labor saving device has been installed by a grocer of this city. It is a simple contrivance for holding meats steady for slicing. The affair is only a board about a foot long by six inches wide, with a large circular cut from end to end of one of the long sides. By placing the meat in this cut it is steadied, and a more even slice can be made.

### BUILT HIS OWN STORE.

Vancouver, Sept. 20.—The Cashion Bros. are two Cobourg, Ont., boys. "Jim" J. Cashion was book-keeper for the MacLean Produce Co. of Toronto 18 months ago. Like many others, however, he felt the "call of the west." He went to Prince Albert and worked for six months with Thomas H. Jones, grocer of that city, and then came to Vancouver. He bought a lot at Cedar

Cottage, one of Vancouver's many suburbs, for \$700, and built his own store. He is now doing a thriving business. His lot alone apart from the building is now worth \$3,200. Oh, no! he doesn't regret coming to Vancouver. The trouble is the expansion of his business is such that it takes all his surplus capital and he hasn't made up his mind which pays him best—buying lots or selling groceries.

**KEEP FRUIT INSIDE.**

Montreal, Sept. 22.—A Montreal grocer, in discussing window display, expressed himself very strongly against placing fruits and vegetables outside the store front. "It is neither cleanly nor good policy to put them there. City dust and dirt are bound to collect, and not only mar the fresh appearance of goods, but make them sometimes even unsanitary." It is a point of view well worthy of consideration.

**SCARCITY OF FRUIT JARS.**

Guelph, Sept. 22.—Grocers of this city have been put to considerable inconvenience during the past week or ten days by the scarcity of preserving jars. The demands have been exceptionally large—caused no doubt by the cheapness of fruit, and the merchants have had the stocks run low, and when writing to the wholesale houses have learned that they must wait patiently while the manufacturers turn out more jars. "Our stock got down pretty low in jars," said J. A. McCrea in speaking on this subject, "and we have had quite a lot of trouble getting enough to keep our customers satisfied."

**NEW WINDOW FOUR TIMES A DAY.**

Hamilton, Sept. 22.—D. McKillop is a Scotchman who began business here about 3 months ago. Being a thorough Scot he follows the Scotch system in the store. This system deals particularly with interior and window displays and price ticketing.

Mr. McKillop changes his window no less than four times a day, so that if a prospective buyer passes, her eye meets four different scenes. He believes in this as one of the best methods of interesting a passer-by. Another of his Scotch methods is placing price tickets on as many articles as possible, both in the store and in the window. In the proprietor's estimation these tickets are practically necessary to increase business. He has a rubber-stamp outfit which cost him the small sum of \$2 and he prints all his own tickets and signs in spare minutes. On the glass door he pastes a paper sign with a list of seasonable goods.

Although in business only a short time and in a small store, Mr. McKillop does a business of about \$150 per week. He makes it a point to keep only goods of the best quality. He buys for cash and sells for cash so that he always knows where he is at. "It's the only way you can go to bed in peace," he maintains. Since starting he has purchased a computing scale

and a refrigerator. He keeps his butter and meats fresh and clean and does not lose custom by any carelessness.

**WANTS MAUFACTURERS' AID.**

Chatham, Sept. 22.—The collection department of the Retail Merchants' Association was discussed at the last meeting. Last month's direct collections (exclusive of considerable amounts paid to merchants) amounted to \$164.41. It was made clear that the official lists were intended for members only, and that the contents must not be divulged to outsiders. A proposal of Wm. Anderson to enlist the aid of manufacturers in making collections was discussed, but ultimately left over for further consideration. Mr. Anderson pointed out that the credit extended to workmen by merchants during dull seasons enabled the men to remain in Chatham, with the result that manufacturers on resuming operations could count on experienced workmen. He thought this entitled the merchants to some return. The privilege of posting notices in factories was suggested.

**WATCH DOGS AND FRUIT.**

Ottawa, Sept. 22.—A few words are timely anent the practice of some grocers and fruit vendors of placing baskets of fruit, vegetables, etc., which are offered for public consumption, on the sidewalks in front of their places of business exposed to dust and grime and especially to the disgusting attention of dogs. Your correspondent has repeatedly seen baskets of fruit on the sidewalks share such treatment. It is not to be presumed that fruit dealers witness these proceedings with a staid complacency engendered by reflections on the fact that "dogs will be dogs," or that as long as a basket of fruit does not remain unsold, it is a matter of little concern whether or not the flavor is slightly impaired. No! it is hoped that the business instinct does not operate to the exclusion of the primary notions of human decency. But it is nevertheless the case that these disgusting habits of dogs are carried on from day to day, and must come within the knowledge of the fruit vendors. Still the fruit is piled on the sidewalks week after week and while the owners of dogs are looking over goods the canines are allowed to run about wherever they please.

It is to be supposed that dog-life in cities is bound up with our existence not in most cases because of a manifested desire for their proximity, but mainly because it is thrust upon us by our neighbors. Therefore Mr. fellow grocer, keep your fruit and vegetables out of reach of these four-footed prowlers.

**EXTORTIONATE PROFITS HARMFUL.**

Winnipeg, Sept. 21. — Western rural merchants are making a grave mistake when they take advantage of their isolated position to exact undue profit from

their customers. There are few people who buy sugar or salt from the lonely merchant on the prairie, who have not bought the same commodities elsewhere, and they invariably know the reasonable price at which they should retail. The customer may not be quick to complain of the high prices, but they will take advantage of the first opportunity where goods can be purchased for one cent a pound less. The rural merchants of Manitoba can afford to quote prices equally as attractive as the merchants who board the trains from the city centres, and call on their country customers weekly. If the country merchant wish to retain their trade they must deal justly with their customers. By maintaining extortionate prices they are robbing themselves, since the mail-order houses only receive larger orders through the mails, and the city merchant is encouraged to make his weekly calls. It may be argued that the rural merchant must allow for freight and deterioration, but the same thing applies to any other concern, which lands goods to the country customer.

Every merchant must learn to trade with customers with equity. No merchant wishes to lose a customer, but it is easier to learn the lesson that it is easier to keep a customer than to win him back when once he is turned away.

**UNIQUE COFFEE GRINDER.**

**This Merchant Gets His Exercise While He Cuts Up the Coffee.**

A grocer down in Kansas City, says a writer in Popular Mechanics, has an ingenious device for grinding his coffee and at the same time for obtaining exercise while he works.



Bicycle Power Plant for Grinding Coffee.

When considerable coffee is to be ground he props his bicycle up as shown in the illustration, connects its rear wheel by pulley to the coffee grinder, and stations a boy at the hopper to pour the coffee in. He then mounts the bicycle and begins to tread slowly, as if climbing a steep hill, then gradually increases his speed and bends low over the handle bars until the coffee mill is fairly humming.

The Med

Peach  
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Drink  
Grocer

It is a well-known fact that generally used Herbs are an excellent in fruit from its stand are more simple because be suitable to a their usual med

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## The Medicinal Qualities of Fruits Grocers Sell

**Peaches Said to be the Most Digestible—Value of Baked Apples for the Weak Stomach—Lemonade, One of the Best Drinks for Fever—Nutrition in Small Seeded Fruits—The Grocers' Encyclopaedia.**

It is a well-known fact that fruits are generally used for medicinal purposes. Here lies an opportunity for grocers who deal in fruits to advertise them from a standpoint with profit. Fruits are more to-day than ever before simple because they are recognized to be suitable to a healthy body in view of their natural medicinal qualities.

A medical authority states that of all the fruits with which we are blessed, the peach is the most digestible. There is nothing more palatable, wholesome and medicinal than ripe peaches. They should be ripe, but not over-ripe and half rotten, and of the kind they may make a good part of either meal or be eaten between meals; but it is better to make them part of the regular meals.

The apple is one of the best of fruits. Baked or stewed apples will generally agree with the most delicate stomach and are an excellent medicine in many cases of sickness. Green or half ripe apples stewed and sweetened are pleasant to the taste, cooling, nourishing and laxative, far superior in many cases to the objectionable doses of salts and oil usually given in fever and other diseases. Raw apples and dried apples stewed are better for constipation than most liver pills. Oranges are very acceptable to most stomachs, but the orange juice alone should be taken, rejecting the pulp.

The same may be said of lemons, pomegranates and all that class. Lemonade is the best drink in fevers and when thickened with sugar is better than syrup of squills and other noxious drugs in many cases of cough.

Tomatoes act on the liver and bowels and are much more pleasant and safe than "liver regulators." The juice should be used alone.

### Nutrition From Sugar.

The small seeded fruits, such as blackberries, figs, raspberries, currants and strawberries, may be classed among the best foods and medicines.

The sugar in them is nutritious, the acid is cooling and purifying and the seeds are a laxative. We would be much the wiser if we should look more to our orchards and gardens for our medicinal food than to our drug stores. To cure fevers or act on the kidneys no fibrifuge or diuretic is superior to watermelon, which may, with very few exceptions, be taken in sickness and health in almost unlimited quantities, not only without injury, but with positive benefit. But in using them, the water or juice should be taken, excluding the pulp, and the melon should be fresh and ripe, but not over-ripe and stale.

The plant thrives best in low, marshy land and is not productive on high land.

### INDIAN AND CEYLON TEA.

Harrison & Crosfield, Ltd., in their report of Sept. 10th, give the following information on tea:

Indian.—Arrivals of Indian tea have been smaller, but supplies in the public sales have been practically the same as last year. The quality was generally satisfactory, and buyers seemed willing to operate freely for all good liquoring teas. The quality of all growths has been above average for the time of year, and although the quantity on offer was rather more than the market had been expecting after the shortage reports, there was a steady to firm demand, with an upward tendency. Compared with the prices ruling at the end of July, common grades of both leaf and broken tea seem to be a full half-cent per lb. higher. Medium teas have not shown the same tendency to harden, but have been selling well at steady rates. Finest descriptions of all sorts have occasionally brought long prices.

Ceylon.—The quantity offered in public sale in August considerably exceeded last year's figures, but the quality was so generally satisfactory that the market showed a firmer tendency throughout. High-grown teas have been attracting the attention of buyers, but even the commonest teas, with plain leaf, have met with a steady demand. The average price of all the Ceylon tea sold in August shows an advance of 3/8d per lb. on July, which is in part due to the improved quality, and in part to the better demand after the holidays, whilst there have also been reports received from Ceylon of rather less desirable quality being probable in the near future. The estimate for the current month is 7 1/2 million lbs. It is noteworthy in this connection that America and Australia have taken 20 to 30 per cent. more from Ceylon since 1st January, and Russia 30 per cent. less than in the corresponding months of 1908; the increased shipment to London in the same period was 11 per cent.

### INCREASES ALL AROUND.

#### Healthy State of Canadian Trade Shown by Government Returns for August.

August trade returns for the Dominion, issued recently from Ottawa, again indicate a large increase over last year's figures. The total trade for the month was \$55,869,031, an increase of \$7,761,972 as compared with August of last year. Imports of merchandise totalled \$30,241,376, a gain of \$7,189,371. Exports of domestic products amounted to \$23,537,330, an increase of \$626,791. Exports of foreign products totalled \$1,726,341, an increase of \$186,040. Customs duties for the month were \$5,351,157, an increase of \$1,170,970.

For the first five months of the fiscal year the total trade of the Dominion has been \$247,788,335, a gain of \$36,130,252, or about seventeen per cent. as compared with the corresponding period of 1908. Imports of merchandise entered for consumption have totalled \$142,033,218, an increase of \$29,566,672. Exports of domestic products were \$96,935,925, an increase of \$6,820,304. Exports of foreign products were \$8,098,417, an increase of \$2,100,303.

### SHORT PEPPERMINT CROP.

Growers of peppermint throughout Michigan and Indiana have started distilling the oil. The world's supply of peppermint is said to be grown to a large extent within a radius of about 100 miles in northern Indiana and southern Michigan. The biggest grower is A. M. Todd, of Kalamazoo, Mich., who has large peppermint farms at Mentha and Pearl, Mich. The second largest growers are Albert Beebe & Sons, who have big farms at Mendon, Niles and Baroda, Mich.

The Niles farm, which is under the Beebe, comprises upwards of 900 acres. Last season the average yield per acre on this farm was 50 pounds, which was the biggest yield reported by any growers. Mr. Beebe stated the crop is from 25 to 50 per cent. short this season. The present price is \$1.50 a pound, but in view of the prospective short crop, the market is expected to advance. The price last year ranged from \$1.25 to \$1.40 a pound.

Concerning the vagaries of the market, Mr. Beebe said he has sold peppermint oil for as high as \$5.25 a pound, and as low as 60 cents a pound, but that the low water mark was reached during the panic of '93, when labor was very cheap, men being glad to get work at 75 cents a day.

Peppermint oil is used principally for medicinal purposes and for confections.

### ALARM CLOCK IN WINDOW LIGHTING.

The automatic electric time switch device is one of the simplest of the many devices for shutting off electric lights used for illuminating windows or signs. It is nothing more than a common alarm clock, attached by a chain and lever to a regulation electric switch. The alarm hand of the clock is set for the time desired, the lever on the switch is turned to indicate on or off, and the chain hanging from the end of the lever is fastened in the slot of the alarm key by a hook. The proprietor then leaves his place of business for the night, knowing the device will switch off the lights at the time set.

# 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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## WHY BROOMS WENT UP.

Brooms are up in price again and are liable to go higher. Merchants will remember that on Sept. 1st last, a decline occurred of about 50 cents per dozen, but the original prices recovered towards the latter end of last week and are now as high if not higher than before.

The apparent shortage in the broom-corn supply is the cause for the advanced prices, and it is maintained by Canadian broom manufacturers that if the shortage is found to be real the prices will again soar.

In the meantime there is little hope of lower prices before January at least, and the chances are that they will go higher.

Advices from Chicago indicate that the broom-corn manufacturers will be confronted with a serious situation. The price of the raw material has already risen from \$85 to \$200 per ton—a remarkable increase.

The cause is a general scarcity in broom-corn. This may be that the crop is short or that farmers have not undertaken the sale of their harvests. The fact, however, remains that broom-corn can only be obtained with difficulty and at high prices.

Other reasons contribute to the present lofty condition of the broom-corn and broom markets of Canada and the United States. Last year, it will be recalled that raw material was high and naturally manufacturers had to work with small supplies. This is the time when manufacturers purchase and so when all went to buy stocks on hand were considerably depleted and prices went up. The rush of buyers therefore

in addition to the scarcity of stocks further aided in boosting the prices of the raw material.

"The advance is general," remarked a manufacturer this week, "and there is little possibility of prices going back again before January."

They will only do so then in case broom-corn growers market their products and if the crop is actually a heavy one. The home of the broom-corn is from Illinois down to Texas.

Ruling prices for brooms at present are from \$3 to \$4.50 per dozen. These prices extend over Ontario and Quebec and practically throughout the west.

## EGGS ABNORMALLY HIGH.

One of the features of the market this week is the high price of eggs. In Toronto retailers are paying 26 cents for the case, which is 5 cents higher than at this time last year.

This is a remarkable situation inasmuch as never before in the history of the Toronto market have eggs been as high at this season of the year.

The immediate cause, of course, is the scarcity. Provision merchants have difficulty in getting them from country dealers because the latter are not getting them from the farmers.

There may be several reasons for this. It is possible that with the high prices that grains have been holding at recently, the farmers are not raising so many hens. It is a fact that at the present time they are holding back eggs until they can obtain the price of fresh laid autumn eggs. This condition of affairs has been observed all summer. Although the percentage of bad eggs is decreasing from what it was during the summer season, considerable quantities of stale eggs yet come to the provision dealer's hands. This has naturally a tendency to keep up prices.

Thousands of dozens have this year been put away into cold storage for winter and early spring use, and the increased facilities for keeping them has been another strong factor towards elevating the cost to the consumer.

When all these reasons are considered, it is no wonder that eggs are high, and it is apparent that they will only decline when the farmers either sell their eggs when fresh or keep more hens.

## MARKET FOR WINTER APPLES.

There is a rather accommodating situation in the apple market this year. Here in Canada the earlier varieties are rather poor, while winter apples have been greatly helped by recent rains, and the crop will be large and of good quality. In European countries it is the reverse. Their early varieties are in fine shape, both as to size and qual-

ity, while the winter crop will be light. It furnishes Canadian growers and commission men with the market in which they have the most need.

In a recent communication, an English firm called attention again to the old failing of some Canadian packers—the lack of care in selection and packing of apples for their market. Already England is about our best customer in this line and would do far more work if not that she so often receives badly packed and inferior fruit instead of the best grade. Yet the price is always the best. With a little more care exercised by those of our packers who are a little negligent, and which will surely be insisted upon by our commission men, the English market can be very largely increased. It is worthy of serious consideration.

## THE SUGAR ULTIMATUM.

The sugar situation in British Columbia is occupying particular attention just now, consequent on the printed notice attached to all shipments of the B. C. Sugar Refining Company, as follows:

### NOTICE.

The sugar covered by this invoice is sold to you under the conditions that it be not resold to the consumer at less than the following fixed prices, viz.:

Standard Granulated in 100 lb. bags, \$6.00.

Standard Granulated in 20 lb. bags, \$1.25.

and further that no sugar is bought or sold by you other than that manufactured by The British Columbia Sugar Refining Company, Limited, and in case both of these conditions are not adhered to no further orders for sugar will be accepted from you.

From what can be learned, the Vancouver Retail Grocers' Association, in its effort to prevent price-cutting, asked the company to insist upon a fixed retail price for its standard article, and in return the company sought the concession, that if it did this it should be allowed to stipulate that no other sugar be bought or sold.

Sugar has been brought here from Scotland regularly for some months past, and sugar from other places has also been sold here, and the object is to curtail the sale of these. There will likely be a show-down in the matter, for dealers who have been buying the other sugars at 25c or so cheaper than the \$5.50 price of the local standard granulated, have placed orders to be filled on the arrival of the next Blue Funnel liner with more sugar from Scotland.

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VAST WEALTH OF AGRICULTURAL CANADA.

Some twenty or more years ago the value of the vast Canadian Northwest, so far as a grain producing country was concerned, was practically nothing.

Gradually, since the peopling of the Prairie Provinces began, the yield increased in leaps and bounds—with the notable exception of 1907—until this year it is estimated that the wheat crop alone will exceed 113,000,000 bushels, and greater than ever before.

According to the Dominion Government crop bulletin, issued a few days ago, the revenue from the cereal crops of the whole country this year, should, in the aggregate, yield something over \$2,000,000 more than last year. The total value of the crops is estimated (at first cost) at \$500,000,000, and the increase over last year is therefore 10 per cent. The condition of the grain crops in Canada on Sept. 1st, was really better than had been expected. The yield of wheat in all the provinces was 168,386,000 bushels, or 43,696,000 bushels more than a year ago. All the provinces, with the exception of Ontario, show substantial gains in the yields of wheat, barley and oats. But aside from the three Northwest Provinces and Ontario, very little wheat is grown.

The Prairie Provinces this year give an increase of no less than 45,231,000 bushels in wheat, 79,942,000 bushels in oats, and 7,942,000 bushels in barley.

A resume of the increases in areas and yields of wheat in the west during the past five or six years shows wonderful transformations.

In 1903 there were 3,125,000 acres under wheat cultivation and the yield was 51,000,000 bushels.

In 1904, under wheat cultivation, 3,500,000 acres, yield 58,000,000 bushels.

In 1905, under wheat cultivation, 4,520,000 acres, yield 86,300,000 bushels.

In 1906, under wheat cultivation, 5,000,000 acres, yield 95,000,000 bushels.

In 1907, under wheat cultivation, 5,013,514 acres, yield 82,000,000 bushels.

In 1908, under wheat cultivation, 5,007,250 acres, yield approximately 100,000,000 bushels.

The acreage for this year is distributed as follows:

Area in Manitoba under crop: Wheat 2,642,111 acres; oats, 1,378,683; barley, 601,008; flax, 20,635. Last year: Wheat, 2,850,640; oats, 1,216,632; barley, 658,441; flax, 50,187.

Acreage planted to grain in Saskatchewan: Wheat, 3,912,497 acres; oats, 1,192,416; barley, 235,463; flax, 278,355. Acreage last year: Wheat, 3,703,363; oats, 1,772,976; barley, 229,574; flax, 264,728.

The exact figures for Alberta are not available, but those for last year are: Spring wheat, 212,677 acres; winter wheat, 104,956; oats, 431,145; barley, 77,867; flax, 9,262. Acreage is increased nearly 100 per cent. this year.

The value of the 1909 crop is placed at \$100,000,000. This is a conservative estimate made by a leading Canadian bank:

	Bushels.	Farm Value.
Wheat ... ..	113,979,336	\$100,301,815
Oats ... ..	157,537,750	47,261,325
Barley ... ..	24,324,648	9,729,859
Totals .....	295,324,734	\$157,292,999

This story carries with it a world of thought of what this great west means to Canada's future, to the manufacturing, financial and mercantile interests throughout the Dominion. The people pouring into the west from various countries must be of great importance to the western merchant who is planning to take care of the trade.

The high prices of wheat seem to puzzle the trade. North America produces by far the greatest amount of wheat in the world—about a third of the full supply. This year the yield is some 882,000,000 bushels, 80,000,000 bushels more than last year, or 50,000,000 bushels more than the crop of 1906, when the United States production was exceptionally large. Many speculators are at present onlookers, waiting for the mists to clear away. They hope that by the end of September complications will have been cleared away and that they will be in a better position to grasp the situation accurately.

GET WHAT YOU PAY FOR.

On various occasions The Canadian Grocer has advised retailers to weigh the goods that come into the store, in order to find whether they are getting the weight or measure contained in the invoices. Some grocers are doing this. They are keeping tab on everything they purchase to make sure that they are receiving the proper quantities.

Vinegar barrels have been found to be short, crates of lemons have been known to be more than a dozen shy, and in many other instances shortages of weight and measure have been discovered.

A case in point comes from a village in the United States where a grocer was charged for six pounds of cardboard placed in boxes in which cake was purchased. By weighing the cakes he found the mistake, which meant a consideration of 81 cents to him in that one business deal.

The same grocer states that several times he has saved money by weighing the goods he buys. He does not believe that the jobbers or manufacturers intend to act dishonestly in the matter—it is simply a case of carelessness, he claims. But, nevertheless, weighing goods that come into the store is a precaution that should not be overlooked, as it means dollars and cents when mistakes occur that are not discovered.

EXECUTIVE ABILITY REQUIRED.

Executive ability is an essential qualification to advancement to positions of responsibility—the positions which carry with them the good salaries, the leadership in commercial or mercantile fields. Unfortunately, however, too many young men aspiring to these places, are not in possession of this necessary quality. A case, typical of many, is recorded:

A salesman in a retail store has been there for twenty years. Five years ago the proprietor was on the lookout for a partner. I wondered why the salesman was not taken into the firm. He had been a faithful worker for the concern. He was a good salesman. He had saved a little money. Why, then, was he not taken in? I asked the merchant. He replied:

"I am getting along in years, not old, you know, but at an age when one must look out for the unexpected. I married late in life and a family of girls must be looked after. My expectation of life is being shortened every year. That is why I want a partner. I have thought very strongly of John as a partner, but I always come around to his one great failing. He lacks executive ability. I have tried him out a great many times and he always falls down. The partner I select must be able to manage the business after I'm gone. That is what I want one for. I don't need more capital, neither do I feel now as if I should take things easier—though I would be glad to do so."

*Let your customer know that a personal interest attaches to him—a real personal interest that is not measured wholly by his orders and his dollars—and you will win in return that close personal association and active support that builds up business.*

## Interesting Trade Items Gathered in Ontario

Ottawa Exhibition Makes Busy Time for Grocers — Electric Signs Now Permitted in Brantford—Canning Factories Busy in Western Ontario—Fresh Vegetables Scarce in Chatham.

### ST. CATHARINES.

Sept. 22.—Merchants here are selling the new school books at a discount of twenty per cent. from the printed prices as a result of keen competition among themselves, for the patronage of the school children. Residents of St. Catharines are not likely to send mail orders for school books, when such prices prevail at home.

W. J. Parks purchased the building formerly occupied by "The Gaiety" five cent theatre, and is having it refitted as a grocery. When completed, Mr. Park will move his stock and fixtures from his present location in the M. McGuire building to his new location. The new store is located facing the city square on St. Paul Street, and should prove a profitable location.

Potatoes experienced quite a drop in the retail selling price Saturday, owing to the arrival of several carloads from outside points. They are now selling at 75c per bushel retail, and from ninety to ninety-five cents per bag wholesale.

Miss Dougan, who has carried on the successful grocery and crockery business of R. Dougan & Co., in Thorold, Ont., is closing up the business by holding a "Great Retiring From Business Sale."

The rush is on at the local canning factories at last. Extra help is being added to each staff daily, and every person is working overtime to get the heavy deliveries of fruit and tomatoes, which arrive daily into cans. The weather has been warm during the past week, and very favorable for the crops.

### BARRIE.

September 22.—Gren. Colwell has purchased the grocery stock of E. J. Armonson, and will take possession next week. Gren. has done well on the road, for the past three or four years being connected with Perkins, Ince & Co., wholesale grocers. John J. Jamieson, late of Min-to Bros., will succeed him for Perkins, Ince & Co.

The Barrie commercial travelers presented Wm. Colville last week with a beautiful gold-headed cane, on the eve of his departure for Fort William, where with his two sons, will go into the retail hardware business. "Billy" has been on the road for the past twenty years.

Prospects for a good fall business are at hand, with the opening of the two or three new industries, which will be in full swing in a month or two, and with the new families coming into town for the same, the merchants are beginning to wear that sunny smile; in fact, they claim that business up till the present time is far ahead of last year.

James Vair has the credit of unload-

ing a car of mixed fruits Friday morning of last week and practically disposing of it locally by Saturday night.

Chas. Strange, who has been in business here for the past fifteen years, has turned down the retail business to go on the road. He is this week on the hustle for Parsons, Brown & Co., wholesale grocers, Toronto.

James Crossland has improved his store interior by having a handsome office built in the rear of the store.

A. G. McNabb, who has been on the sick list for the past week, is able to be around again.

Hinds Bros. have built an addition to their store, now making it one of the best stores in town. They are to be congratulated on this move.

S. H. Reynolds is once more at work in his old stand, having been put to considerable bother over the recent fire, which occurred over the store.

Brown & Company have greatly improved the front of their grain and feed store, having now one of the best-equipped flour, feed and grain stores in this district.

### GUELPH.

Sept. 22.—Joseph Heffernan, of the staff of Williams' grocery department, visited friends in Fergus last week.

Eggs are up in price and Guelph grocers cannot get enough of them at 24 cents a dozen, nor can they do much better on contract prices, so great is the scarcity, which results in many of them having to sell eggs at 26 cents a dozen.

To have some well dressed young men come into their stores with large baskets, and ask for old fruit fit for the garbage pail, was the queer experience of some Guelph grocers last week. The strange requests were made by Second Year Students at the Ontario Agricultural College, who wanted the rotten fruit in order that they might bestow it liberally upon their friends, "The Freshies" at their annual "Opening Exercises."

The Simpson Company's delivery wagon took first prize at the Guelph Central Fair. C. T. Hicks, the retail grocer, who last year won first prize in this delivery outfit class had a fine outfit entered again this year, and was the only retail grocer in the running.

Fruit is becoming more plentiful. Grimsby and Niagara grown fruits are coming in in good condition. Crawford peaches are particularly good, and are being sold in large quantities. Plums have been so plentiful that they were away down in price on Saturday, when they sold at 20 cents a basket. Tomatoes were almost as bad, exceptionally fine ones selling at 25 cents a basket. Good cauliflowers are so scarce that scarcely any grocers in Guelph can get

enough to satisfy the wants of their customers.

Private Estate Coffee put up in tin, is a new line as far as Guelph is concerned, and is being pushed by the grocery department of Williams' store, which has the exclusive agency here.

Unless there are better buildings provided at the grounds of the Guelph Central Fair, a lot of Guelph merchants, who from year to year have had exhibits there, will abandon the practice. They claim that the main building, called "The Palace," is not fit for the storing of any goods of value, not even for a few days. The building is so old that it does not turn the rain, and in the storm of Wednesday, a few of the merchants who had exhibits there had some of their goods slightly damaged by water. It is all new and carefully selected stock that is used in these exhibits, and consequently the merchants do not want to have it damaged. J. A. McCrea & Son, grocers, had their exhibit insured against damage by fire or water for \$400. Bonfold Bros. had some fancy carriages, and also a couple of stoves slightly damaged by the rain.

### BRACEBRIDGE.

Sept. 22.—On Wednesday, Thursday and Friday of this week will be held our annual fair, and if the weather keeps fine large crowds will pay visits to our busy town. Those are the days when the merchants do the trade of the year, and our grocers will be prepared for the rush.

Tons of fruit were on sale Saturday, and the weather being rather on the cool side, prevented the usual waste which is quite a loss to the grocer, especially with the Lombard plum.

### PHOTOGRAPHS WANTED.

*The Canadian Grocer at all times appreciates good, clear photographs of window displays and store interiors. Window dressing has practically become universal in Canadian grocery stores, so that suggestions from any are always useful and acceptable to the rest. The arrangement of the stock in the interior, as well as the equipment, takes much thought and time, and all suggestions shown in The Canadian Grocer are of assistance in lessening the time and trouble for grocers all over the Dominion.*

*All that is necessary is to send good photographs and such facts as will prove beneficial in explaining the nature of the displays. The photograph must be clear to make a good illustration.*

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George Fenn moved from his store on Main Street last week to the new store on Chancery Lane. George has certainly got a better stand, and expects to increase his trade accordingly.

Merchants in this town advanced the price of sugar last week 10 cents a hundred, but at the same time reduced the price of flour 25 cents a bag. So its not so bad when some of the necessities of life come down in price.

Butter retailed in the stores Saturday at twenty-three cents per pound, a decrease in price of two cents. Eggs are holding their own at twenty-five per dozen. Potatoes have also dropped in price, the grocers only paying the farmers 65 cents per bag.

CHATHAM.

Sept. 22.—Last Tuesday evening saw the windup of the 1909 Merchants' Picnic, when Chairman Wm. Potter, of the picnic committee presented his final report to the Retail Merchants. The veteran grocer's figures showed a balance of \$67.60. "I don't know when we have had a committee that has done the work so well," remarked President Westman, extending to Mr. Potter and his colleagues an honorable discharge. "One thing you forgot," added Wm. Anderson, "was to compliment Mr. Potter on his handsome appearance as leader of the parade." A felicitous little event broke the routine of the meeting when Eddie Dore, western representative of Fowler's, of Hamilton, was presented with a handsome watch fob with beautifully engraved gold locket as a token of appreciation of his services in connection with the past two picnics. An appropriate address was read by Mr. Potter, while Wm. Anderson made the presentation. Mr. Dore, in responding, admitted the truth of the allegation that he was shortly to become a benedict, adding that his home would be in London, and he still hoped to call upon his friends here.

A curious situation has arisen with respect to vegetables. Last year canned vegetables were scarce and dear, and fresh vegetables were plentiful and cheap. This year the reverse is the case, the canned goods being plentiful and the fresh goods cheap. The latter state of affairs is probably due to dry weather, which affected all the root crops. Reports regarding tomatoes are conflicting. Around Chatham they are scarce; in the Sandwich section they are plentiful. On the whole, they are a fair crop, and canners will probably be able to supply them to customers in large lots cheaper than the latter can put them down.

Potatoes were sold by the bag on the market last Saturday, the opening price being \$1.

There has been an exceptional demand this year for sealers, many grocers having been compelled to duplicate their originally large orders. Sealers are still moving out rapidly. This in spite of last year's big demand. It has been suggested that the big demand this year is

largely to replace the defective articles, which grocers had to give their customers last year. Pint sealers are in pretty good demand, the manufacturing of the new style with quart tops having done much to restore them to popularity. Pints are popular with newly married couples.

Richard Reaume, who has for several years past conducted a grocery at the corner of Grand Ave. and St. Clair St. is clearing out his stock and fixtures. Though negotiations have been in progress for the transfer of the business, they seem to have fallen through. Mr. Reaume is returning to Pain Court, where he will conduct a general store.

Edward Watson is starting a grocery and general store in the premises at Dresden lately occupied by the Austin Company.

R. H. Miller, grocer and general merchant, at Cottam has sold his business to W. H. Stinson.

Recent frosts have done considerable damage to the corn crop in Orford and Howard townships, though in other sections the damage has not been so bad.

LONDON.

Sept. 22.—The Western Fair brought a large number of grocery buyers to the city last week, and the result was that travelers (who were off the road), and warehouse staffs were kept busy, and a large trade was done. The down-town retailers profited by the great crowds of visitors, but those in the outskirts found business rather quiet, housekeepers having shut down canning operations in order to entertain guests.

Brokers report little change in prices. Sugars continue firm. Teas of all kinds are firm and advancing, and the same may be said of coffees. California prunes and apricots are in brisk demand and advancing. Large quantities of both are being shipped to England.

As a result of the efforts of the Retail Grocers' Association, to put a stop to the violations of the huckster by-law, which are now so common, one of the offenders was summoned before the police magistrate last week, and was let go with a warning not to offend again.

Owing to the dry summer, which has seriously affected the growth of potatoes, the tubers are likely to be high in price the coming fall and winter. Large quantities were brought into market on Saturday and sold as high as 70 to 75c per bushel. Tomatoes seem plentiful, now selling at six baskets for a dollar. Butter and eggs are both scarce, and high in price.

The cold storage people are picking up all the eggs they can lay hands on, and to that is attributed the high price of the hen-fruit, a great quantity of which is being held for the western market, where gilt-edged prices are obtained.

Wm. Gorman, of Gorman, Eckert & Co., was in Hamilton last week, attending a meeting of canners and fruit men,

called to consider the pure food act. He was elected a vice-president.

TORONTO.

Sept. 22.—Anderson & Co., 506 Queen Street West, is gaining quite a reputation for nicely dressed poultry.

The "Vair Produce Co.," 468 Spadina Avenue, under the management of Mr. Craig, is gaining a strong hold on the people of that part of the city. Good service does the trick.

C. F. Good moved his business from 49 Davenport Road to 1089 Bathurst Street. Here he is in a new store, with everything clean and tidy, and he himself as happy as a bird. He is intensely pleased with his change. That there is nothing that stimulates like success is verified in his case. He is a careful and anxious reader of The Canadian Grocer, from which he derives much help. He followed three different ideas which were suggested by this paper, and all are very profitable to him. He will soon be one of the most influential grocers in that fine part of the city.

M. Poocek, 208 Howland Avenue, has had a good taste of the Great Northwest, but has now settled down in the grocery business, in a good residential part of this city.

Riesberry's Grocery, corner Howland Avenue and Dupont Street, have a bright, up-to-date store, and are doing a large business. Their new store was built and fitted up to meet the rapidly growing needs of good storekeeping. Better service on improved methods is the key note all over the city.

S. Bone, corner of Avenue Road and Davenport, has opened a branch at 480 Bloor Street West, in one of the finest stores in that street. He has every advantage and stands a good chance of doing a large business. He is a strong believer in united effort on the part of the grocers for the general good of the trade.

OTTAWA.

September 22.—At the Ottawa Cheese Board meeting on Friday, 1378 cheese were offered for sale. The opening price was 11¼ and after one sale the price rose to 11 5-16. The first lot sold was the Central Canada Exhibition cheese to the Ottawa Cold Storage. Last year on the same date only 1082 cheese were offered this being 269 less than on Friday. The price last year was 12 9-16.

Saturday's market showed even a better attendance than usually characterizes it, and the offering was also a large one. In spite of the cooler weather the offering of vegetables was still good. Eggs on account of the drop in temperature had become a little stiffer, and the general figure was 30c a dozen. Tomatoes were rated at 15c gallon; parsnips at 25c dozen; cucumbers at 15c dozen; cauliflowers at 60c to \$1 a dozen.

The biggest and best Ottawa Exhibition ever held in Ottawa is now over and



the management are to be congratulated on the success which has attended their hard work, especially our grocer friend T. C. Bate, who is president of the Central Canada Exhibition. Retailers reaped a harvest owing to the number of visitors in the city during the week. Almost every second house had friends stopping with them and, of course, they had to give them "something nice" to eat.

The retail clerks will give a banquet at the Russell House on Thursday night when C. Ross of the C. Ross Co., Ltd., will read a paper.

A. L. Pinard, 175 King Edward Ave., is advertising his grocery business for sale. This is one of the oldest groceries in the city.

LINDSAY.

September 22.—A number of the Lindsay grocery men took in the Toronto Exhibition, combining business with pleasure. The result of their trip was fruitful in more than one way. Some of them took occasion to purchase fruit by the ear loads. In fact the town has been well stocked with fruit during the last two weeks. Prices have been reasonable and the demand has been unusually brisk. The quality of the fruit this year is excellent and grocers are experiencing little trouble in disposing of several carloads.

This is the week of the big Lindsay Central Fair and the grocers expect to do a brisk business during the three days of the fair, Thursday, Friday and Saturday.

Citizens in general sympathize with R. Spratt, of Spratt & Killen, grocers, whose son, Dominic, was killed accidentally, when a boat hand was shooting mud hens. The boy was a general favorite with everybody.

The market was unusually large during the last two market days. On Saturday last a large number of ducks and

chickens were offered for sale, the prices being steep. This grocer has just left to reside in Toronto.

BRANTFORD.

Sept. 22.—Plans are out for the proposed new market in this city. The location, which is being considered, is along the south side of Colborne Street, between Hartman's store and the Foster wholesale grocery, a stretch of nearly four hundred feet. It is free from dust and noise, offers ample space, and is convenient for customers and attendants, being adjacent to railway and radial connection. If the plan carries, the market will be removed from the present square, on which a new city hall and government building will be erected, and located in the proposed site.

At the Brantford cheese market at the court house on Friday, 450 boxes of cheese were offered, and all sold, at 11 7-16 cents per pound.

A. L. Vanstone has a fine line of china, which he is displaying to good advantage during the fall season. Excellent sales are reported.

One feature in connection with the grocery stores of Brantford, which impresses travelers and visitors is the uniformly attractive appearance which they present. Practically all of the dealers in recent years have made extensive alterations and improvements. The public is quick to note such changes. A good environment in a grocery store is always appreciated.

The city council has changed its by-laws to permit of the erection of electric signs in this city. Previously overhanging or projecting signs were prohibited in order to preserve a uniformity of business streets. Now, however, projecting signs, so long as they are illuminated, are permissible. The move is somewhat in the nature of an experiment. Experience will demonstrate its merits. The trouble is that such signs are of little value, except at nights, when stores are closed, while in the day time they are not particularly attractive from the standpoint of beautification.

GALT.

Sept. 22.—The fruit season is in full swing in Western Ontario, and as usual, Galt merchants are handling large quantities. The crop this year is the largest for some years, and naturally prices are lower. The buyers this season, however, are depending largely on the market for their supply, and a number of grocers have stated that their sales were not as large as in previous years.

Galt grocers are having no difficulty in making collections, a fact which points conclusively to the return of good times.

Wesley Gerbraecht has joined the staff at Sloan's. Alex. Osborne, on the staff for the past two years, leaves this week to attend college in Toronto. Miss Susan Coxhead, one of the lady clerks, has

severed her connection with the firm, and left to reside in Toronto.

So rapidly has the Galt market grown that the present quarters have been found inadequate, and arrangements are being made for an extension.

There is a scarcity of green corn in Galt. There is certainly no falling off in the crop, but farmers evidently do not consider it worth bringing in. There is a demand for an unlimited quantity at 10c dozen. Grocers say that they cannot secure it.

HAMILTON.

September 22.—The convention of the Canadian Manufacturers' Association was one of the pleasantest events that has been held here in a long time. The people seemed to be determined to give them a good time, and the delegates enjoyed themselves to the full. As a convention city, Hamilton is a success, as a splendid time is always assured. The president, in his annual address, made some remarks in regard to foreign labor agitators, which has caused considerable discussion. The matter was taken up by the Trades and Labor Council, and a motion was carried, inviting President R. Hobson to meet a representative of the Labor party on the platform at a public meeting, and throw the question out. Mr. Hobson has not as yet replied. Among the grocers' friends was Jas. McLaughlin, of Owen Sound, looking as hale and hearty as ever. Mr. Bodley, of the Geo. Weston Co., was also attending the meetings, and handed around a few smiles to the Hamilton fellows. The many friends of W. H. Seyler were delighted to see him after his long illness, and found that the grip in "Billy's" hand was as strong as ever.

John L. Brown, the McNab St. grocer, is removing to his large new store at the corner of Catharine and Gore Sts. John L. has been in business on McNab Street for ten years. He is an athlete and a hustler, and during the last decade has made good success.

Geo. Morris, of Sherman Ave., has moved into his new store. It is equipped in a thoroughly up-to-date manner, and few stores in the city can show such a natty appearance. Mr. Morris recently met with a painful accident, in getting out of his wagon. He injured his knee-cap and has been obliged to lay up altogether.

The Hamilton market still continues to be one of the sights of this part of Canada. Farmers line up about 3 or 4 o'clock in the afternoon before market days and the people are now treated to a night market, with a brisk business going on until midnight. The quantity of peaches and plums on sale is enormous.

Don't leave your counter until the customer leaves the store.

The employer, or clerk who reads his trade journals is usually the best posted business man in the shop.

OLDEST STORE IN CANADA.

In a recent issue of The Grocer a request was made to readers to send in photographs of old stores. Already one has been sent in to us and it is shown in another page of this number.

What we want is simply a photograph of a store which you think is worthy of a place in our "Old Store Competition," and a little bit of past history.

If you are not in a position to supply a photograph, kindly put us in touch with the store, its location and some interesting facts about it. We will do the rest.

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## Notes from the Maritime Provinces and Quebec

Active Fish Market in Nova Scotia — Great Export Demand From Naples—Pork Prices Going up in Maritime Provinces—Sugar Refinery Probable for St. John — Carnival Parade at Montreal.

## HALIFAX.

September 21.—The wholesale grocers report the fall trade opening up in good shape and business at the present time quite brisk. Owing to the high price asked for such lines as pork and bacon and hams, lard, flour, etc., the orders are not as large as usually received at this season of the year. Pork, especially, is an article that is in heavy demand at this season of the year but the record high prices quoted are restricting the sales to a large extent. The general impression is that the supply is not equal to the demand.

The fruit season is now at its height and the market is abundantly supplied with apples and pears, all local grown. There are also some fine California pears now on the market but they are not in great demand though the price has eased off considerably during the past week. The retail price is from ten to twenty cents per dozen lower. Good pears can now be purchased at forty cents per dozen. The first Nova Scotia Gravensteins are now on the market. They are quoted at \$3.50 for the choicest stock. Drops of the same variety are selling at \$2. The apples are a little green yet but they will ripen fast from now on. The crop of Clapps Favorites (pears) this season is the heaviest for years and the price is very low. The choicest fruit can be purchased for \$3 per barrel.

The market is glutted with tomatoes and the price is within reach of all. They are selling at 25 cents per ten pound basket. Green tomatoes are selling at 60 cents per bushel.

The fish markets are now active. The catch of the Lunenburg fleet to date is about 124,000 quintals. The Bankers continue to arrive with full loads of codfish, the season for their craft on the whole, being possibly the best (considering the number of vessels,) for twenty years. Fish are still reported plentiful on Bank Quero, conservative estimates as to the Bank cure now in course of making, running from 170,000 to 190,000 quintals. The prospects are that quite a few new vessels will be built and a larger fleet engaged in the fishery next season.

A pleasing feature of the fishing season, to the sailing vessels, has been the partial failure of the steam trawling fleet. Steam trawlers were known to be only taking 1,000 fish a day when fishing over the same ground where the Bankers could take 5,000 to 6,000 fish in twelve hours, principally due to the fact that the fish were caught at fifty to sixty fathoms,—a little too low for the trawler to operate. It is doubtful if the trawling fleet from the other side will be

as large next season, as the owners find that to prosecute this fishery so far away from their base, expenses are great, and full trips are necessary to ensure good returns. There is nothing new from the Labrador. The trap fishery has been abandoned, and has been a dire failure. The floaters have yet to be heard from, but if the weather continues fine, and October is a good month for curing, it may not be too late to land a successful voyage.

The world's fish markets continue to absorb rapidly the supplies that are available, and demand will continue good throughout September. Summer Bank cure are now being offered to the exporters. It is to be regretted the quality is not sufficiently good to enable operators to offer it in the Mediterranean markets. The pleasing feature of the export business of late has been the large quantity of fish shipped from here for Naples, three thousand casks having been shipped during the last two weeks. This business could be doubled, or even tripled, if fishermen would only cure the fish in the proper way. They are gradually realizing now that it pays to slack salt their fish and wash and cure them properly.

There has been considerable herring arriving of late, August cure, large size fish, but the price of this grade is gradually tending downward, the grocery demand being small, due, doubtless to the warm weather. No cargoes of Newfoundland spring cure have been sold during the last week, but vessels are now loading there, and ample stocks will be available in a short time. Other grades of pickled fish are dull and neglected.

## ST. JOHN.

September 21.—The price of pork continues to soar and quotations now are: backs, \$29; clear, \$27 and mess, \$26.50 to \$27. There has been no change in the price of flour since September 2.

New canned goods are coming and the jobbers report that peas are scarce. Early quotations were 75 cents a dozen but now the dealers are asking \$1. Many of the jobbers have not been able to secure enough to fill their orders.

New beans are being quoted lower but delivery will not be made until same time in October. The price now is \$2.45 to \$2.50 a bushel for hand-picked and \$3.50 to \$3.70 for yellow-eyes.

Samuel T. Vaughan who for forty-five years has conducted a retail grocery store at 96 Main street, died on Friday, September 17. Mr. Vaughan was seriously ill in February last but during the

summer appeared to be as well as could be. During the past few weeks, however, he gradually failed until death occurred. He was in his 70th year and was one of the oldest grocerymen in St. John.

Frederick C. Durant, of New York, who was in St. John some few weeks ago looking for a site on which to erect a large industrial plant and who was very reticent on that occasion about divulging the nature of the industry, is again in the city. It is now known, however, that it is a sugar refinery that Mr. Durant has in view. He has been in consultation with the board of trade and with a committee from the common council and if the concessions asked for are granted, St. John will have, according to Mr. Durant the largest sugar refining plant in Canada. It has been learned that Mr. Durant is the representative of a company of United States and Canadian capitalists, who wish to establish an immense sugar refinery somewhere on Canadian soil. The company will operate under a Dominion charter and will be capitalized at \$2,500,000. The plant it is stated would employ about 300 hands and would have an output of about 400 tons of sugar per day. Mr. Durant looked over sites at Halifax and in Western Ontario as well as St. John, but is impressed with the splendid opportunity afforded here for water and rail transportation. He is asking the city to provide a free site and to grant exemption from taxes and water rates for a term of years. The proposition is now being considered by the council.

De Witt Bros., whose big flour and feed warehouse at Fairville was burned down some time ago have completed the erection of a larger building on the site of the old structure. The new building is sheathed with steel and the owners feel satisfied that it is practically fire-proof. Representatives of the firm have been in Carleton county recently buying up potatoes and hay for shipment to Cuba in the new steamship line which will commence its sailings from this port during the present month.

## MONTREAL.

September 21.—Varied as are the forms of entertaining visitors, one of the most pleasing and unique is a carnival parade. On Wednesday, September 15th, Montreal and its visitors had the pleasure of witnessing such a one. Of the floats interesting to grocers the three best known were those of Lake of the Woods Milling Co., exhibiting their Five Roses flour, the Walter M. Lowney Co. of Canada with a chocolate exhibit, and Blue Ribbon Tea. An interesting float was that of J. O. Forrest, who showed the whole history of tobacco from the plant to the finished product. P. A. Milloy had a good ginger beer exhibit in the shape of an eight foot bottle. As a spectacle the parade was a decided suc-



cess, and was conducted on a more ambitious scale than has ever been attempted here before. Fully fifty business houses and clubs took part.

The Royal Commission, appointed by the British Government to facilitate trade relations between ourselves and the British West Indies, will hold a meeting in Montreal, September 27th, in the Board of Trade building.

One of the best aids to the retail grocer is good and varied advertising in the store by means of signs and specialties. Yet many of our grocers seem to use only what is sent them. Write your manufacturers if you need a little assistance in pushing a good line. They are only too glad to help, and their advertising departments want to hear from a progressive man regarding such a necessity.

The Canada Industrial Exhibition, held in the Coliseum last week, was not the success the promoters expected it to be. Several booths were unoccupied, while the numerous other attractions of Back-to-Montreal week kept the crowds down to mere handfuls. On account of this lack of interest exhibitors who were there did not take the same care with their booths. It has proved a disappointment to both promoters and exhibitors.

E. B. Goodaere, of Watt, Scott & Goodaere, is in Ottawa this week on a business trip.

Chas. McGillivray, federal inspector of canning and preserving industries, is in town this week on a tour of inspection. He reports conditions in Montreal much improved over last year. With the new laws going into effect next year, it is hoped that Canadian manufacturers will have plants unequalled for cleanliness and general neatness.

Major G. W. Stephens, returning from his trip to New York, says, re the comparative values of Montreal and New York as shipping ports, that the position of Montreal is unassailable so long as Canadians keep terminal facilities ahead of the business. This is good news, as many have feared that New York would gradually absorb the greater part of the shipping trade.

Mathewson's Sons, the wholesale grocers, Montreal, on Tuesday purchased a warehouse on Longueil Lane, opposite the rear of their premises. The newly acquired building is 45 feet square, and will be renovated to suit the requirements of the firm. There is a cellar and there are three floors above it. Much of the space will be utilized for the storing of canned goods.

Joseph Edward Brown died in Montreal on September 13. Mr. Brown was head of the banana house, Joseph Brown & Sons, having been the energetic chief of the firm since the death of his father, some five years ago. He was known in fruit and retail grocery circles, where he had many friends, who valued his pleasant smile, his affable manner in business dealings and his upright character. Mr. Brown was secretary, and a director of,

the Montreal Fruit Auction Co. His brother, Robert Brown, assumes the management of the business, in which he has been a partner right along, and which will not be changed.

A. G. Snowdon, of Snowdon & Ebbitt, has returned to Montreal, from Ottawa. G. R. Small, of the Canada Maple Exchange, who has been in Ottawa on business, is back in Montreal.

## Current Business Happenings in Western Canada

**Salmon Fishing Season Open Again—Butter Firmer in Price in the West—Vancouver Island Apple Crop Less Than Last Year—Carload of Confectionery and Cocoa From Old Country Arrives in Record Time at Winnipeg—Fruit Arrives From Ontario in Good Condition.**

### VANCOUVER, B.C.

Sept. 21.—The season for salmon fishing opened again on Wednesday night, with a price of fifteen cents each for fish. At this season of the year, while sockeyes are to be found, there are always many cohoes, which are regarded as an inferior fish, the sockeye being the



R. D. DINNING,

The Newly Appointed Secretary of the Vancouver Retail Grocers' Association.

best food fish. Markets are available for cohoes, and large quantities are packed. The fish have been running fairly well in the close season since August 25, though it is now too late to greatly increase the pack.

Mention was made in these columns a few weeks ago of Copeland's celery farm in the Chilliwack Valley, of which such a success has been made. Last week all records for shipments from this farm were beaten, two tons of cabbage alone having been shipped to Vancouver. Altogether, the Copelands have between fifty and sixty acres of garden, fifteen being in cabbage, fifteen in celery and the remainder in onions, cauliflower, melons and other garden truck.

It is estimated that the apple crop on Vancouver Island this year will be about 10,000 boxes as compared with 14,000 boxes last year. In point of quality, this year's fruit compares favorably with that of last, in fact it is very good, with fair prices. The plum crop will be short, while pears will be better both in quantity and quality. Advices from Winnipeg show what favor British Columbia apples is meeting with in Manitoba. J. McLean, manager of the Pioneer Fruit Company, went to Ontario to place an order for 1,500 barrels, but did not place an order for one. He claimed that the reason was that the orchards were in bad shape and the quality uncertain. That being the case, the Manitoba fruit men are looking to the States for supplies. The point drilled into growers here by experts, both government and private, is to cultivate carefully, spray regularly, and pick off fruit early so as to avoid an overload, thus getting the best. Every day, shipments of fruit from the States are being condemned, and if not sent back are destroyed.

### VANCOUVER MARKETS

Sugar, standard	6 00	Tapioca, per lb.	1 00
granulated	6 00	Evaporated	1 00
Val. raisins, lb.	0 65	apples	1 00
Cal. "	0 95	Butter, per lb.	1 00
Prunes	0 05 0 07	Cheese, per lb.	1 00
Currants	0 06 0 07	Canned Goods	1 00
Dried apricots	0 11 0 13	Peas	1 00
Flour, Standard,	7 10	Tomatoes	1 00
bb.	7 10	Corn	1 00
Commercial, p. 100	2 60	Apples	1 00
lbs.	2 60	Strawberries	1 00
Beans, per lb.	0 03 0 04	Raspberries	1 00
Rice, per ton	68 00 76 00		

### WINNIPEG.

Sept. 21.—On September 11, a carload of cocoa and confectionery arrived in Winnipeg via C.P.R., which was shipped from Liverpool on August 27. The shipment was carried on the "Empress of Britain" to Quebec, and then traveled via Owen Sound and Fort William, through time from Liverpool was five days, which is a record in the transportation of import freight to this country.

Robert Thompson, manager of the Catharines cold storage association, has had much experience in the growing and shipping of fruit, is convinced that the best method of handling fruit in Winnipeg is by public auction. Carloads of fruit arrive daily direct from the growers and are eagerly bought up by the

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tailers. The St. Catharines company have taken particular pains to grade and pack the fruit as skilfully as possible, and thereby dismiss the complaints of previous years, that it was not handled properly. None but refrigerator cars are used in transportation, and in this way the fruit arrives in good condition.

E. Whatley, formerly of the grocery department of the T. Eaton Company, is making preparations to open a retail store in the west side of the city. Mr. Whatley has served several years in the trade, while in the old land. He is fond of Winnipeg, and the west, and is delighted with the opportunities which this country affords.

Asa Vanalstine has been traveling on the Canadian Northern's routes in Manitoba, in the interests of an apple packing concern in Western Ontario. He has secured orders for eight carloads of winter apples, to be delivered from \$4 to \$5 per barrel. Mr. Vanalstine says that the merchants everywhere are doing well.

Local grocers have just passed through a remarkably busy period. The fresh fruit season was comparatively short this year, and merchants bought and sold their stocks within a very few days. One grocer stated that on September 23, his cashier reported over \$1,300 worth of goods retailed. Of course, this comprised all lines, but fresh fruit formed a considerable portion. The customers are all back from their tours and summer resorts, and are daily renewing acquaintances with the grocers. New household supplies have contributed greatly to the hustle of the past few days. Customers are anxious to get something good to eat again, and table delicacies are in great demand. Altogether the local trade is in good condition. Wholesalers are supplying new and fresh stocks and money is always ready.

#### FAN SHAPED FRUIT WINDOW.

##### How to Arrange a Window That Will Sell the Goods.

A window display to be effective must be such that it: 1. Attracts attention. 2. Affords information. 3. Creates a desire to buy. These are the three fundamental principles that should underlie all window dressing, and no display can be termed complete until it has fulfilled these three qualifications.

It should attract attention either by its entirely original design or by "standing out" completely different in its arrangement from every other competitor's window in town or city.

It should afford information in having each pile or pyramid neatly ticketed with information regarding the quality, purity, flavor, etc., and price of the article displayed. Above all, the price should be shown, as a much larger proportion of sales than might be expected are made

direct from the window display, hence the necessity of having it well priced.

Fan shapes for window trims, says an experienced window dresser, will often be found desirable for a change. To make them most attractive due regard must be given to the principle of harmony between the two sides of the display. That principle ought never to be neglected, any more than should perspective and proportion in a picture.

Here is a suggestion for a fan-shaped trim: Run lines in chalk or pencil from a central point in the inside line of the window ledge to the outer edges. The two central lines should start at the central point, but should be, at the outer line, ten inches to two feet apart, according to the size of the window. This

#### A FAIR ALMERIA GRAPE CROP.

A. E. Carleton, Almeria, Spain, writes regarding the crop of Almeria (Malaga) grapes as follows:—A local paper has published a tabulated list of the probable production this year of the Almeria white grape in the various villages of the province. The total number of barrels estimated was less than 900,000, or slightly more than half of last year's crop. After careful investigation I am convinced that the paper's forecast is altogether too small. Leading growers and shippers say that 1,500,000 barrels may be deemed as a conservative estimate, or 200,000 less than in 1908.

The rains during the budding season and recent hot winds have greatly harm-

#### THE "OLD STORE COMPETITION"



The above illustration is that of the general store of A. F. Choate, Warsaw, Peterboro County, Ont. The building was erected in 1855 by the late Thomas Choate and has been used as a general store continuously since that time. It is therefore 54 years old. The interior arrangement has been changed considerably making it one of the most convenient general stores in the country districts. Mr. Choate has been Post Master for many years and has the exclusive agency for several important manufacturing houses.

space should be filled with a single line of goods—peaches, perhaps, would be desirable at this season. In the next divisions on either side, which should be a little narrower at the street end than the centre piece, should be placed the same kind of goods—apples, pears or whatever is most appropriate to stock and season. If apples are used on one side, apples should appear on the other. This plan may be followed to advantage throughout, the third lines on either side being alike, the fourth lines alike, and so on. The artistic value of the display can be helped immensely by use of leaves or even tissue wrappers to separate the different folds of the fan.

No one refuses to do business with the banks because they close early and are not opened on Sundays or holidays.

ed the fruit, or otherwise the crop should have been at least 3,000,000 barrels. From various reports it appears that at present the grape promises to be large in size and of a good keeping quality.

#### THE PROOF OF POWER.

*The man who is worthy of being a leader of men will never complain of the stupidity of his helpers, of the ingratitude of mankind, nor of the inappreciation of the public.*

*These things are all a part of the great game of life, and to meet them and not go down before them in discouragement and defeat is the final proof of power.—Elbert Hubbard.*

# Canadian General Markets and Market Notes

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

## QUEBEC MARKETS

**POINTERS**—  
Tea—Japan market, closed.  
Tomatoes—Advance expected.  
Peppers—Prices advanced.  
Peas and Beans—Lower market.

Montreal, Sept. 23, 1909.

Apples are beginning to make their appearance in larger quantities. Peas and tomatoes seem firm and, in all probability, will advance in price. Tea is being eagerly taken up as fast as it appears, but the Japan market is practically closed and, outside of one or two low-grade shipments, not much more is expected. Sugar is firm at the advanced price. Some new crop currants and raisins are expected this week or early next.

**SUGAR**—Prices are stationary, but the strength of the raw market makes it seem more likely there will be another rise unless conditions change.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 50
" " 25 lbs.	5 50
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" " 50 lb.	5 50
" " 25 lb.	5 50
" " 5 lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 15
" 50-lb. boxes	5 35
" 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2	4 45
No. 1	4 30
Bbls. granulated and yellow may be had at 5c. above bag prices.	

**SYRUPS AND MOLASSES**—The market is very quiet, with no change in prices.

Panicy Barbadoes molasses, puncheons	0 38	0 40
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " barrels	0 44	0 46
" " half-barrels	0 46	0 48 1/2
New Orleans	0 27	0 30
Antigua	0 40	0 40
Porto Rico	0 03	0 03
Corn syrups, bbls.	0 03	0 03
" " 1-bbls.	0 03	0 03
" " 1/2-bbls.	0 03	0 03
" " 1/4-bbls.	0 03	0 03
" " 1/8-bbls.	0 03	0 03
Cases, 2-lb. tins, 2 doz. per case	2 75	2 75
" 5-lb. " 1 doz. "	2 75	2 75
" 10-lb. " 1 doz. "	2 75	2 75
" 20-lb. " 1 doz. "	2 60	2 60

**TEA**—Japan market is practically closed and what quantity of 3rd crop that is available has been eagerly taken up at an advance. Low grades are very scarce. The local market is very firm for what few medium grades are available. Some low grade teas are expected, however, to arrive soon.

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

**COFFEE**—Market is dull and prices have not changed.

Mocha	0 18 1/2	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

**DRIED FRUITS**—Very little new goods have appeared on the market as yet. Some are expected to arrive this week. The price of fine Filiatras has declined to 5 3/4 cents. All Valencias have gone up. Demand continues poor.

Currants, fine filiатras, per lb.	0 05 1/2	0 05 1/2
" Patras, per lb.	0 07 1/2	0 08
" Vostizas, per lb.	0 08	0 09
Dates—		
Hallowees, per lb.	0 04	0 05
Sairs, per lb.	0 05	0 05
Raisins—		
Australian, per lb. (to arrive)	0 08 1/2	0 09
California, choice seeded, 1-lb. pkgs.	0 06 1/2	0 07 1/2
" fancy seeded, 1-lb. pkgs.	0 07 1/2	0 08
" loose muscatels, 3-crown, per lb.	0 07 1/2	0 08
" " " " 4-crown, per lb.	0 08 1/2	0 09
" sultana, per lb.	0 07 1/2	0 08
Valencia, fine off stalk, per lb.	0 05 1/2	0 05 1/2
" select, per lb.	0 06 1/2	0 06 1/2
" 4-crown layers, per lb.	0 06 1/2	0 06 1/2

**SPICES**—Peppers are quoted two cents higher and are very firm at that price. Latest advices from London predict a still further advance. Other spices are unchanged.

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

**RICE AND TAPIOCA**—Rice market continues firm with good demand. Tapioca is unchanged and supplies, especially of seed pearl, small.

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

**BEANS AND PEAS**—Peas and beans are weaker, Ontario primes being quoted at \$2 to \$2.35, and boiling peas at \$1.25 to \$1.30. The first car of new peas arrived this week and some sales were reported at \$1.40 to \$1.45.

Ontario prime pea beans, bushel	2 00	2 35
Peas, boiling, bushel	1 25	1 30

**EVAPORATED APPLES**—Orders are being taken for futures, but at present none on the market.

Evaporated apples, prime	0 08 1/2
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**MAPLE PRODUCTS**—No changes have occurred in this market during the week.

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

## CANNED GOODS

**MONTREAL**—Peas are scarce and a future rise seems a certainty. Tomatoes also show decided strength and unless the weather remains warm for some time there will be a short crop and high prices. Prices are unchanged as yet.

Peas, standard, doz.	1.00	\$1.02 1/2
Peas, early June, doz.	1.00	1.07 1/2
Peas, sweet wrinkled, doz.	1.07 1/2	1.12 1/2
Peas, extra sifted, doz.	1.52 1/2	1.60
Peas, gallons	3.87 1/2	3.92 1/2
Beans, doz.	.75	.77 1/2
Corn, doz.	.75	.77 1/2

Tomatoes, doz. (Ontario and Quebec)	.82 1/2	.85
Strawberries, doz.	1.37 1/2	1.40
Raspberries, 2's, doz.	1.60	1.75
Peaches, 2's, doz.	1.65	1.65
Peaches, 3's, doz.	2.65	2.65
Pears, 2's, doz.	1.60	1.60
Pears, 3's, doz.	2.30	2.30
Plums, Greengage doz.	1.50	1.55
Plums, Lombard, doz.	.95	1.00
Lawtonberries, 2's, doz.	1.60	1.60
Clover Leaf and Horseshoe brands salmon:		

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

Other salmon:		
Humpbacks, doz.	1.95	\$1.00
Cohoos, doz.	1.35	1.40
Red Spring, doz.	1.60	1.55
Red Sockeye, doz.	1.85	2.00

**TORONTO**—Canned goods are firm, will be advanced on several lines. Peas are now selling at \$1 per dozen. Tomatoes are unsettled. So far the quantity packed is considerably below last year, but with the large part of the crop still not ripe, the weather conditions will have a great deal to do in determining the settled price for the year. The season is late and a frost might occur any time, which, of course, would at once end the season. The price of corn will also largely depend on what can still be put up.

Beans	1.75	.80
Corn	.75	.80
Peas	1.00	1.40
Tomatoes, 3's	.82 1/2	.85
Strawberries, 2's	1.32 1/2	1.37 1/2
Raspberries, 2's	1.60	1.65
Peaches	1.55	1.55
Lawtonberries	1.50	1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90
Clover Leaf and Horseshoe brands		
1 lb. talls per doz.	1.75	1.75
1/2 lb. flats per doz.	1.15	1.15
1 lb. flats per doz.	2.00	2.00

Other salmon prices are:		
Humpbacks, per doz.	.95	1.00
Cohoos, per doz.	1.40	1.50
Red Spring, per doz.	1.55	1.65
Red Sockeye, per doz.	1.55	1.65

*Tell the public what goods you sell. Never mind what poor goods the other fellow sells. The people who buy will find out all about that in time.*



THE CANADIAN GROCER

ONTARIO MARKETS

POINTERS—

Canned Peas—Higher market.  
 Sugar—Prices firmer.  
 Valencia Raisins—First arrivals.  
 Spices—Peppers firm.

Toronto, September 23, 1909.

The wholesale men all report good business, and while some are not quite as optimistic as others they all look for a rushing fall trade. Some, who either struck it better or are easier satisfied, stated that their trade was very good, and others thought it just lacked the "snap" which they would like to see. However, they admitted that they were doing well, and if the trade is not what they expected, the trouble might be that they expected too much, but the outlook is good.

They all seem to be in the dark as to the prices of canned goods, but with the quantity carried over from last year and the probable put up this year there is no reason to fear that they will be very much higher. There is nothing in sight of a startling character, so far as prices are concerned, and therefore, in the meantime, the retailer need not worry.

**SUGAR**—The demand for sugar is still very heavy and the market is firm even at the recent advance. The preserving season will soon be over, which will lessen the demand, and in consequence no further rise is expected.

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

**SYRUP AND MOLASSES**—These goods are still somewhat out of season and are moving slowly without any changes in their values.

Syrup	Per case
2 lb. tins, 2 doz. in case	2 50
" " " " " " " " " "	2 85
10 " " " " " " " " " "	2 75
20 " " " " " " " " " "	2 70
Barrels	0 03 1/2
Half barrels	0 03 1/2
Quart	0 03 1/2
Pails, 3 1/2 lbs. each	1 80
" " 2 1/2 " "	1 30
Maple Syrup	
Gallons, 6 to case	4 80
" " 12 " "	5 40
Quarts, 24 " "	5 40
Pints, 24 " "	3 00
Molasses	
New Orleans, medium	0 31 0 33
" " " " " " " " " "	0 29 0 31
Barbados, extra fancy	0 45
Porto Rico	0 45 0 62

**DRIED FRUITS**—The first shipment of new Valencia raisins have arrived, and are turning out to be of excellent quality. They are selling at 7c a lb., which is an advance of 1/2 a cent on the old raisins. The dried fruit situation has lately taken an upward turn, and it now looks as if they would not be, as was expected, any lower than last year.

Prunes	Per lb.
30 to 40, in 25-lb. boxes	0 40 1/2
40 to 50 " " "	0 40
50 to 60 " " "	0 38
60 to 70 " " "	0 07 1/2
70 to 80 " " "	0 07
80 to 90 " " "	0 06 1/2
90 to 100 " " "	0 06
Same fruit in 50-lb. boxes 1 cent less.	

Apricots	
Standard	0 13 1/2
Choice, 25 lb. boxes	0 14 1/2
Fancy	0 15

Candied and Drained Peels	
Lemon	0 17 0 20
Orange	0 10 1/2 0 12
Figs	
Elmer, per lb.	0 08 0 10
Tapioca	0 03 1/2 0 04
Bag figs	0 03 1/2 0 04
Dried peaches	0 08 0 08 1/2
Dried apples	0 07 1/2
Currents	
Fire Filiatras	0 06 1/2 0 07
Vostizzas	0 08 1/2 0 09
Patras	0 08 0 08 1/2
Uncleaned 1c less.	

Raisins	
Sultana	0 05 0 05 1/2
" fancy	0 06 0 07
" extra fancy	0 08 1/2 0 09
Valencias	0 06 0 06 1/2
Valencias, new	0 07
Seeded, 1 lb. packets, fancy	0 08
" 16 oz. packets, choice	0 07 1/2
" 12 oz.	0 06

Dates	
Halloweeds	0 05 1/2
Sairs	0 05
Fards choicest	0 08
" choice	0 07 1/2

**TEA**—The tea market is firm and strong and likely to continue so for some time. Business is good and sales satisfactory.

**COFFEE**—In consequence of the cooler weather and the time of the year, the coffee trade is active.

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

**RICE AND TAPIOCA**—No change whatever is noticeable in these goods, either in price or in sales.

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

**SPICES**—Dealers in spices report heaps of business and are in correspondingly good humor. Pepper is firm and some are asking an advance.

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

**NUTS**—Nuts still receive very little attention and must wait for their turn later on.

Almonds, Fernigetta	0 12 1/2
" shelled	0 11
" shelled	0 23 0 30
Walnuts, Grenoble	0 13 1/2
" Bordeaux	0 11
" Marlots	0 11 1/2
" shelled	0 23 0 26
Filberts	0 12 0 12 1/2
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

**BEANS**—The new crop will soon make its appearance and those who have old stock on hand, which was bought at the high price, had better get rid of it.

**EVAPORATED APPLES**—A lot of new evaporated apples have appeared

on the market, and as the old stock was entirely cleared out, they were picked up quickly and are sold at 8 1/2 cents a pound.

EARLY DELIVERY IN MOOSE JAW.

No Orders Taken on Saturday Night After Eight O'clock — Merchant Thinks Other Places Should Waken Up.

Editor Canadian Grocer.—Re "Saturday Night Delivery," I noticed an article in a recent issue of The Grocer relating to the Saturday night delivery question, and I would like to say that it is a mistaken idea to think that this cannot be done away with.

It is now three years since we have taken any orders to be delivered after eight o'clock on Saturday night. We take orders up to eight or perhaps fifteen minutes to eight, and any orders left after this time are either held over until Monday morning or the customer has to carry home the goods. We—the merchants of this city—of course, agreed upon this system among ourselves, and got cards printed to this effect. We had them placed in prominent places in our stores, and we never have had any trouble whatever. In fact, the public seemed to assist us in the matter, and we have had several expressions of praise from different customers congratulating us in the matter.

There is no question at all, that this can be done in any town or city if the **MERCHANTS THEMSELVES WILL ONLY STAND BY IT.**

Before we adopted this plan our drivers had been out as late as 12 and 1 o'clock Sunday mornings, and, in fact, I have seen them come back to the barn Sunday morning and finish up. This system is now behind the times and the sooner the merchants of all cities and towns wake up to this fact, the better it will be for the drivers, the customers and the merchants.

T. J. McCammon.

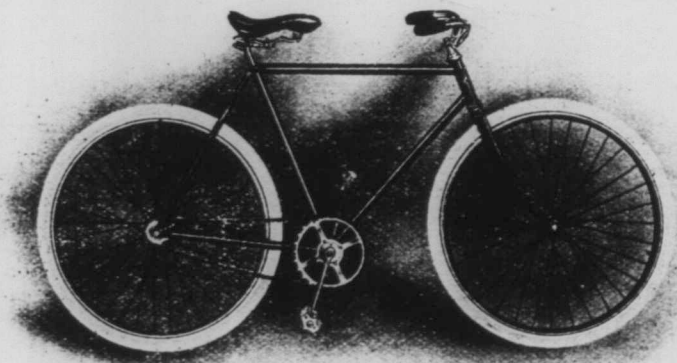
Moose Jaw, Sept, 17, 1909.

[Editorial Note].—The above letter from Mr. McCammon shows that western merchants are well up to the front in progressive methods, and indicates that there are many towns and cities in the older parts of Canada which must feel that they are behind the times. The early Saturday night delivery question is just now a live one among merchants in Canada, so that the letter from Moose Jaw is appropriate and timely.

Your business will not grow unless you do add new customers constantly. The old ones will drop out with surprising regularity, and those that remain will not increase their purchases materially.

# This is Your Wheel

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



MODEL 88

IMPERIAL

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

Regular	Option	Regular	Option
Frame.....22-inch	.....20, 24 and 26-inch	Pedals.....Rubber 3 1/4-inch	.....3 3/4-inch or 4 1/2-inch Rat Trap.
Finish.....Black		Crank.....7-inch	
Chain.....3-16 inch. Block.		Saddle.....No. 15	.....No. 14, 11, 17.
Gear.....77	.....72, 80, 87.	Tires.....1 1/2-inch Dunlop	.....1 5/8-inch Dunlop or Hartford single tube
Handle-bar. No. 20. Adjustable.		Wheels.....28-inch, with striped rims.	

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

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

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

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

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

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## Different Ways of Country Store Advertising

**Newspapers, Signs, Window Displays and Circulars Advocated  
—How to Conduct a Campaign Along These Four Lines —  
Newspaper Space Often Misused—Much Counts on Personal  
Work of the Merchant.**

By, J. R. Gamble.

The term "country stores" is used to distinguish the dealers of the smaller towns from the city merchants.

In my opinion, there are at least four methods of advertising that can be made suitable to the dealers of the small towns:—

First.—Newspaper advertising.  
Second. — Fence and tree signs and posters.

Third.—Show window advertising  
Fourth.—Circulars, leaflets and other advertising sent out by jobbers and manufacturers in connection with personal work of the dealer himself.

Newspaper advertising is the medium perhaps most commonly used by the country merchant, and the one from which he derives the least benefit. Not a square space in his country paper would pay if properly filled with good reading matter in which the farmer and his good wife would be interested, but for the fact that the advertisements of some of our country grocery dealers remind one of the letterhead or bill head of his neighbor, the general merchant, which is something like this:—

Office of John W. Jones, Dealer in Dry Goods, Notions, Hats and Caps, Boots and Shoes.

A little ancient, but it was good enough for his father years ago, and it hasn't been changed, although he hasn't had a pair of boots in his store for ten or fifteen years.

### Misusing Newspaper Space.

Of course, the grocer who thinks his card inserted in the halfpage of his weekly paper, for which he paid his good money, appearing week after week and month after month, and reading something like this.

John Brown & Co.,  
Dealer in Butter, Eggs and General Groceries,

may think he is advertising his business, but he is merely contributing his share toward keeping up the country newspaper.

But with the help he can secure from the jobbers and manufacturers in the way of valuable suggestions and good

cuts to attract attention to his advertisement, there is no excuse for the dealer letting his ad. though it be a good one, get stale. If we would make a study of advertising, selecting cuts of the proper size, and in the right proportion, and if we would just think over the lines that we could and should be advertising, our trouble would not be to think of something to take the place of the ad., which has been running so long that it reminds one of the appearance of Rip Van Winkle after his twenty years' sleep, but we would be trying to decide which lines we could best afford to leave out until the next change.

### One Line at a Time.

Never advertise but one line at a time. One particular ad. advertised at a time, and at the right time, will bring better results than calling attention to several different lines in one advertisement. Change your ad. often. Never let it run more than two or three issues of the paper.

Here is where we country merchants are at great disadvantage in newspaper advertising. The papers are published weekly, and if we change often we can not have more than fifteen or twenty different ads. during the year.

It is well to get all the help you can from the advertising experts of the jobbers and manufacturers, but their ready-made ads. hardly ever seem appropriate for your particular trade. They do not know how to appeal to a dealer's home

# Your Share of the Increase

The remarkable progress Red Rose Tea is making has interested you. You have wished your tea trade would grow as Red Rose business grows. You can get your share of the Red Rose Increase by recommending Red Rose Tea to your best trade. You know that it is "Good Tea." If you use it in your home you know it will please more of your customers than any other tea.

Try  
recommending

# Red Rose Tea

It will increase YOUR business.

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

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

people, as the dealer himself does; especially if the dealer studies his trade and knows the peculiarities of his customers as he should.

These experts can give you some very valuable points as to arrangement of advertising, the space required, the style of type, etc., but when it comes to describing the good points of a certain plow to the farmers, or the baking qualities of a certain flour, the dealers are better prepared to write up the copy of their ads. than the other man, though he be an expert ad. writer, for he knows the people he is trying to reach.

Therefore, it is my advice to get all the valuable information of this kind you can; get the ready-made ads. and study them, for there is much in them that you ought to know, and that you never would otherwise secure; with the good points gotten in this way, combined with your own plain common sense, you will have an ad. that will not only bring attention but will bring results.

#### Pushing Certain Lines.

By all means have two or three guaranteed lines that you are continually bringing before the public's attention. I do not mean by this to fill your newspaper space with these and nothing else, but advertise them in the papers occasionally, and call attention, at the proper time, to them in circulars, posters, etc. For instance, if you will pardon a personal allusion, we have a particular line of tea, and one particular line of paint that we are always advertising in some way. We never let up, and the result is that we have built up a reputation on these lines that has advertised us more than all the other advertising we have done.

The second method, the use of the fence and tree signs and posters, is good, but one of doubtful value. It will discourage any of us, when driving through the country, if we see the signs we have gone to so much trouble and expense to put up, cut to pieces by some 'possum hunter's axe, or perforated by pistol balls, put there as the result of a near-beer or white-top jag, or a wildcat-whisky drunk.

It is a source of pleasure, however, to feel that you have the most attractive signs on the leading roads coming into town, and to know that the prospective customer is having it brought to his attention every few hundred yards that yours is the one place to buy cheap, for cash, the very best goods possible. That these signs increase your sales to some extent there is no doubt, but they are very expensive, and unless they are placed with care on the most prominent roads I doubt the use of them being profitable advertising.

#### Show Window Advertising.

Third—Show window advertising I consider the most attractive that can be done. But I believe that there are comparatively few of the grocers in the smaller towns who take advantage of this cheap and profitable method of advertising.

It is true that some have good windows and trim them regularly, but there are hundreds of others who make practically no use of their windows other than to crowd them full of miscellaneous articles and leave them there indefinitely, to become dust-covered and shop-worn.

Some of the manufacturers are getting up attractive window trims and are doing a world of business in educating the dealers in window dressing. The trade papers are also doing an educational work along this line. The same idea should be carried out in window dressing as in newspaper advertising. Never crowd your windows with a conglomerate mass of different kinds of articles. One line at a time, well and attractively displayed, is much better. Of course, show window advertising is not as valuable to the country dealer as it is to his city brother, for comparatively few of his customers see any one display if his window is changed as often as it should be. If, however, he has an attractive window, one that will challenge the attention and admiration of the man from the country, he will be sure to tell his family and his neighbors about it, giving a description of the display.

It is troublesome and sometimes expensive to decorate a large window, but it pays well for the trouble and expense. Of course, it goes without saying, that unless the windows are kept fresh-looking and scrupulously clean, they will produce exactly the opposite effect to that which is intended. They will repel, rather than attract.

We now come to the fourth and last method mentioned, and the one I consider to be the most profitable to the country stores.

#### Printed Matter.

I believe that the very attractive and instructive printed matter sent out by the manufacturers and jobbers, used in connection with the merchant's mailing list and handed out by his salesmen, wrapped up with purchases and enclosed with personal letters, bills and statements, to be the most valuable advertising the merchant in the small town can do. It is true that much of this matter is entirely wasted by being placed on the counter, to be blown about the store, where it is trampled on and so soiled that it is unfit to be sent out, and at the best only attracts attention to those who happen to come into the store. This, however, is the fault of the storekeeper and the misfortune of the concern who sent the matter out.

The best method we have hit upon to keep this matter in order and ready for distribution is to have a shelf, divided into sections, just under the wrapping counter, where this matter can be so classified that the salesman can readily lay his hand on the particular kind to suit the customer being waited on.

You can never tell where this class of advertising is going to bring returns. I had this fact brought forcibly to my attention only a few weeks ago, when one day an old negro walked into the store

and called for a broom. He said he had his little grandchild sit down and read the leaflet which was wrapped up with his purchase of a few days before clear through, and if the broom was as good as that paper said it was he "sho" wanted one of dem brooms." The consequences were he got the broom he wanted, it sold itself—and he went away satisfied, and we had a much better profit than we would have had we sold an unadvertised brand.

#### Personal Work.

We cannot understand how any live merchant can afford not to take advantage of this inexpensive and very profitable method of advertising. This method alone in connection with the merchant's personal work would keep his firm so prominently and favorably before the public that he would, if necessary, dispense with all other advertising and hold his own with his competitors who depend solely upon newspaper advertising.

By personal work we mean the work of studying and catering to the wants of your customers. If you haven't what they want, get it—it makes no difference what it is—if it is in your line. Let them know that you are in the business to serve them to the very best of your ability. Shake hands with the men, be polite to the ladies and always give them personal attention, if possible, and kiss the babies.

We know men who live on such good terms with their customers that these customers enter the stores with smiles on their faces and outstretched hands, expecting nothing less than a whole-souled welcome and a hearty hand-shake; and when a customer enters into a store in that manner, you have the right kind of a salesman to handle him, he will certainly carry away with him the article for which he came.

It is the duty, it is the privilege, and it should be the pleasure of every merchant to be not only on friendly, but on the very best of terms with his customers. I know we very often hear such remarks as, "It is a cold-blooded business proposition," and "There is no sentiment in business," but, gentlemen, there is sentiment in business, and the merchant who lives such a clean life morally that his fellowman has the utmost confidence in him; and if he can look his customer to whom some great trouble or misfortune has fallen straight in the eye and can truthfully say, "God bless you, my friend, you have my profoundest sympathy," or can actually rejoice with his friend and customer who has just harvested a bountiful crop, or to whom some other good fortune has come, is doing advertising, the result of which will last as long as life itself shall last. The customer may forget the catchy ad. in the newspaper or the beautiful window display, but he will never forget the man whose sympathy he had in time of trouble or the man who rejoiced with him in his good fortune.



THE CANADIAN GROCER

**THE OLD RELIABLE**

**ROYAL**



**BAKING  
POWDER**

**Absolutely Pure.**

**No Grocer can afford to be without a  
full stock of ROYAL BAKING POWDER**

**THERE IS NO SUBSTITUTE**

MANITOBA MARKETS

(Corrected by Telegraph.)

Winnipeg, September 23, '09.

The market is in a weaker condition this week than it has been for some time. The cause is no doubt attributed to new crop goods coming in in large quantities. Fall stocks are moving at present and this consists chiefly in canned goods. The 1909 crop pack is large this season and the quality is said to be excellent. Canned vegetables are on the market but the fruits are to come yet and prices may be considerably reduced.

The general optimism in the west prevails and wholesalers are already getting some money in as a result of the wheat crop. Merchants are preparing to stock heavily and their creditors have no fear of a money scarcity.

**SUGAR**—Last week's advanced prices remain unchanged. The greater bulk of the preserving season output is depleted and merchants are doing their fall stocking at present.

Montreal and B.C. granulated, in bbls	5 25
" " in sacks	5 20
" " yellow, in bbls	4 55
" " in sacks	4 80
Long sugar, in bbls	5 85
" " in boxes	6 05
" " in small quantities	6 10
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 35
Lump, hard, in bbls	6 05
" " in 1-bbls	6 15
" " in 100-lb. cases	6 15

**SYRUP AND MOLASSES**—The syrup trade is always in good condition. Large

shipments continue to move freely, and merchants are not afraid of stocking too heavily. The molasses market is steady.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. tins, per 1 " "	2 60
" " 10-lb. tins, per 1 " "	2 45
" " 20-lb. tins, per 1 " "	2 50
" " 1 barrel, per lb.	0 43
" " Sugar Syrup, per lb.	0 43
Beehive Brand, 2-lb. tins, per 2 doz. case	2 20
" " 5 " " " "	2 60
" " 10 " " " "	2 45
" " 20 " " " "	2 50
Barbadoes molasses in 1/2 bbls., per gal.	0 50
Porto Rico molasses in 1/2 bbls., per gal.	0 60
gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses, 1/2 bbls., per gal.	0 35

**HONEY**—The following prices prevail at present, but it is possible that advances will be made soon. This year's quality is good and the demand is heavy.

Honey, 2-lb. tins, per tin	0 33
" " 5 " " " "	0 75
" " 12 oz. jars, per dozen	2 10
" " 60-lb. tins, per lb.	0 12 1/2

**DRIED FRUITS**—Foreign dried fruits show nothing of interest this week, prices remaining as last quoted.

Smyrna Sultana raisins, uncleaned, per lb.	0 06
" " cleaned, per lb.	0 07
Valencia raisins, Rowley's, f.o.b., per case, 288	1 50
" " selects " " 288	1 70
" " layers " " 288	1 80
California raisins, choice seeded in 1/2-lb. packages	0 05
" " fancy seeded, in 1/2-lb. packages	0 06
" " choice seeded in 1-lb. packages	0 07 1/2
" " fancy seeded in 1-lb. packages	0 08
Raisins, 3 crown muscatels, per lb.	0 05 1/2
" " 4 " " "	0 06 1/2
Prunes, 50-100 per lb.	0 04 1/2
" " 80-90 " "	0 05 1/2
" " 70-80 " "	0 06 1/2
" " 60-70 " "	0 07 1/2
" " 50-60 " "	0 08 1/2
" " 40-50 " "	0 09 1/2
" " 30-40 " "	0 10 1/2
Silver prunes	0 09

Currants, uncleaned, loose pack, per lb.	0 06
" " dry, cleaned, Filatras, per lb.	0 06
" " wet, cleaned, per lb.	0 07
" " Filatras, in 1-lb. pkg dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 07
" " choice	0 08
Apricots, standard, per lb.	0 11
" " choice, per lb.	0 14
Plums, black pitted, per lb.	0 11
Nectarines, per lb.	0 09
Dates, new, per lb.	0 07

**MAPLE PRODUCTS**—These prices continue and goods are still moving. Merchants generally know that the quality in many cases is preserved from sugaring and that it is not particularly a seasonable line.

Sugar, per lb.	0 13
Syrup, gallons, 1 doz. to case, per doz.	9 60
" " 1 doz. to case, " "	5 35
" " 2 doz. to case, " "	2 85

**ROLLED OATS**—Again we quote a decline. The new crop is reported abundant, and it is new crop products that we quote.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 15
" " 40 " " " "	2 20
" " 20 " " " "	2 30
" " 8 " " " "	2 50

**WHITE SWAN**  
100%  
PERFUMED - POWDERED  
**LYE**  
BEST PROFIT MAKER FOR YOU  
BEST VALUE FOR YOUR  
CUSTOMERS

**EMPRESS BRAND JAMS**

**20-oz. Glass Jars—1909 Fruit**

Their attractive appearance sells them. Their delicious taste brings the customers back for more.

TRY THEM. That's all we want.

We are sure of your future orders once you have had the

**EMPRESS BRAND**

WRITE US FOR PRICES

**Empress Manufacturing Co.**

Limited

VANCOUVER, B. C.



THE  
PUREST  
AND  
BEST

**ST. CHARLES EVAPORATED CREAM**

STANDARD THE WORLD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER  
EVERY CAN GUARANTEED

Manufactured by



**St. Charles  
Condensing Co.**  
INGERSOLL, ONTARIO  
CANADA



JOH  
SALMC  
HEF  
LOO BUI

W. A.

Coffee  
"Featl

Cor. Lan  
V

F. C  
139 Water  
Wholes  
Ma  
Corresponde

THE  
British Colum  
Cor. Pe



T  
Can



# Manufacturers' Agents

## And Brokers Directory

### BRITISH COLUMBIA

#### JOHN J. BOSTOCK

Wholesale Broker  
SALMON Canned and Salted  
HERRINGS HALIBUT  
LOO BUILDING. VANCOUVER, B.C.

#### ALEXANDER MARSHALL

Wholesale Merchandise Broker  
VANCOUVER

Representing—Lever Bros., Ltd.; Postum Cereal Co., Ltd.; Charlottetown Condensed Milk Co.

#### McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

144 WATER ST., VANCOUVER, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

#### W. A. JAMESON COFFEE CO.

MANUFACTURERS

Coffees, Teas, Spices, Etc.

"Feather-light" Baking Powder

Cor. Langley and Broughton Sts.  
VICTORIA, B.C.

We have Competent Salesmen  
Best facilities for Distributing and Storing

W. HARRY WILSON & CO.

330-332 Cordova St. W. VANCOUVER, B.C.

Wholesale Manufacturers' Agents

Correspondence Solicited.

F. R. McINTOSH & CO.

Vancouver, B.C.

R. ROBERTSON

J. Y. GRIFFIN

#### R. Robertson & Co.

25 Alexander St.  
VANCOUVER, B.C.

Wholesale Brokers  
GROCERIES, PRODUCE, FRUITS, GRAINS  
Importers and Exporters

Reference—Bank of Montreal.  
Write us for information about B.C. trade.  
Cable Address—"Robin," Vancouver.  
Codes—A B.C. 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

W. C. FINDLAY

W. CARTER

#### E. A. MARSHALL & CO.

Manufacturers' Agents

SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.

We have an established connection and can handle a few more good agencies to advantage.  
Highest References.

#### F. G. EVANS & CO.

139 Water St. VANCOUVER, B.C.

Wholesale Grocery Brokers and  
Manufacturers' Agents

Correspondence Solicited.

#### THE CANADIAN GROCER

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

#### EDMONDS & BAKER

MANUFACTURERS' AGENTS  
AND GROCERY BROKERS

100 Loo Bldg., VANCOUVER, B.C.

Open for a few more good agencies. We get results.

CORRESPONDENCE SOLICITED.

TRY A

## Condensed Ad.

IN

## The Grocer



## BALAKLAVA SARDINES

Enjoy enormous sale in all stores that stock them.

Are YOU getting your share of the trade?

PRICES FROM:

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

Canadian Agents: C. A. Chouillou & Co., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese-Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

THE CANADIAN GROCER

**NUTS**—These firm prices still prevail. The peanut market is weakening.

Shelled Walnuts, in boxes, per lb.	0 24
"    "    small lots, per lb.	0 25
"    Almonds, in boxes, per lb.	0 32
"    "    small lots, per lb.	0 34
Peanuts, Virginia, per lb.	0 10 0 13

**BARLEY**—There is no change in the barley market. Sales are not heavy.

Pot barley, per sack	2 69
Pearl barley, per sack	1 65
"    per ½ sack	1 90

**BEANS**—The bean market has been weakening for some time. We quote a drop of 15 cents this week.

3 lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

**CORNMEAL**—Cornmeal has also a weaker market, the decline is 5c per sack this week.

Cornmeal, per sack	2 10
"    per ½ sack	1 05
"    per bale (10, 10s)	2 35

**RICE AND TAPIOCA**—Rice is weaker on the local market. In some quarters wholesalers are shipping for \$3.85 per 100 lbs. Tapioca is unchanged.

Japan rice, per 100 lbs.	3 85
Pearl tapioca, per lb.	0 04 0 04

**EVAPORATED APPLES**—The present prediction in this commodity is for a stronger market. We are informed that many orchards in the east have already suffered from frost, furthermore the New York buyers have been in the east for some time purchasing for the United States market and export trade. The price to-day is 8½ cents per pound.

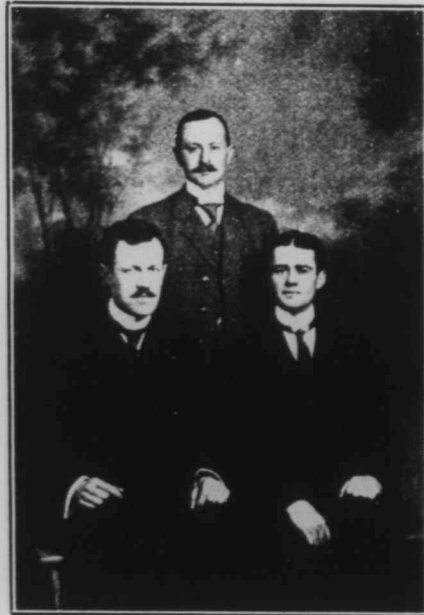
**FRESH FRUIT AND VEGETABLES**—The quantity of local grown vegetables is very large this season and prices are reduced to the minimum. The fruit trade is heavy and mostly Ontario stock is on hand.

New potatoes, per bushel	0 40
Native cauliflower, per dozen	1 00
Native cabbage, per lb.	0 01
Native green beans, per lb.	0 04
Native celery, per doz.	0 40
Native beets, per bushel	0 40
Native lettuce, per doz.	0 20
Native onions, per doz.	0 20
Native radishes, per doz.	0 20
Native cucumbers, per doz.	0 20
Ontario tomatoes, per basket	0 40
Green corn, per dozen	0 12½
Oranges	3 75 4 00
Lemons	5 50 6 00
Pears, per basket	0 75
Plums, Ontario, per basket	0 75
Peaches, per basket	0 75
Apples, Ontario, per bbl.	4 50
"    American, per bbl.	5 50 6 00
Pears, per box	2 75

**CANNED GOODS**—For the next few weeks at least the canned goods trade will be the chief lines that will be moving, merchants everywhere in the west stock heavily in the fall in these unperishable lines. Little of the 1909 crop of canned fruits has arrived yet but some cars are on the way at present. We quote prices on old canned fruits and the new goods will be slightly lower. The following vegetable prices are attached to 1909 crop goods.

Peas, standard, per case 2 doz.	1 75 1 80
"    early June, per case 2 doz.	1 85
Beans, per case 2 doz.	1 98
Corn, per case 2 doz.	1 75
Tomatoes, per case 2 doz.	2 00 2 10
Strawberries, per case 2 doz.	3 00 3 25
Raspberries, per case 2 doz.	3 65
Peaches, per case 2 doz.	4 08
Pears, per case 2 doz.	2 70
Plums, per case 2 doz.	2 60
Salmon (Horseshoe Brand), per case 4 doz.	6 50

**BUTTER AND EGGS**—The creamery product is jobbing at 25 cents, while the No. 1 dairy is firmer at 23 cents. Eggs are up about four cents this week. To-day they are jobbing at 26 cents per dozen. Stocks are coming in now from the east as Manitoba is unable to meet the demands.



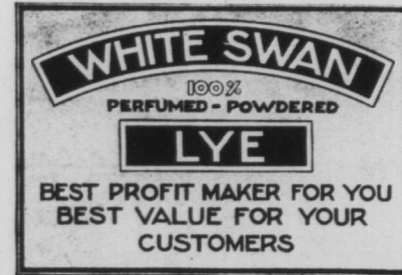
FRED DALLEY, (Standing).  
F. O. CREED and J. W. GORHAM.

Mr. Dalley, who is vice-president of the F. F. Dalley Co., Ltd., has recently returned from an extensive business and pleasure trip to Europe, where he visited Mr. Creed and Mr. Gorham, the company's representatives in France, Spain and Australia and in England, Ireland and Scotland respectively.



We manufacture the best, clearest, and purest salt for all uses.  
**WESTERN SALT CO., - Mooretown, Ont.**

The death of W. L. Knowles, an old employee of R. G. Dun & Co., Mercantile agents, occurred suddenly last Wednesday afternoon on the golf links, Port Credit, Ont.



## Premiums Won't Wash Clothes

and a poor soap, plus a premium, "won't wash" with women who are used to Fels-Naptha soap. Don't work in the wrong direction by booming a poor soap for any reason as long as there's Fels-Naptha for you to sell.





# The Population of the Three Prairie Provinces is Over a Million

In five years the increase, according to the official census, was ninety-two per cent. No country in the world is filling up as rapidly. Are you helping to supply the wants of these people?

The chance is yours—why do you hesitate?

We will open the way for your goods. That's our business, and we have had years of experience. This is a country great for man and vegetation. It is also great for business.

At Winnipeg, Edmonton and Calgary we have large warehouses, with tracks. No better storehouses for merchandise in the West.

LET US HEAR FROM YOU.

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY                      WINNIPEG                      EDMONTON

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

### Thurston & Braidich

128 William Street      NEW YORK CITY

Direct Importers of

VANILLA BEANS  
TONKA BEANS  
GUM TRAGACANTH  
GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

### R. B. Wiseman & Co.

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

**Warehousemen, Forwarding Agents and Wholesale Brokers**

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

Reference—Bank of Ottawa, Winnipeg



### Talking to the Point

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

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

TRY A CONDENSED AD IN THE CANADIAN GROCER.

WE PREDICT AN ADVANCE  
IN PRICE OF

# EASIFIRST SHORTENING



Present price 10½c. tierce basis. Figure what you will save compared with Pure Lard at present prices.

Get your order in this week.

Many users of EASIFIRST have discontinued handling Pure Lard entirely and have better satisfaction.

IT'S WORTH YOUR WHILE TO TRY IT.

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

# LARD

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

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

## F. W. Fearman Co.

LIMITED

HAMILTON, ONT.



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

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

# Breakfast Bacon Skinned Backs Hams and Rolls Pure Lard

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

## The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERCUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO



# Produce and Provision Situation of the World

**Now Difficult to Obtain Hogs to Supply Home Demand—Much Less Butter Exported Than Last Year—Cheese Prices High—Price of Eggs Never Known to be as High at This Time of the Year.**

In order to arrive at a reasonable conclusion as to the condition of the produce market, it is no longer necessary to take into consideration the state of the English market, which on account of liberal receipts from Denmark, is a little lower. This week, as the representative of The Canadian Grocer called the attention of one of the packers to this fact, he replied: "I don't care a darn about the English market—we cannot get enough hogs to supply our own local demand. We have lots of orders which we cannot fill, even at an advance of our present prices. Our stocks are depleted, and the supply quite inadequate to meet the requirements."

It was also reported by some that hogs are a little easier this week. This was told to others. "Report or no report, we have got to pay what the farmers want. They hold the situation, and if we lower the price, they simply won't sell. They know that we must have the hogs," he answered.

There is a better feeling in the butter market, but still, from the disinterested standpoint of one who looks at the general situation, the question comes up in his mind, where is the Canadian butter this year? Last year up to the same time our exports exceeded this year's shipments by 42,246 packages. It may be argued that not so much is produced this year, and also that home consumption is greater, but after all there must be large quantities of our butter waiting to be put on the market.

The cheese market is like "one holding on, and the other one not letting go." The prices are too stiff to cause business to move smoothly.

The egg market is firm, and the price has reached the highest point ever paid in Toronto at this time of the year, and is 5 cents a dozen higher than last year. Judging from the quality of the eggs which come in, it is evident that the farmers are holding them back for the higher prices later in the season. The egg question is a matter that requires to be looked into in the near future. Strict laws are enacted against adulteration of goods, but why should a farmer be allowed to hold his eggs until they are at least unwholesome, if not entirely unfit for human food? While the eggs coming in now do not show as large a percentage of bad eggs, the percentage of stale eggs is greater. This shows that they are intentionally allowing them to deteriorate in value, with a view to obtaining the higher price that is paid for fresh eggs.

## MONTREAL.

**PROVISIONS**—Pure lards are all up 1¢ over last week. Porks and hams are also higher. A strong demand is the cause. Somewhat curious is the fact that live hogs have weakened somewhat, being quoted at \$8.75 to \$9. This condition will probably be only temporary.

<b>Pure Lard</b>	
Boxes, 50 lbs. net, per lb.	0 15
Cases, tins, each 10 lbs., per lb.	0 16
" " " 5 " " " " " " " "	0 16
" " " 3 " " " " " " " "	0 16
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 15
Tubs, 50 lbs. net, per lb.	0 15
Tierces, 37 1/2 lbs., per lb.	0 15
<b>Compound Lard</b>	
Boxes, 50 lbs. net, per lb.	0 09
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10
" " " 5 " " " " " " " "	0 10
" " " 3 " " " " " " " "	0 10
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 09
Tubs, 50 lbs. net, per lb.	0 10
Tierces, 37 1/2 lbs., per lb.	0 09
<b>Pork</b>	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 50
Heavy flank pork, bbl.	26 00
Plate beef, 100 lb. bbls.	7 00
" " 200 " "	13 50
" " 300 " "	20 00
<b>Dry Salt Meats</b>	
Green bacon, flanks, lb.	0 14
Long clear bacon, heavy, lb.	0 15
Long clear bacon, light, lb.	0 15
<b>Hams</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 14
Large sizes, 18 to 25 lbs., per lb.	0 15
Medium sizes, 13 to 18 lbs., per lb.	0 15
Extra small sizes, 10 to 13 lbs., per lb.	0 15
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 15
" " " small, 9 to 12 lbs., per lb.	0 15
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 17
Spiced roll bacon, boneless, short, per lb.	0 16
Hogs, live, per cwt.	8 75
" " dressed, per cwt.	13 00

**BUTTER**—This market is high and firm, due to the short make just now. Also high markets in the United States have had a sympathetic effect. The total receipts for the week are 10,885 packages, as against 10,481 packages for the corresponding week last year. For the season they are 292,720 packages, as against 318,692 packages, showing a decrease of 25,972 packages.

Creamery, solids, lb.	0 25
Creamery prints	0 25
Dairy, tubs, lb.	0 19

**CHEESE**—Receipts are good. Demand is only fair. Price is somewhat bearish, owing partly to the desire on the part of dealers to keep the New Zealand price down. New Zealand production this year shows a 30 per cent. increase. Receipts this week are 77,437 boxes, as against 82,349 boxes same week last year, showing a decrease of 4,912 boxes. For the season they are 1,445,422 boxes, as against 1,402,804 boxes same season last year.

Quebec, large	0 11
Western, large	0 12
" " twins	0 12
" " small, 20 lbs.	0 13
Old cheese, large	0 15

**EGGS**—Receipts continue fairly free for this season of the year. They amount to 5,183 cases, as against 5,072 cases same week last year. The total for the season is 161,697 cases, as against 161,159 cases same season last year. The demand continues good.

Selects, dozen	0 27
No. 1, dozen	0 23
No. 2, dozen	0 18

**HONEY**—Crop of clover is up to the average. Offerings of buckwheat are large and prices are a shade lower than last year.

White clover comb honey (nominal prices)	0 14
Buckwheat, extracted	0 08
Clover, strained, bulk, 30 lb. tins	0 10

## TORONTO.

**PROVISIONS**—While some of the packers claim that the price of hogs is easier, others are prepared to pay the outside limit. The stocks are low and the demand is in excess of the supply and a slight advance is asked on several lines of meat.

Long clear bacon, per lb.	0 15
Smoked breakfast bacon, per lb.	0 17
Roll bacon, per lb.	0 14
Light hams, per lb.	0 15
Medium hams, per lb.	0 15
Large hams, per lb.	0 14
Shoulder hams, per lb.	0 12
Backs, plain, per lb.	0 18
" " pea meal	0 19
Heavy mess pork, per bbl.	25 00
Short cut, per bbl.	27 00
Lard, tierces, per lb.	0 14
" tubs	0 15
" pails	0 15
" compounds, per lb.	0 10
Live hogs, f.o.b.	8 50
Dressed hogs	12 00

**BUTTER**—There is a firmer feeling in the butter market, especially for fresh made choice goods. This is principally for local trade, where nothing but fresh-made butter will do, and for which from 1¢ to 1¢ a lb. more is asked this week.

<b>Fresh creamery print</b>	
Per lb.	0 24
Fresh creamery solids	0 22
Farmers separator butter	0 21
Dairy prints, choice	0 18
Tub butter	0 17
Baking butter	0 15

**CHEESE**—With the high prices for all kinds of meats, grocers who study the interests of their customers, as well as their own, should educate them to use more cheese. Cheese, even at its present price, is far below its value, compared with meat or eggs, and its sale should be pushed.

Cheese, new, large	0 12
" " twins	0 13

**EGGS**—Eggs are now sold by the case as high as 26¢ a dozen. This is the highest point ever reached in Canada at this time of the year, and is 5¢ a dozen higher than this time last year.

Fresh eggs	0 25
------------	------

**POULTRY**—Country merchants who buy poultry from farmers should do some educational work among them, and get them to feed their stock better before they put them on the market. The young birds come in entirely too skinny and lean. It costs far more to produce the frame than to put meat on it, and it is the meat this is wanted and not bones.

Early spring chicken, alive, per lb.	0 13
Spring chicken, dressed	0 14
Hens, per lb. dressed	0 14
Turkeys, per lb., large	0 16
Spring ducks, alive	0 13
" " dressed	0 15
Old ducks	0 08

**HONEY**—There is considerable honey on the market and the demand is fair. The quality is good and prices are well maintained. As honey is a wholesome and a cheap food, considering its nourishing value, grocers should call the attention of their customers to this fact.

Honey, 5-lb. pails	0 60
" " 10-lb. pails	1 15
" " 60-lb. cans, per lb.	0 10

## Why a Choice Dairy Butter Cannot be Secured

Winnipeg Grocer Points Out How a Dairy Product Can be Produced Equal to the Creamery—Middleman Makes the Profit in Manufacturing the Latter at the Expense of the Farmer and Merchant—Great Demand for Manitoba Fresh Eggs.

Winnipeg, Sept 22.—Referring to the butter and egg situation in this city, A. Hendry, grocer, explains why in his estimation, choice dairy butter cannot be provided for the retail trade. He also points out the great demand for eggs, and particularly for the Manitoba fresh quality. Mr. Hendry reviews the existing conditions as follows:—

"Hundreds of times each month we try to give satisfactory explanations to customers why it is that we cannot nowadays furnish them with really choice dairy butter, which so many of our very best people have a decided preference for. We give them such reasons as most readily suggest themselves to us, such as, the almost impossible task of getting suitable dairy help, or again,



A. HENDRY.

that it may be as profitable for the farmer to sell his cream direct to the creamery or to one of their many agents who thread their way through almost every section of our western country.

"Still, that is but partially satisfactory when we reflect but for one moment. In the first place, we know for a certainty that creameries are paying concerns in Winnipeg, and secondly that strictly gilt-edged dairy butter has a market value equal to the finest creamery butter made. The question then rises—Where does the creamery make its profit? and we naturally conclude, out of the farmers' cream, there being the middleman between the farmer and the merchant, who handles both on equal terms of price and profit. One thing, however, we must emphasize here, and emphasize strongly, and that is the word "quality." To compete suc-

cessfully against the creameries the farmer must produce the perfect article as near as it is possible by the help of the most modern methods, and a strict observance to scrupulous cleanliness in everything that pertains to the manufacture of butter. By so doing he will find dairying is still a very profitable part of his business.

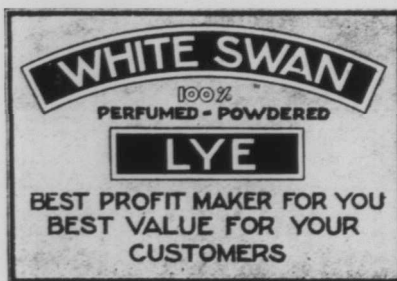
"As regards eggs, too, there is an unlimited and ever increasing demand for Manitoba fresh eggs. This article alone would fairly astonish the ordinary farmer were it possible to give him anything like the accurate figures regarding the immense quantity of eggs consumed over the Manitoba production, and the good prices paid for same during the entire year. From October, 1908, till March, 1909, five Winnipeg houses imported from the south and east some thirty or forty car loads of eggs, containing not less than thirteen thousand cases, at prices ranging anywhere from 27c to 30c per doz. for local consumption alone, and as for absolutely new-laid eggs gathered and marketed inside of one week, the citizens of Winnipeg would gladly pay almost any price, were they to be had.

### PERSONALS.

J. H. Simpson of the Simpson Co., wholesale grocers, Guelph, Ont., was in Toronto on Tuesday on a business trip.

T. J. Connors, general manager of Armour & Co., Chicago, spent a few days in Toronto early this week, on his way home from Europe. To The Grocer he spoke encouragingly of the industrial outlook abroad. He was much taken with the high quality of the bacon cured in Canada.

Templin and McDonald, Kincairdine, Ont., have purchased the business of the John Hiles Co. in the grocery line and are using modern methods in advancing their trade. They expect to have a large increase in sales from this department. Mr. Hiles disposed of the business he conducted on account of ill-health.



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

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

### Custard Powder

The BIC Two-Power 5c. pkg.

Manufactured only by

EDWARD J. NATION & CO.

BRISTOL, ENGLAND

WE STOCK IT

W. H. ESCOTT

Wholesale Broker

WINNIPEG MANITOBA

Let us quote you on your

### APPLE BARREL

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

H. CARGILL & SON

CARGILL, ONTARIO

### SALT

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

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

G. J. CLIFF, Manager.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.





# Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

## Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

## Your Customers Want Clark's Meats

If half-a-dozen customers want Clark's Meats and the grocer can't supply them, he is losing trade and possibly customers.

With their reputation to introduce them and their high quality to sustain this reputation, Clark's Meats are amongst the most profitable goods the grocer can handle.

There is a full line, each the best of its kind.

They are well advertised throughout Canada, and the demand is already created.

Clark's Pork and Beans

Clark's Mince Meat

Clark's Tongue, Ham or Veal

Clark's Ox Tongue

Clark's Sliced Smoked Beef

Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

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

WRITE FOR SPECIAL LIST.

**WM. CLARK, - MONTREAL**

Manufacturer of High-Grade Food Specialties

# BOVRIL

can be obtained from all wholesale firms in the Dominion or from our depôts:

A. B. Mitchell, Mitchell's Wharf, Halifax

W. S. Clawson, 11 & 12 South Wharf,

St. John, N. B.

R. S. McIndoe, 54 Wellington St. East, Toronto

W. L. Mackenzie & Co., 306 Ross Avenue

Winnipeg

A. G. Urquhart & Co., 524 Hornby St.

Vancouver

We shall be pleased to supply freight prepaid an assortment of coloured hangers, booklets, etc. on receipt of a post card.

**BOVRIL LTD.**

27 St. Peter St.,

MONTREAL

**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.

52 Highest Awards In Europe and America

**WALTER BAKER & CO.'S**



**CHOCOLATE & COCOA**

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

**CHICORY QUALITIES VARY.**

Authority on Coffee Blending Says it is Necessary to Get the Right Quality.

The fact that chicory is placed in coffee for those who desire it, does not, according to one blender, always mean that it improves the coffee to the best advantage so far as those who request it is concerned. He says—

“We presume that you are anxious to hold your old coffee trade as well as increase it. This appears to you as rather a difficult proposition, for although you are careful in the selection and blending of your coffee it sometimes fails to give full satisfaction. You try one combination after another, but without success, and the task seems almost hopeless. In many cases a customer when purchasing a pound of coffee requests you to grind it and put a little chicory to it.

“Have you ever tasted this chicory you add to your coffee as carefully as you would your teas and coffees? Possibly you have not, and this may be just the reason why your coffee does not give satisfaction. Unknowingly, you have thought that “Chicory is Chicory,” and this may be the cause of your trouble. There is a great difference in the quality of chicory. If you will test and pay as much attention to the cup qualities of your chicory as you do to your coffees you will not only satisfy your old customers, but gain new ones.

“If your trade demands chicory, be particular that the chicory you sell them is an improvement to your coffee, for genuine chicory will furnish body and flavor, which it is impossible to obtain with straight coffee.”

**FOR BUSY MEN.**

One of the shortest and simplest methods known for calculating interest is to multiply the principal by the number of days and divide as follows:—

- For 4 per cent., divide by 90.
  - For 5 per cent., divide by 72.
  - For 6 per cent., divide by 60.
  - For 7 per cent., divide by 52.
  - For 8 per cent., divide by 45.
- Then point off four decimal places.

For instance, to find interest on \$360 for 92 days at 8 per cent, multiply \$360 by 92, and divide by 45, and point off four decimal places. The result is \$7.36.

**TRADE NOTES.**

A writ has been issued at the instance of Medlands, Ltd., against R. C. Godwin, Toronto, claiming \$848.30, on a promissory note.

Macaulay Bros., Vancouver, B. C., have sold to Vars & Morrison. Mr. Vars was for some years manager of the Yorkton, Sask., branch of the Hudson Bay Co.

**Do You Realize**

what it means to handle biscuits in perfect condition? Why, it is the very crux of a successful biscuit trade!

**Carr's Biscuits**



are sent out in air-tight tins, are well packed and invariably reach the retailer in first-class condition, crisp and fresh. Prompt delivery is guaranteed.

Send your order to our nearest agent

**CARR & CO. CARLISLE ENGLAND**

AGENTS:—Wm. H. Dunn, Montreal and Toronto, Eastern Provinces: Hamblin & Brereton, Winnipeg, Port Arthur to Alberta: L. T. Mewburn & Co., Ltd., Winnipeg, Province of Alberta: The Standard Brokerage Co., Ltd., Vancouver, B.C., British Columbia: T. A. MacNab & Co., St. John's, Newfoundland.

Canadian made Licorice  
**Y&S BRAND**  
All Druggists.



**SOFT MINTS—50. boxes.**

**ACME PELLETS—5-lb. tins.**

**M. & R. WAFERS—50. bags.**

and a complete line of **LOZENGES, ETC.**

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

**AGENTS**

- ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
- PROVINCE OF QUEBEC and MARITIME PROVINCES  
W. H. Dunn, 394 St. Paul St., Montreal
- MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
- BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
- PROVINCE OF ALBERTA, Tees & Perse, Calgary and Edmonton



## WHY IMPORT BISCUITS?

It isn't a question of the Quality of imported Fancy Biscuits at all. We know that British manufacturers have reduced baking to an exact science—a fine art. But we also know that our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, etc., are the best made in Canada. We also know that *all*

## CHRISTIE'S BISCUITS

will compare favorably with any imported line—*however high the Quality*. Christie's fancy biscuits are superior to any baked on this continent, and they are equal in Quality, Purity and Nutriment to any fancy biscuits baked anywhere. Besides—*it's a matter of dollars and cents to YOU*. You can get Christie's biscuits when you want them. Think it over before placing your Christmas orders.

N. B.—Our "Madeira Mixed" and "Cherry Rings" are the Acme of Biscuit perfection.

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

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



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

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

## "LUCERNA"

IMPORTED  
**Swiss Milk Chocolates**

will surely please your customers.  
To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.  
**LUCERNA ANGLO SWISS MILK**  
**CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

## A PROFIT WINNER

Our line of biscuits in animal form cannot help but appeal to you, because these goods are the best obtainable. You will find no such a line, such a profit winner, as our assortment.

GET PRICES TO-DAY.

**THE CANADIAN BISCUIT COMPANY, LIMITED**  
LA PERADE, QUE.

Haven't you dozens of customers now making their own cake icing, whom you could easily induce to try

# Cowan's Cake Icings



Once they find out how easy these icings are to use, and how thoroughly satisfactory, you will get plenty of repeat orders from them.

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

# M<sup>c</sup>VITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING  
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

- |                   |   |
|-------------------|---|
| <b>Digestive</b>  | The Premier Biscuit of the World.                   |
| <b>Rich Tea</b>   | An Ideal Tea Biscuit.                               |
| <b>Abernethy</b>  | The Scottish Favorite.                              |
| <b>Breakfast</b>  | Finely Flavored, Exceptionally Light.               |
| <b>Rich Mixed</b> | An assortment of Fine, Old-fashioned Biscuits.      |
| <b>Osborne</b>    | A Homely, Substantial Biscuit of the Highest Class. |

AGENTS for Manitoba, Saskatchewan and Alberta:  
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal



Letters Patent

# NELSON'S POWDERED GELATINE

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

## NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

The above can be had from any of the following agents:  
The Smith Brokerage Co., Ltd., St. John, N.B.  
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.  
J. L. Watt & Scott, 27 Wellington St. East, Toronto.  
W. E. Ashley, Winnipeg.  
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

# Mott's "Diamond" and "Elite" brands of

# Chocolate

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

EVERY JOBBER SELLS THEM

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

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

Flour,

Owing the prospect wheat in over the to an un back to i flour are Some mi flour at keep the The marl Millers d market w unusually of the st hand mu enormous of wheat estimates thing like The w west has and thre Wheat is and the parts of and is su

FLOUR

mand. N Winter wheat Straight roller Extra, 100 lbs. Royal Household Genora, 100 lbs. Manitoba sprig Five Roses, 100 lbs. Harvest Queen

FEED- mand is g

Ontario bran, Manitoba shou bran Mouillie, mill stral Feed flour, 98

ROLLE same with baggs, w is good f

Fine oatmeal, standard out, granulated Gold dust corn, rolled corn, White corn, rolled oats, b

FLOUR exchange is worth are slow for flour export.

1st Patent... 2nd Patent... Strong bakers



## Flour, Cereals and Confectionery Department

**Extraordinary Demand for Flour — Recent High Prices Had Kept Dealers From Purchasing—Authorities Differ as to the Outcome—Easier Market in Rolled Wheat.**

Owing to the high price of flour, with the prospects of an extra good crop of wheat in sight, the stocks of flour all over the world were allowed to run down to an unusual low ebb. In bringing it back to its normal condition, orders for flour are altogether above the ordinary. Some millers could accept orders for flour at the present prices that would keep them running for several months. The market is in an unsettled condition. Millers differ widely as to the course the market will take. While the crop is an unusually heavy yield, the low condition of the stocks of old wheat and flour on hand must be considered. But with the enormous magnitude of the production of wheat and the wide differences in the estimates it is difficult to arrive at anything like a reliable conclusion.

The weather condition in the Northwest has been favorable, and harvesting and threshing are progressing rapidly. Wheat is being rushed to the elevators and the quality is splendid. In certain parts of England wheat is still in stocks and is suffering from wet weather.

### MONTREAL

**FLOUR.**—Market steady with good demand. No changes in prices.

Winter wheat patents, bbl.	5 75
Straight rollers, bb.	5 50
Extra, bbl.	5 00
Royal Household, bbl.	5 90
Memora, bbl.	5 40
Manitoba spring wheat patents, bbl.	5 90
"    strong bakers, bbl.	5 40
Five Roses, bbl.	5 90
Harvest Queen, bbl.	5 40

**FEED.**—Prices are unchanged. The demand is good.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
"    bran, per ton	22 00
Mealie, milled, per ton	28 00
"    straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

**ROLLED OATS.**—Prices are about the same with the exception of rolled oats in bags, which are again \$2.50. Demand is good for all lines.

Fine oatmeal, bags	2 75
Standard oatmeal, bags	2 75
Granulated	2 75
Doublet cornmeal, 98-lb. bags	2 10
Boiled cornmeal, 100 bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 50
"    barrels	5 20

### TORONTO.

**FLOUR.**—The local market in flour is unchanged, but the feeling is firm. Wheat is worth \$1.00 at the mills, but farmers are slow in bringing it out. The demand for flour is active, both local and for export.

Manitoba Wheat.	
1st Patent	5 50 5 60
2nd Patent	5 30 5 40
Strong bakers	5 20 5 25

Winter Wheat.	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

**CEREALS.**—Rolled wheat is 10c lower this week per 100 lbs., but the other lines are the same as last week.

Rolled wheat, car load	2 90
"    oats	2 50
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs.	3 00 3 25
"    oats in bags, per bag 90 lbs.	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

### HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

"Wherein true happiness lies"—a contented mind and a good digestion. There is no more truism than this, but how few of us fully realise it. A contented mind should follow a good digestion; this plainly shows that digestion should be pleased first, no mind can be contented when the body is at variance with it. Now the necessary essential to a contented mind is to relish and enjoy one's food, and what is there to give a more relish than a piquant and delectable sauce? Take for example the world-famous Worcestershire Sauce, manufactured by the house of Holbrook, in England. Here we have a sauce of the highest quality, which both pleases the palate and helps to digest those foods that the soul loveth. As an appetiser and a relish of both flesh, fish and fowl, it is incomparable, and this in itself is the reason of its success. Holbrook's Sauce, like good wine, needs no bush. It is only necessary to once try it, and no culinary artiste who values the success of a good dish would be without it. Holbrook's is the alpha and the omega in condiments.

### RETAIL MERCHANTS' CONVENTION.

The fifth annual convention of the Dominion Board of the Retail Merchants' Association, of Canada, will be held in their board room, 270 St. Catherine Street East, Montreal, on Wednesday and Thursday, September 29th and 30th.

Some important resolutions that have been sent on from the Provincial Boards will be considered, and arrangements will be made as to what new legislation will be introduced at the next session of the Dominion Parliament.

Seabrooke Bros., grocers, Vancouver, B.C., have sold to the People's Grocery & Bakery Co., Ltd.

A trustee and inspectors have been appointed for the Christiansen-Brandt Co., general merchants, Prince Rupert, B. C.

## The Wise Retailer

realizing that in these days of competition a careful selection is absolutely essential,

## Handles "Perfection" Soda Crackers

which are constantly in demand.

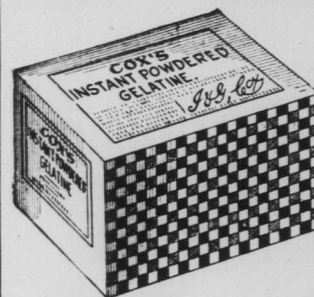
### Mooney's "Perfection"

are the kind that reach the retailer in the same crisp condition as they leave our oven.



THE MOONEY BISCUIT AND CANDY CO.  
STRATFORD, ONTARIO

## Cox's Gelatine

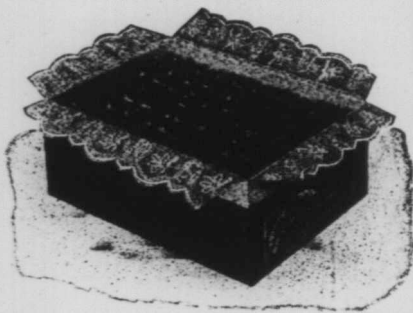


COX'S GELATINE is a STEADY SELLER; therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS.

Canadian Agents  
C. E. Colau & Son, Montreal  
P. Masson & Co., "  
A. P. Tippet & Co., "

J. & G. Cox, Ltd.  
Gorgie Mills,  
EDINBURGH



**“BORDO”**  
(REG.)  
**CHOCOLATES**

Facts About  
Them That Talk:

Cost to YOU, per lb.—25c  
You Can Get, per lb.—50c

Profit YOU Make  
25c per lb.

Equal to 100% on your  
investment

WHO said it would  
not pay you to stock  
“Bordo” (Reg.)  
Chocolates?

Popular favor en-  
sures quick sales.

The Makers:

**The Montreal Biscuit  
Company, “The  
Originators”**

MONTREAL

The Largest and Oldest Barley  
Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

**Pot and Pearl Barley  
Split Peas and Feed**

**John MacKay, Limited**  
BOWMANVILLE, - ONTARIO

**BOY WANTED**

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying busi-  
ness of your own.  
Profits right from the start, and Prizes.  
No money required to begin.  
We will mail to you FREE 5 copies of our  
publication.  
These can be sold and will provide the  
capital for the next week's supply.  
The work is easy.  
You be sure to write at once and we will send  
you 5 copies for next week and everything  
necessary.

**The MacLean Pub. Company**  
10 Front Street East, TORONTO, CANADA

CIE FRANCAISE des PATES ALIMENTAIRES  
**Macaroni, Vermicelli, etc.**  
Strictly French Manufacture Guaranteed  
Manufactured at  
92 Beaudry Street MONTREAL

The Condensed Ads. in The  
Canadian Grocer bring results



**This Checker  
is Crowned**

In playing the game of Baking,  
your first move is good  
flour. **Anchor Brand  
Flour** has already been  
crowned, holds first posi-  
tion and works  
all ways. It  
will clear the  
board for you.



Manfd. by  
Leitch Brothers Flour Mills  
Oak Lake, Manitoba.



## *We could sell Five Roses much cheaper—but under another name.*

There are *very* many processes in FIVE ROSES milling.

Each with individual complications.

Having Immense Influence on the Finished Article—

To *make or mar* its Quality.

\* \* \*

Said a Grocer:

"Yes, I believe FIVE ROSES flour  
"to be the best ever. But it's too dear  
"for my trade. You see, my custom-  
"ers want a good flour costing—why,  
"maybe a dollar less than ROSES.  
"Fix the price, and I'll fix the sales."

Well, we *could* Fix the Price—sell  
FIVE ROSES cheaper, ever so much  
cheaper.

By *cheapening* FIVE ROSES.

\* \* \*

If we "saved" in wheat buying and  
grading, in separating and cleaning,  
in polishing and grinding.

If we then added more "savings"  
taken from good men's wages, taken  
from quality in packing and packages.  
We could sell FIVE ROSES, maybe  
*one dollar a barrel less.*

And it would sell like hot cakes at the  
"reduction."

Because of Past Performance when it  
*cost* More—when it was *worth* More.  
When it was *really* FIVE ROSES,  
not "near-good" flour.

\* \* \*

And we'd never get a Repeat.

You'd never get a Repeat.

We'd *both* be living on a Lost Reputa-  
tion.

Slim Living, Brother Grocer.

We'd no longer "be there with the  
goods," neither of us.

\* \* \*

Aren't we both in business for *Keeps*,  
Brother Grocer?

Are YOU going to Boss your Busi-  
ness or is Price Competition Boss?  
That's why the FIVE ROSES stan-  
dard *can't* be lowered.

Because the confidence of our Retail-  
ers and the Consumer in FIVE  
ROSES' stability is worth more to us  
than Introductory Sales, which could  
*not* be backed up with Results.

Immediate Profit holds no Compensa-  
tion for Lost Trade.

\* \* \*

When you think of the high grade  
material, the high grade men, the  
care and expense concentrated on  
FIVE ROSES—

You forget the small difference in  
Initial Cost.

You are *not* tempted by a Cut in Price  
due to a Cut in Quality.

You feel a genuine interest in talking  
FIVE ROSES to your trade—speak  
as though you expected an order.

You *get* it, Brother Grocer—and  
*again and again.*

\* \* \*

You have lost money and confidence  
by not selling FIVE ROSES *sooner.*

But it is *not* too late to catch up.

Is it, Brother Grocer?

LAKE OF THE WOODS MILLING COMPANY, LTD.

MONTREAL ————— WINNIPEG

Makers of Five Roses Flour

## Canadian Trade Changes of Recent Occurrence

Sales That Have Been Made During the Past Week—Losses by Fire and Assignments Made.

### Ontario.

J. H. Ledger, grocer, Toronto, has sold to Wm. McNabb.

Morris Sheehan, grocer, Toronto, has sold to S. J. Miller & Co.

Henry Hsie, grocer, Sarnia, has been succeeded by Jos. Kennedy.

Jas. Simpson, grocer, Metcalfe, Ont., sustained loss by fire recently.

Jane Stanbury, grocer, St. Thomas, Ont., has sold to Devlin & Green.

R. H. Miller, general merchant, Cottam, Ont., has sold to W. H. Stinson.

W. A. Currie, grocer and dry goods merchant, Glencoe, Ont., is offering a compromise.

J. J. Harrison, general merchant, South Woodlee, Ont., has removed to Napier, Ont.

McDonnell & Dingwall, wholesale produce merchants, Toronto, have changed their style to W. F. McDonnell & Co.

Carter-Crume Co., Manufacturers of check books, etc., Toronto, has sold its Canadian business to F. W. Burt Co., Ltd.

The Merchants' Counter Check Book Co., Toronto, and the Morton Co., manufacturers of counter check books have sold to F. W. Burt Co., Ltd.

### Quebec.

E. Raby, grocer, Montreal, has compromised.

Mrs. M. D. Barbeau, grocer, Montreal, has assigned.

Assets of F. X. Paquet, grocer, Quebec, are sold.

L. J. Bertrand & Cie, Hervey Junction, Que., have registered.

Nap. Morin, general merchant, Lambton, Que., has assigned.

S. E. Adam, general merchant, D'Israeli, Que., has assigned.

H. H. Miner, general merchant, Dunham, Que., has compromised.

J. S. Proul, general merchant, Fraserville, Que., has compromised.

Demand of assignment has been made on E. Mounsey, grocer, Montreal.

C. Hebert & Fils, general merchants, Stottsville, Que., have their assets sold.

Assets of J. A. Massicotte, general merchant, St. Prosper, Que., are to be sold.

I. D. Carmichael, grocer, Port Coulonge, Que., has assigned to J. McD. Hains, Montreal.

Jas. Fletcher & Co., general merchants, Rivard, Que., suffered loss by fire recently. He was insured.

D. W. Ross & Co., importers and wholesale grocers, Montreal, have dissolved,

D. W. Ross, J. S. Ereaux, and R. B. Ross registered.

Drouin, Freres & Co., wholesale grocers, vinegars and spices, Quebec, recently sustained loss by fire. They carried insurance.

### Maritime Provinces.

Jno. A. McLeod, grocer, Sydney, N.S., has assigned.

Mrs. E. J. Fullerton, grocer, Amherst, N. S., has registered.

Donald McPhee, grocer and butcher, Halifax, N. S., has assigned to Geo. E. Faulkner.

### Western Canada.

F. A. Eden, Vancouver, B.C., has sold to W. Wilson.

M. Krauss, general merchant, Krauss, Sask., is dead.

Mrs. Lawson, grocer, Souris, Man., is succeeded by J. Caudlin.

Larson & Code, general merchants, Camrose, Alta., have dissolved.

Mutter & Young, general merchants, Hawarden, Sask., have dissolved.

Trott & Corbett, grocers, Vancouver, B. C., have been succeeded by F. J. Trott.

L. Kohlruess, general merchant, Southey, Sask., is succeeded by Adam Markwart.

Woolsey, Le Feaux & Co., Ltd., grocers, Revelstoke, B.C., are succeeded by G. W. Bell.

### New Companies.

The Catty Company, is a new concern with head office in Toronto, organized with an Ontario charter, to do a commission business. The share capital is \$20,000.

Dwyer-Marchen, Ltd., is the name of a new company with an Ontario charter to buy, sell and manufacture evaporated

apples and other fruits and vegetables. The head office of the company is at Ottawa.

The Autographic Register Co., of Canada, with headquarters in Montreal, has been formed to manufacture and deal in loose leaf devices, manifold books, autographic registers, etc. The capital stock is \$20,000.

Bradshaw's, Ltd., Toronto, has been formed to manufacture and deal in wax papers, chewing gum and confectionery specialties, and have purchased the business at present carried on by I. D. Bradshaw, under the style of I. D. Bradshaw.

**ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR  
GREAT WEST  
CUT PLUG  
SMOKING and CHEWING  
TOBACCO  
SALES INCREASING DAILY**

**CLAY PIPES**

None Equal. Insist upon McDougall's.  
There IS a difference.

**D. McDOUGALL & CO.,** Glasgow, Scotland

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**





## Good Service Needed in Handling Fresh Fruits

**Suggestions as to How the Retailer can Best Keep Fruit so that Quality is Retained—Spoiled from Dust in the Street—Merchants Should Purchase What They Know They can Sell.**

The handling of fruits is becoming a heavy item in the management of the grocery trade, and calls for the best possible methods. On account of its perishable nature a grocer requires special knowledge of the fruit, and careful judgment in buying and selling. From the time the first strawberries come in, to the time the last grapes are cut off by the advent of the winter, the grocer is never free from anxiety or even worry. He must be on hand when the fruit arrives to make his selections, and after he has done this the next train may bring in a heavy supply, and prices may drop so that he will have to sell his goods at cost or else hold them and see them decay on his hands.

With the fact in his mind that it must be sold, instead of keeping it inside, free from dust, he places it outside of his store to attract the attention of those who pass by, and in this way tries to get rid of it as quickly as possible.

### Cleaner Goods in Demand.

While this is practised with good results, so far as sales are concerned, it nevertheless is by no means good, clean,

up-to-date, storekeeping. The trend from day to day is more and more for cleaner goods, and if kept inside away from dust and dogs it will be appreciated by the better class of customers.

Although, according to law in many places, fruit is to be placed when outside, in certain positions, it is often left on the sidewalk. This, if seen by certain customers would keep them from ever again buying fruit at that place.

### Fruit Spoiled by Handling.

The fingering of fruit by customers is another serious source of annoyance and loss to the storekeeper. How much fruit is unconsciously spoiled through this careless habit is only known by the merchant. How often the retailer almost bites his lips in anger when he sees a customer poke her thumb in almost every pear or peach on top of the basket which he knows will show a black spot in a short time afterwards, and then walk away and let the merchant sell the fruit which she has spoiled, to some one else.

A large quantity of fruit was handled so far this summer with good judgment,

and less fruit was wasted than ever before. The foolish spirit of trying to buy the largest quantity of fruit was not in evidence this year in most places. Merchants were careful to buy only what they felt sure that they could sell and the result is that they almost all made money on it.

It is a fact proven by daily experience that competition is no longer a matter of price, but a matter of good service.

### JOSEPH PREVOST DEAD.

Montreal wholesale circles lost a long known figure on Saturday last, when Joseph Prevost, of the purchasing department of Laporte, Martin & Co. died, following an operation for appendicitis performed three days previously. A perfect gentleman, a conscientious, hard worker, and a man who knew his business to the smallest detail, his loss will be felt by a host of friends, but more particularly by his firm, who will with difficulty replace one whose unflinching courtesy and ability enabled him to fill with honor to himself and profit to his firm a position which was anything but a sinecure. Mr. Prevost was only thirty-seven years of age. He had been in the grocery business for twenty years, all of which time he was in the employ of the one firm.

Character is formed by conquering difficulties.

## Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

# "Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

Imported Leaf Exclusively

**The Geo. E. Tuckett & Son Co., Limited**

**HAMILTON, CANADA**

## Fancy Crawford Peaches

are now arriving freely.

Now is the time to secure your supplies.

## Grapes and Pears

also coming in large quantities

McWILLIAM

**Mc. AND E.**  
EVERIST

25-27 CHURCH ST. - TORONTO

**Cranberries,  
Sweet Potatoes,  
Late Valencia Oranges,  
Verdill Lemons**  
*Your Orders Solicited*

# THE LEMON CREED

There is more real—actual—value in a box of "ST. NICHOLAS" Lemons at any time of the year—in any year—than any other brand of lemons on the market to-day, yesterday, or any old day—and that has been so for 28 years. There may be times when things occur over which we, "The Common People," have no control: the carriers may not use the fruit right and we may be unable to get revenge—Providence may interfere (not just because we are in the lemon biz, but just because)—which things may make us lose money, but give "ST. NICHOLAS" a fair show—in fact, you may even handicap it some—and you will make more "REAL" money (the kind you can take a trip to California on) in a year than any other pack of lemons in existence to-day, or likely to be.

**J. J. McCABE**

AGENT

32 Church Street, TORONTO

## Canadian Fruit, Vegetable and Fish Markets

Price of Cranberries Increases—About Fifteen Carloads Fruit Handled Each Day on Toronto Market — Quality Never Surpassed—Oranges Selling Well—New Vegetables on the Market —Fish in Good Demand.

### MONTREAL.

GREEN FRUITS.—Apples are beginning to come in more freely. A few St. Lawrence are quoted. Blueberries are gone. Cranberries are still scarce, and are quoted at \$7.50 per crate, an increase of \$2.50 over last week. Several shipments expected this week may lower this price. California grapes are scarce and prices higher. Canadian Bartlett pears in barrels are quoted. The market is comparatively steady and supplies are good in most lines.

Apples, crabs, basket	0 35
Duchess, No. 1	3 25
"  "  No. 2	2 75
Alexanders, No. 1	3 50
"  "  No. 2	3 00
St. Lawrence, No. 1	3 50
"  "  No. 2	3 00
Bananas crated, bunch	1 75 2 25
Cranberries, per crate	7 50
Cocoanuts, bag	3 00 3 25
Grapes, California, Malagas, crate	1 75
"  Tokays, crate	2 75 3 00
"  Delaware, crate	1 25
Lemons, Verdill, box	4 00
Maoris, box	4 50
Limes, per box	1 00
Melons, Montreal, basket of 12 to 13	3 00 10 00
"  Canadian, 6 to 9 in crate	1 50
Oranges, late Valencia, crate	3 50 3 75
Peaches, California, box	1 50 1 75
"  Canadian, basket	1 00
Plums, California, per crate	1 75 2 50
"  Canadian, basket	0 40 0 70
Pears, California, (Bartlett) per box	3 50 4 25
"  Canadian (Bartlett), in bbls	4 50 5 50
"  Canadian, basket	0 60 1 00
Pineapples, Florida, box	4 00 5 00
Watermelons, each	0 30 0 40

VEGETABLES — Several new lines have been added during the week, the principal ones being pumpkins, \$1.25 to \$1.50 per doz., Hubbard squash, \$1.50 doz., and Chateauguy tomatoes, 35 to 40c per basket. Parsnips are scarce and lettuce is rapidly becoming so. Demand continues steady and prices comparatively firm.

Beets, old, bag	1 00
"  new, dozen bunches	1 00
Carrots, dozen bunches	1 00
"  bag	0 60
Cabbage, dozen	0 15 0 30
Celery, Canadian, dozen	0 40 0 75
Cauliflowers, dozen	1 00 2 00
Corn, dozen	0 06 0 10
Cucumbers, dozen	0 05 0 10
"  basket	0 25
Green peppers, crate	1 50 2 00
Lettuce, dozen	0 40 0 50
Leeks, dozen	1 00
Onions, doz. bunches	1 00
"  red, per bag	1 00
"  large, white, dozen	0 40
"  Spanish, cases 150 lbs	1 75
"  crates 50 lbs	0 90
Potatoes, Montreal, bag	0 60 0 90
Parsley, dozen	0 10 0 15
Parsnips, dozen bunches	1 50
Pumpkins, doz.	1 25 1 50
Sage, dozen	0 40 0 50
Savory, dozen	0 40 0 50
Spinach, Canadian, box	0 40 0 50
String beans, bag	0 25 0 50
"  basket	0 25
Squash, Hubbard, per dozen	1 50
Tomatoes, Montreal, gin box	0 25 0 75
"  hot-house, lb.	0 08
"  Chateauguy, per basket	0 35 0 40
Turnips, bag	0 50
"  new, dozen	0 15
Vegetable Marrows, dozen	0 50 0 60
Watercress, dozen	0 40

FISH.—Trout and whitefish supplies are better. Haddock is not so plentiful. Brook trout are coming in better. The market is steady and supplies are good in most lines.

### FRESH

Barbotte	0 09
Bluefish, per lb.	0 14
Brook trout, per lb.	0 25
Dore, per lb.	0 13
Eels, fresh, per lb.	0 08

Flounders, per lb.	0 10
Halibut, per lb.	0 10
Haddock, per lb.	0 05
Lake trout, per lb.	0 10
Market cod, per lb.	0 04
Perch, dressed, per lb.	0 10
Salmon, B.C., per lb.	0 17
"  Gaspé, per lb.	0 20
Sea trout, per lb.	0 12
Steak cod, per lb.	0 06
Whitefish, per lb.	0 10

### FROZEN

Dore, winter caught, per lb.	0 10
Halibut, per lb.	0 06
Mackerel, per lb.	0 10
Steak cod, per lb.	0 04
Salmon, B.C., red, per lb.	0 10
Salmon, Fall, per lb.	0 08
Salmon, Qualla, per lb.	0 06
Whitefish, large, per lb.	0 06
Whitefish, small, per lb.	0 06

### SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c per lb.	0 05
Green cod, No. 1 medium, per lb.	0 02
"  small, per lb.	0 02
"  large, per lb.	0 02
Labrador herring, bbl.	5 75
Labrador herring, half barrel	3 00
Labrador sea trout, bbls	12 50
"  half bbls	6 50
No. 1 mackerel, pail	1 50
No. 1 "  "  half bbls	8 00
Skinless cod, 100 lb. case	3 00
Salmon, B.C., half bbls	3 00
Salt sardines, 20 lb. pail	1 00

### SMOKED

Blotters, large, per box	1 00
Haddies, 15 lb. box, per lb.	0 07 0 08
Herring, new smoked, per box	0 14
Kipper herring, per box	1 00
Smoked salmon, sugar cured, per lb.	0 25

### SHELL FISH

Loabsters, live, per lb.	0 08
Oysters, choice, bulk, Imp. gal.	1 00
"  "  "  Sealight Imp. gal.	1 80

### TORONTO.

GREEN FRUITS. — With the strict rules, between the retailers and the wholesale fruit dealers, that no one but merchants can buy at the fruit market, few outside of the dealers have an opportunity to see the magnificent display of fruit which arrives from day to day, and is sold to hundreds of dealers, who come there for their supplies. Upwards of 15 car loads are handled each day, and the total number of baskets sold last week was 107,388. Not only is the quantity almost beyond belief, but the quality has never been its equal, and may not equal it again in ten years. Peaches, plums, pears and apples are all carefully assorted, and run in price from 25c to \$1 a basket. No fault is found with the packing, the bottom is as good as the top, for which the packers deserve credit. With all this choice fruit, it is interesting to note that the oranges, which are on our market now practically all the year round, are still in good demand, and are sold in large quantities. The first car of Cape Cod cranberries made its appearance, and the quality was never better. They are sold at \$9 per barrel.

Apples, green, basket	0 15 0 20
Bananas	1 75 2 00
Blueberries, per basket	1 00 1 50
Cranberries, per bbl.	7 50
Grapes, small basket	0 15 0 20
Lawtonberries	0 04 0 05
Lemons, Verdill	4 00 4 25
Limes, crate	1 00
Oranges, Cal. Valencia	3 25 3 50
"  Cal. small	3 00
Peaches	0 25 0 30
Plums, Canadian, basket	0 20 0 25
Pears, Can., basket	0 25 0 30
Pineapples, per doz.	2 00

VEGETABLES — Direct to the market, well as egg Potatoes are quite equal to potatoes, which are considered superior. Carrots, new, per dozen, Canadian, 0 25. Onions, per bushel, 0 10. Spinach, new, per bushel, 0 10. Peas, green, per bushel, 0 10. Peas, red, per bushel, 0 10. Potatoes, Canadian, sweet, per bushel, 0 10. Sweet potatoes, per bushel, 0 10. Tomatoes, Canadian, 0 10. Watermelons, each, 0 30.

FISH.—In the first one was good, but the second want, and the third enthusiasm was boot better. All change in price. Blotters, per box, 1 00. Bluefish, per lb., 0 14. Carp, fresh caught, 0 10. Herring, Canadian, per box, 1 00. Kipper herring, per box, 1 00. Loabsters, each, 0 08. Mackerel, each, 0 10. Perch, dressed, per lb., 0 10. Pike, fresh caught, 0 10. Salmon, fresh caught, 0 17. Trout, fresh caught, 0 12. Whitefish, fresh caught, 0 10. Yellow pickled, per lb., 0 06. Oysters, choice, per gal., 1 00. Oysters, Sealight, per gal., 1 80.

NOT UP Bean Crop in Estimates

Chatham, crop of South. A careful estimate that the short of more earlier in. The farmer excellent we some section he were not the beans plant quite a bit of source. There however, a loss of the h ground, thug prior to that. The major bean supply Kent. Farm along the wa beans thrive l



VEGETABLES.—As stated last week, vegetables of all kinds are now supplied direct to the grocers by the local gardeners, and therefore very few are seen on the market. Cantaloupes, however, as well as egg plants, are in abundance. Potatoes are firm, and the Ontario grown are quite equal in quality to the eastern potatoes, which for some years were considered superior to our own.

Asparagus, per bunch	0 15	0 20
Cabbage, Canadian, per barrel	1 25	1 50
Cantaloupes, Canadian, per basket	0 25	0 30
per case	0 75	0 80
Carrots, new, per basket		0 20
Celery, Canadian, per doz		0 40
per dozen	0 08	0 10
Cucumbers, per basket	0 35	0 40
Egg plant, per basket	0 35	0 40
Onions, Canadian, green, per dozen		0 25
Danvers, bag	1 15	1 25
new, Valencias, crate	2 75	3 00
Spanish		2 75
Peppers, green, per basket	0 30	0 35
red, per basket	0 50	0 50
Potatoes, Canadian, per bag	0 75	0 80
sweet, basket		0 65
sweet, per hamper	2 00	2 25
Radishes, per dozen		0 25
Tomatoes, Canadian, per basket	0 20	0 30
Watermelons, each	0 30	0 45

FISH.—In calling on the fish dealers, the first one remarked that the demand was good, but that white fish are scarce. The second one said: "We get all we want, and business is good," and the third enthusiastically stated that business was booming, and that it never was better. All agreed that there is no change in prices.

Bass, per box	1 20
Blue fish, per box	0 06 1/2
Carp	0 03
Cod, fresh caught	0 07
Cod, Imperial, per lb	0 05
Cod, Acadia	0 10
Clams, per basket	1 00 1 10
Eel, per lb	0 08
Fresh haddock	0 07 1/2
Haddock, fresh caught	0 07
Halibut, fresh caught	0 10
Herring, medium, per lb, fresh caught	0 05 0 06
Herring, Dizby, per box	0 15
Lobsters, each	0 25 0 30
Mackerel, each	0 15 0 20
Perch	0 07
Pike	0 06
Quail on toast	0 05 1/2
Salmon	0 17
Trout, fresh caught	0 10
Whitefish, fresh caught	0 10
Yellow pickerel	0 09
Oysters, select, per gal	1 90
standards, per gal	1 60

NOT UP TO EXPECTATIONS.

Bean Crop in Kent Will Fall Short of Estimates—Decline in Price Anticipated.

Chatham, Sept. 22.—The great bean crop of South Kent is nearly all harvested. A careful survey of the field indicates that the yield will fall somewhat short of more optimistic estimates voiced earlier in the season.

The farmers have had on the whole excellent weather for the harvest. In some sections frosts early in September were not too late to injure some of the beans planted late in the spring, and quite a bit of damage resulted from this source. There has been little wet weather, however, and this is one of the worst foes of the beans after they have been ripened, though essential to their growth prior to that stage.

The major portion of Canada's home bean supply comes from the County of Kent. Farmers in the bean country along the waters of Rondeau, where the beans thrive best, anticipate in the neigh-

Fancy New

All Fancy Goods

Layer Figs  
Cape Cod Cranberries  
Jersey Sweet Potatoes  
Oranges - Lemons

White & Co., Limited

Toronto and Hamilton

Siroccos, Volcanoes, Earthquakes

have never destroyed the foundation or misplaced one stone in the up-building of our trade. Nearly fifty years ago the father of the present members of our firm, with his brother started Lemon-packing—"G. H. & M. Follina." The business then started has steadily increased and is still growing. England, Germany, Australia, Russia, Japan and United States know our pack—buy our Lemons. Quality has won!—Quality will hold!

ORDER OUR LEMONS

W. B. Stringer,  
Canadian Agent, Toronto

Fratelli Follina,  
Palermo, Messina

CANADIAN FRUITS—Now at Their Height

PEACHES  
PEARS  
PLUMS and  
GRAPES

Large Quantities arriving daily.

Prices reasonable.

SEND US YOUR ORDERS

HUGH WALKER & SON  
GULEPH, ONTARIO

borhood of 20 bushels to the acre, though in good years as high as 30 bushels to the acre have been known in this section.

Estimates as to the extent of the crop vary considerably and at the present stage a very large element of guesswork enters into the best of them.

Locally, beans are still quoted at \$1.75 to \$2, a bushel, which has been the standard quotation throughout the summer. This indicates that deliveries have not been very active so far. Buyers expect a decline when deliveries commence. It is doubtful, however, if the decline will be a very marked one.

A feature of the situation which must be considered is the marked prosperity of the farming community during the past year. Farmers are no longer in dire need of money. As a result, there is no noticeable rush of grain deliveries. Farmers are able to hold their grain, and this condition will also affect beans, for a time at least. Of course, beans run considerable risks of deteriorating when held; nevertheless, the outlook is that the growers will take their chances to a considerable extent.

**BUSINESS MAXIMS.**

Faith and persistency are life's architects.

What appear to be calamities are often the sources of fortune.

We ought to aim at such pleasures as

follow business, not at those which precede it.

What we are not willing to suffer in others we ought by all means to avoid in ourselves.

He who reigns within himself and rules passion, desire and fear is more than a king.

Each day, each week, each month, each year opportunities offer themselves, but many pass them by unnoticed.

The best idea we can form of absolute truth is that it is able to meet any condition by which it can be tested. Half truth is sometimes worse than a lie, because it is more insidious and misleading.

Dark clouds roll up and exclude the sun, but we know that there is light behind the clouds. So no one should be unduly depressed by non-success. There may be a better time coming.

**TRADE NOTES.**

Geo. Fleming has purchased the general store business of Wm. Stuart, of Crossfield, Alta. O. D. Fleming will manage the business. The new propri-

etor announced the change by using liberal space in the Crossfield Chronicle and the fact that he was holding a clearance sale.

Highest price paid for  
**DRIED APPLES**  
**O. E. ROBINSON & CO.**  
ESTABLISHED 1886  
**Ingersoll - Ontario**  
Would you like our Weekly Circular

SEASON 1908-9  
**Dried Apples**  
Shipments Solicited  
Settlements Prompt  
**W. A. GIBB COMPANY**  
HAMILTON  
JAMES SOMERVILLE, Manager

**APPLES.** If you want to buy or sell a carload it will pay you to get in touch with us.  
**THE DAWSON COMMISSION CO., TORONTO**

**Satisfaction**

is the ideal we aim at, with every single can of our

**GOLDEN CROWN and GOLDEN KEY**

Lobster which we send out. Our goods have a recognized reputation for reaching the retailer in perfect condition, and we guarantee every can to contain nothing but fresh, appetising and wholesome lobster with the natural flavor retained. Let us send you our prices. We pack in all sizes.

Sole Packers

**W. S. Loggie Co., Limited**  
Chatham - New Brunswick

**YOU, Mr. Retailer**

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

**The Sealship Oyster System, Inc.**  
SOUTH NORWALK, Connecticut.

**B**

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SARDINE  
ANCHOR

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Calgary, Al

**KING**

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The Most Healthful of All Foods  
is the  
**BRUNSWICK BRAND SEA FOODS**  
DELICIOUS — DELICATE



If your stock of our kippered herring or haddock is low replenish it at once. We have the latest machinery, the most efficient help and the most sanitary and improved factory. Our haddock and herring are caught in the deep waters of the Bay of Fundy. There is nothing to equal them as business-builders.



Handle the Brand That Will Sell.

Carry the Goods That Go Well.

There is Nothing Like the Brunswick Brand.

**CONNORS BROS., Limited, Black's Harbor, N.B.**

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros. Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



**"King Oscar"**  
Brand  
Norwegian Sardines

By Special royal permission.  
Sardines are **BIG SELLERS**. Their quality gives them first call with discriminating buyers.

These Sardines have established the reputation as the purest, sweetest and best packed on the market.

STOCK "KING OSCAR" SARDINES

**J. W. BICKLE & GREENING**

(J. A. HENDERSON)

Canadian Agents

HAMILTON, ONT.



BRAND  
**Lobster**

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can. 1909 prices now out for Europe and America.

**Fred Magee**

PRODUCER

Port Elgin, N.B., and  
Pictou, N.S. Canada



## THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

## "WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue: "Modern Grocery Fixtures"



## The Walker Bin and Store Fixture Co.,

LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:

Montreal: Kenneth H. Munro, Coristine Building  
Manitoba: Watson & Truesdale, Winnipeg, Man.  
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.

## Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II:—

- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
- Tea Blending.

275 Pages Price \$2.00  
Fully Illustrated

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10 Front St. East - - Toronto

## Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

**\$2.00**

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY

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10 Front St. East, - TORONTO

## Mr. Level-Headed Grocer

Which will YOU do, hold the credit customer AND GET YOUR MONEY OUT OF HIM? Or lose both the customer and the money he owes you? The answer ought to be simple. There is ONE WAY to hold this class of customers, please them, and avoid loss. That way is by using the

## Allison COUPON BOOK SYSTEM

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



Manufactured by  
ALLISON COUPON CO., Indianapolis, U.S.A.

Order them from your Jobber



## ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Sore Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does NOT blister under bandage or remove the hair, and you can work the horse. \$2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR., for mankind, \$1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Gout, Wens, Strains, Bruises, stops Pain and inflammation.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.  
LAWSON Ltd., Montreal, Canadian Agents.

## THE PEOPLE OF JAMAICA

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

## KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



*Wolverine* **Show Case**



The best show case made in America for the money.

Price, \$4.50 per foot f.o.b. Detroit

**W. H. ESCOTT**  
141 Bannatyne Avenue,  
Winnipeg, Selling Agent

No. 100.  
This case is finished in golden oak—Beveled plate top.—Shipped K.D.—

Made by  
**Michigan Show Case Co., Detroit, Mich.**

**TEA LEAD**  
*Best Incorrodible*

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

**ISLAND LEAD MILLS LIMITED,**  
Tel. Address: "Laminated," London. **LIMEHOUSE,**  
A.B.C. Codes used 4th and 5th Editions. **LONDON, E., ENG.**

Canadian Agents: **ALFRED E. LAMBE & SON, TORONTO**  
**J. HUNTER WHITE, ST. JOHN, N.B.**  
**CECIL T. GORDON, MONTREAL**


**Fisher Electric Coffee Mills**



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by  
**The A. D. Fisher Co.**  
Toronto Limited

**TIME MEANS MONEY**



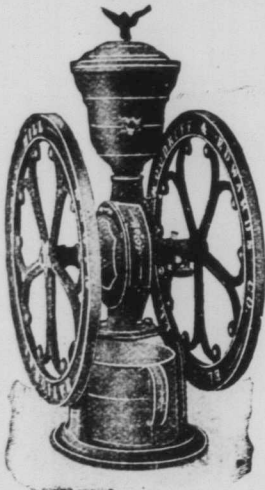
You save both when you have McGregor's Patent **BAG HOLDER**

It holds all kinds from 1/2 to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

**KILGOUR BROS.**  
19 Wellington St. West, - TORONTO

*See Here!*



☞ We can tell you just what is needed to give the finishing touch to your grocery store—you want an

**ELGIN NATIONAL COFFEE MILL**

This mill is the easiest running and fastest grinding on the market and is well-built with steel grinders. Particular attention has been paid to its shape and finish, so that it is an ornament as well as an indispensable article in the store. *The cost is low.*

Ask any of the following Jobbers for our Catalogue,  
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).  
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.  
TORONTO—Eby, Blain Ltd.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.  
REGINA, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY  
**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.

—BUY—

**Star Brand**

**COTTON CLOTHES LINES**

—AND—

**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

**BLACK JACK**

*QUICK, CLEAN, HANDY*



TRY IT.

SOLD BY ALL JOBBERS

3/4-lb. tins—3 doz. in case.

# "ENTERPRISE"

Grocers testify that when they install the

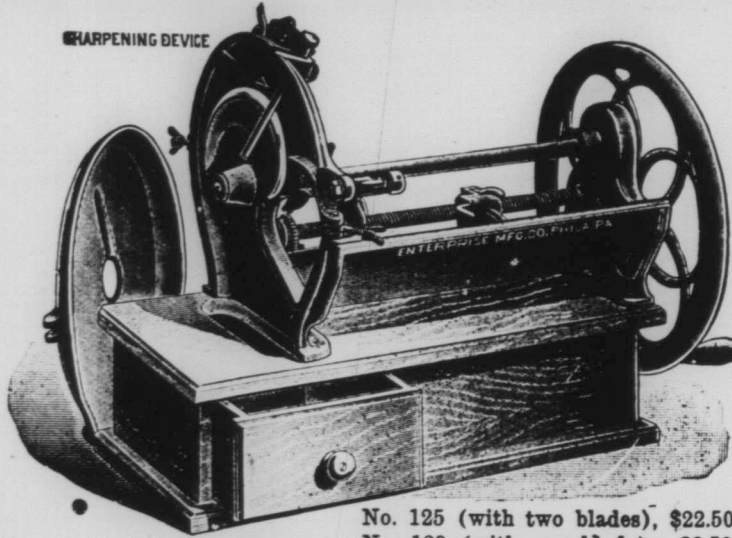
## "ENTERPRISE"

Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), \$22.50.  
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japaned, at \$8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co.,  
of Pa.  
Philadelphia, U.S.A.

New York San Francisco  
21 Murray Street 544 Van Ness Ave.

# BUILDS BUSINESS

## Apple Shippers

Send to the

Hamilton Stamp and  
Stencil Works, Ltd.

HAMILTON, ONT.

FOR

Stencils, Inks,  
Brushes, &c.



AT THIS SEASON THERE IS ALWAYS A GOOD DEMAND FOR

## BRUSHES

FOR HOUSECLEANING PURPOSES

We make a specialty of this class of goods—and have the largest range in Canada to choose from. You will also find our goods of SUPERIOR QUALITY AND FINISH—AND VALUES UNEQUALLED

Place your order now for the Keystone Brand

Manufactured by

STEVENS-HEPNER CO.  
LIMITED

PORT ELGIN, - ONTARIO

Diamond—  
1-lb. tins, 3 doz.  
1-lb. tins, 3  
1-lb. tins, 4  
IMPERIAL  
Cases.  
4-doz.  
5-doz.  
1-doz.  
3-doz.  
1-doz.  
1-doz.



CANADIAN  
Wholesale price  
Glass Jars.  
strawberries.  
Peaches.  
White cherries.  
Red raspberries.  
Black raspberry.  
Lawtonberries.  
Red cherries.  
Black cherries.

SIMCOE  
(Packed)  
12-oz. Simcoe P.  
WHITE SWAN  
White Swan B.  
1-lb. tins, 3-doz.  
1-lb. "  
1-lb. "



Cook's F  
No. 1, 1-lb., 4 d.  
" 2, " 2  
No. 2, 5-oz., 6 d.  
" 3, 24-oz., 4 d.  
No. 10, 12-oz., 4  
" 12, 4-oz., 6 d.  
" 3  
No. 13, 1-lb., 2 d.  
" 14, 8-oz., 3  
" 15, 4-oz., 4  
" 16, 2 1/2 lbs.  
" 17, 5 lbs.



White Swan Wh  
White Swan Fla  
White Swan Fla  
Keen's Oxford,





**RISING SUN**  
**STOVE POLISH**



**SUN PASTE**  
**STOVE POLISH**

**ALWAYS RIGHT.** SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

Why Handle Dead Stock?

**2 IN 1** —the World's Best Shoe Polish

sells rapidly, because of its undoubted merit. Our huge Consumer Advertising Campaign material helps in pulling "2 in 1" through the retail store

ORDER OF YOUR JOBBER.



**THE F. F. DALLEY CO. Ltd. - Hamilton, Can. and Buffalo, N.Y., U.S.A.**

**SORT UP YOUR STOCK**

From now on commences a good steady demand for

**STOVE POLISH**

Get ready to look after your trade requirements with the "old reliable"

**James Dome Black Lead**

The best in Stove Polish that money can buy. Sold by all jobbers

**W. G. A. LAMBE & CO. - Canadian Agents.**



Have Your Wife Try

the famous

**"VOL-PEEK"**

**GRANITE CEMENT**

for Mending Holes in Pots and Pans.

If it pleases her it will please others, will it not?

**H. NAGLE & COMPANY**  
LAPRAIRIE, QUE.



**CAPSTAN BRAND**  
**PURE MINCE MEAT**

Package Mince Meat  
Put up in 1/4 gross cases

Bulk in 7-lb. Pails  
1/2 doz. in crate

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.  
Sold by all wholesale dealers

**The Capstan Mfg. Co., - Toronto Ont.**



# Goodwillie's PURE FRUITS In Glass



There is nothing to be gained by your experimenting with a dozen and one different packs of Pure Fruits.

So why not begin, correctly by ordering, and featuring, GOODWILLIE'S, the brand that always leads.

You will find it to your own advantage to handle GOODWILLIE'S, and you will greatly please your customers.

Your wholesaler will gladly furnish prices.

AGENTS :

Rose & Laflamme, Ltd. - Montreal and Toronto

9 lb. wood pails, 1 doz. 0 66  
Pure assorted jam, 1 lb. glass jars, 1 doz. in case 1 75

### Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co., Limited.



Assorted Case, Contains 4 dc \$3.60  
Assorted Case, Contains 2 doz. \$1.80  
Lemon (Straight) Contains 2 doz. \$1.80  
Orange (Straight) Contains 2 doz. \$1.80  
Raspberry (Straight) Contains 2 doz. \$1.80  
Strawberry (Straight) Contains 2 doz. \$1.80  
Chocolate (Straight) Contains 2 doz. \$1.80  
Cherry (Straight) Contains 2 doz. \$1.80  
Peach (Straight) Contains 2 doz. \$1.80  
Weight, 8 lbs. to case. Freight rate, 3rd class

### Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases \$5.00  
Five cases, or more 4.95



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



Last price

Sherriff's small flavors, per doz. 1.75  
Discounts on application

### Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$0 10 1/2  
4-bbls. .... 0 11  
Tubs, 60 lbs. 0 11  
20-lb. Pails. 2 25  
20-lb. tins.. 2 15  
Cases 3-lb.. 0 11 1/2  
" 5-lb.. 0 16 1/2  
" 10-lb.. 0 10 1/2

F.O.B. Montreal.



Tierces... 0 10 1/2  
Tubs... 0 10 1/2  
20-lb. pails. 0 11  
20-lb. tins. 0 10 1/2  
10-lb. " 0 11 1/2  
5-lb. " 0 11 1/2  
3-lb. " 0 11 1/2

### Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. 80 40  
Fancy boxes (36 or 50 sticks), per box 1 25  
" Ringed" 5-lb. boxes, per lb. 0 40  
" Acme" pellets, 5-lb. cans, per can 2 00  
" (fancy bxs. 40), per box 1 50  
Tar licorice and tolu waters, 5-lb. cans, per can 2 00

Licorice lozenges, 1/2 lb. glass jars, 1 75  
" 20 1/2 lb. cans, 1 50  
" Parity" licorice, 10 sticks, 1 45  
" 100 sticks, 0 75  
Dule, large cent sticks, 100 in box 1 00

### Lye (Concentrated)

GILLET'S PERFUMED Per case  
1 case of 4 dozen 3 60  
3 cases of 4 dozen 3 50  
5 cases or more 3 40

### Marmalade.

T. UPTON & CO.  
12-oz. glass jars, 2 doz. case... per doz \$1 00  
16-oz. glass jars, 2 doz in case " 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Pint Sealers (24 oz.), 1 doz in case, per dozen 2 00



ST. CHARLES CONDENSING CO.

PRICES:  
St. Charles Cream-family size, per case \$4.70  
Ditto, hotel. 4.90  
Silver Cow M.L. 5.00  
Purity Milk 4.70  
Good Luck 4.00

### Mustard

COLMAN'S OR KEENS  
D.S.F. 1/2-lb. tins... per doz \$ 1 40  
" 1-lb. tins... " 2 50  
" 1-lb. tins... " 5 00  
Durham 4-lb. jar... per jar 0 75  
" 1-lb. jar... " 0 25  
F.D. 1/2-lb. tins... per doz. 0 85  
" 1-lb. tins... " 1 45

### Olive Oil

LAPORTE, MARTIN & CIE., LTD.  
Minerva Brand—  
Minerva, qts. 12's ..... \$ 5 75  
" pts. 24's ..... 6 50  
" 1/2-pts. 24's ..... 4 25

### Sauces

PATERSON'S WORCESTER SAUCE  
Agents, Rose & Laflamme, Montreal and Toronto  
1/2-pint bottles, 3 & 6 doz., per doz. 0 90  
pint " 3 doz. 1 75

### Soda

COW BRAND  
DWIGHT'S  
SODA  
Case of 1-lb. containing 60 packages, per box, \$3.00  
Case of 1/2-lb. containing 120 pkgs. per box, \$3.00  
Case of 1-lb and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box \$3.00

Case of 50. pkgs. containing 96 pkgs. per box, \$3.00  
MAGIC BRAND Per case  
No. 1, cases 60 1-lb. packages... \$ 2 75  
No. 2, " 120 1/2-lb. " " 2 75  
No. 3, " 30 1-lb. " " 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 2 85  
5 cases ..... 2 75

### SHIRRIFF BRAND

"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
2-lb. " " " 3 80  
4-lb. tins, " " 4 65  
7-lb. " " " 7 35  
"Sbredded"—  
1-lb. glass, doz.... 1 90  
2-lb. " " " 3 10  
7-lb. tina, " " 8 25



SPRATT'S PRICE LIST  
Mixed Bird Seeds, 1-lb. pkts., 3 dozen \$0 95  
Parrot Food, 1/2 lb. pkts., 1 doz cartons 0 45  
Parrot Food, 2-lb. pkts. .... 1 35  
Bird Cage Sand, about 1 1/2-lb. bags, 1/2-gross cases, per doz. .... 0 30  
Bird Cage Grit, about 1 1/2-lb. bags, 1/2-gross cases, per doz. .... 0 30

### Mince Meat

Wetley's condensed, per gross, net... \$12 00  
per case of 3 dozen, net. .... 3 00



# Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

## THOMAS WOOD CO., LIMITED

No. 428 St. Paul St.

Montreal

### Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	\$10 20
" black.....	15 30
Orion soap.....	11 20
Gloria soap.....	13 00
Straw hat polish.....	10 20



3 doz. to box..... \$3 00  
6 doz. to box..... \$7 20  
30 days.



1 Box Price \$4.00  
5 Box Price \$3.90  
Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5 case lots delivered \$3.85 each. The Richards Pure Soap Co. Ltd., Woodstock, Ont.

### Starch

EDWARDSBURG STARCH CO., LIMITED.	
Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	\$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 4-lb. draw-lid boxes.	0 08
Silver gloss, 8-lb. tin canisters.	0 08
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kegs silver gloss, large crystals.	0 17
Benson's satin, 1-lb. cartons.	0 7 1/2
No. 1 white, blue, and kegs.	0 0 1/2
Canada White Gloss, 1-lb. pkg.	0 7 1/2
Benson's enamel.....per box	1 50 to 3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn.	0 07 1/2
Canada Pure Corn	0 06 1/2
Rice Starch—	
Edwardburg No. 1 white, 1-lb. car.	0 10
" " " " or blue,	"

### BRANFORD STARCH WORKS, LIMITED

Ontario and Quebec.

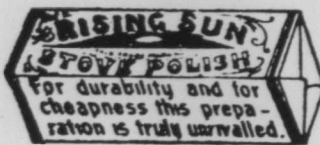
Laundry Starches—	
Canada Laundry, boxes of 48 lb.	\$0 06
Aome Gloss Starch—	
1-lb. cartons, boxes of 48 lb.	0 06 1/2
Finest Quality White Laundry—	
1 lb. Canisters, cases of 48 lb.	0 06 1/2
Barrels, 200 lb.	0 07 1/2
Kegs, 100 lb.	0 06

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
8-lb. toy trunks, 3 in case.	0 08
8-lb. enameled tin canisters, 3 in case.	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 24 lb.	0 08
Canadian Electric Starch—	
Boxes of 48 fancy pkgs., per case	3 00

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

### Stove Polish.

Rising Sun, 6-oz. cakes, 1/2-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1/2-gross boxes	10 00
Sun Paste 5c. size, 1/2-gross boxes	5 00



For durability and for cheapness this preparation is truly unrivalled.

JAMES' D ME BLACK LEAD

6a size.....	Per gross \$2 40
2a ".....	2 50

### STARCH

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03 1/2 per lb.
Half-barrels, 350 lbs.	0 03 1/2 " "
1/4 barrels, 175 lbs.	0 03 1/2 " "
Pails 25 lbs.	1 30 each
" 30 lbs.	1 80 " "
Plain tins, with label—	
1 lb. tins, 1 doz. in case	2 50
5 " " " "	2 85
10 " " " "	2 75
20 " " " "	2 70
30 " " " "	2 70
(5, 10 and 20 lb. tins have wire handles.)	

### TEAS

THE "SALADA" TEA CO.



Brown Label, 1's and 1/2's	\$0 25	\$0 30
Green Label, 1's and 1/2's	0 27	0 35
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1's and 1/2's	0 44	0 60
Red-Gold Label, 1/2's	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA. Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.....	1s, 20c; 1s, 21c.
30c.....	1s and 1/2s, 23c.
40c.....	1s and 1/2s, 28c.
50c.....	1s and 1/2s, 35c.
75c.....	1s and 1/2s, Vulcan, 50c.



1st Label, 1/2's	\$1 00	\$2 26
Orange Label, 1's and 1/2's	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 35	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 80

### LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

Wholesale Retail	
Yellow Label, 1's	0 20 0 25
Green Label, 1's and 1/2's	0 21 0 25
Blue Label, 1's and 1/2's	0 24 0 30
Red Label, 1's, 1/2's and 1/4's	0 25 0 35
White Label, 1's, 1/2's and 1/4's	0 30 0 40
Gold Label, 1's and 1/2's	0 35 0 50
Purple Label, 1's and 1/2's	0 42 0 60
Embossed, 1's and 1/2's	0 55 0 80
	0 07 1 00



RAM LAL'S PURE INDIAN TEA. GUARANTEED ABSOLUTELY PURE. MANUFACTURED BY THE GARDENS OF INDIA.

Wholesale Retail	
Pink Label, 1's and 1/2's	30c. 40c.
Gold Label, 1's and 1/2's	35c. 50c.
Lavender Label, 1's and 1/2's	42c. 60c.
Green Label, 1's and 1/2's	50c. 75c.
Canisters	
Gold Tins, 5s	35c. 1 75 50c. 2 50
Gold Tins, 3s	35c. 1 05 50c. 1 50
Gold Tins, 1s	35c. each 50c. each
Gold Label, 1's 18c ea. 36 lb. 25c ea. 50 lb.	
Red Tins, 1/2's 35c ea. 70 lb. 50c ea. 100 lb.	
Red Tins, 1/2's 18c ea. 72 lb. 25c ea. 100 lb.	



MELAGAMA TEA. MINTO BROS., 45 Front St. East

Wholesale Retail	
Black, green, mixed, 1/2's	0 70 1 00
" " " " 1's	0 55 0 80
" " " " 1 1/2's	0 44 0 60
" " " " 1 lb. & 1/2 lb.	0 40 0 60
" " " " 1 lb. & 1/2 lb.	0 38 0 50
" " " " 1 lb. & 1/2 lb.	0 35 0 50
" " " " 1 lb. & 1/2 lb.	0 30 0 40
" " " " 1 lb. & 1/2 lb.	0 32 0 40
" " " " 1 lb. & 1/2 lb.	0 25 0 30
" " " " 1 lb. & 1/2 lb.	0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb retail at 85c.	\$0 20
" " " " 1-lb.	0 21
1 1/2 lb. Label, retail at 80c.	0 25

Green Label, " 40c.	0 30
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	55

### RIDGWAYS.

London, Vancouver Winnipeg and Ceylon



Pure Gold Jelly Powder. 1 1/2 lbs. 1 50 cents. Pure Gold Salad Dressing Powder. 1 per doz. Discounts on application.



THOMAS WOOD & CO., LTD. Montreal and Boston

Wholesale retail	
Wood's Primrose, per lb.	0 40 0 80
" Golden Rod	0 35 0 50
" Fleur-de-Lis	0 30 0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.	

### TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.	56
Black Watch 11s.	38
Bobs 5s and 10s.	38
Bully 6s.	44
Currency 5 1/2s. and 10s.	38
Stag 5s.	38
Old Fox 12s.	44
Pay Roll Bars 7 1/2s.	56
Pay Roll 7s.	56
Plug smoking—Shamrock 6s. plug or bar	45
Rosebud Bars 6s.	36
Empire 5s. and 10s.	36
Amber 8s. and 3s.	60
Ivy 7s.	50
Starlight 7s.	50
Cut Smoking—Great West Pouches, 7s.	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.	\$33 00
St. Louis, 1-40.	35 00
St. Louis, 1-100.	35 00
Champlain, 1-20.	35 00
Champlain, 1-40.	36 00
El Sergeant, 1-20.	55 00
El Sergeant, 1-40.	55 00
El Sergeant, 1-100.	55 00

### Out tobaccos.

Petit Havana, 1, 1-12-1-6.	0 40
Quessel, 1-4, 1-2.	0 65
" 1-8.	0 65
Cote's Choice Mixture, 1-lb. tin.	0 75
" " " " 1-lb. "	0 70
" " " " 1-lb. "	0 80

### Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	\$18 00
Absorbine Jr., per dozen.	9 00

### Yeast.

Royal yeast, 3 doz. 5 cent. pkgs.	1 10
Gillett's cream yeast, 3 doz. in case.	1 10



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**BIRD SEEDS**

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**Ask your jobber for them.**

Packed in boxes containing 3 dozen 1-lb. packets.

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For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,  
 Apples, Peaches, Pears, Plums, Etc.

**Sanitary Enamel Lined Cans**

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

**"The Can Without The Cap Hole"**  
**"Bottom Like The Top"**

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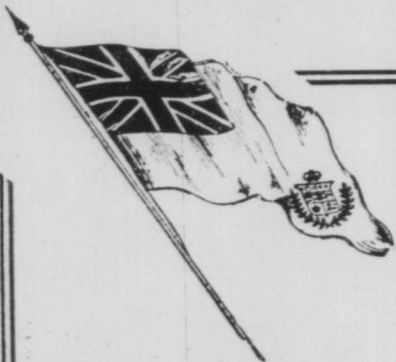
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