

CANADIAN GROCER

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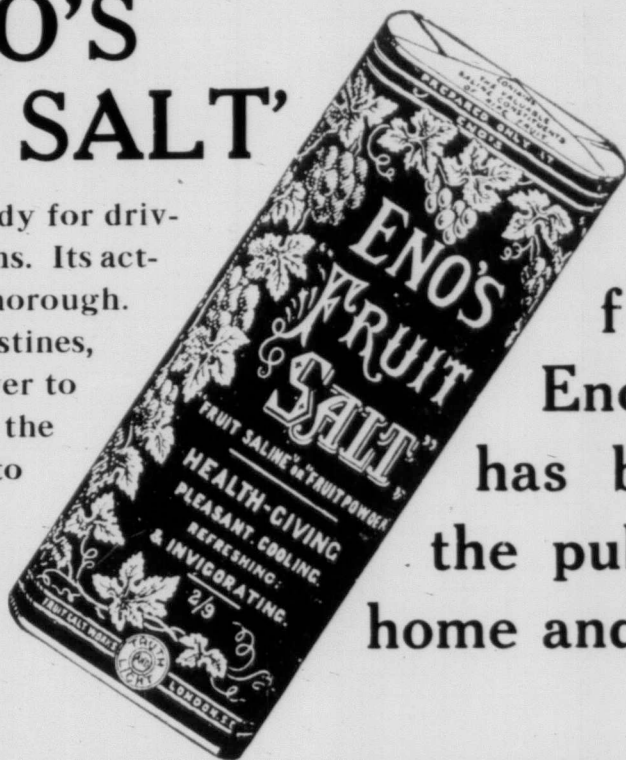
No. 35

A Natural Remedy

There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

The approved remedy for driving out disease germs. Its action is quick and thorough. It clears the intestines, rouses the torpid liver to new life, stimulates the mucous membrane to a healthy action, and cleanses and invigorates the whole digestive tract.



For more than thirty-five years Eno's Fruit Salt has been before the public both at home and abroad.

Largely advertised and well established it is now in good demand and is therefore bound to carry with it enquiries for other lines.

Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by J. C. ENO, Ltd., 'FRUIT SALT' Works, London, Eng.



THIS SOAP

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time to talk and make a sale, and the busy merchant has no time for either. He prefers the Soap that people buy without urging---and so he sticks to SURPRISE.

THE ST. CROIX SOAP MFG. CO.

Factory at ST., STEPHEN. N.B.

Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

If "Time Is Money"
Then Why Not Save It?

Lost—onē golden moment, on the Road of Endeavor! Lost, because your brain cells worked overtime when you tried to persuade that customer to experiment with those nameless goods you bought, thinking more of the extra profit therein than the dependable quality thereof.

Lost, too, because her time and yours was idly spent. Lost again because of the misplaced confidence that must prevail hereafter 'twixt you and her. "Time is money," gentlemen—why not save it by selling, pushing or recommending only "quality goods"?



**Highest
Quality**

The absolute purity of Cox's Gelatine makes it a standard product of world-wide fame. Whether in powdered or shredded form, it is still as free from foreign substances as the clearest rock crystal from mother earth.

**Cox's
Gelatine**

It has never disappointed, and never will, because folks get what they expect and want when they buy the peer of all—"Cox's." Highest quality to-day, to-morrow and all the to-morrows to come. A safe and certain asset for a grocer's stock-in-trade—always worth its face value of 100 cents on the dollar.

Codou's Macaroni, Vermicelli, Spaghetti, fancy letters and pastes, represent the top-notch of quality—the highest attainment of skill, experience and cleanliness in a model factory, said to be (by those who really know) one of the finest in the world.

**Codou's
Macaroni**

A macaroni whose delicacy and whiteness bear witness to the caution used in selecting only finest wheat (from Taganrog) for the making. Tender as a macaroni can be, nutritious to the highest degree. Let the name on every package "Coudou" serve to assure you of highest quality when you buy.

**Highest
Quality**

ARTHUR P. TIPPET & CO.

Agents

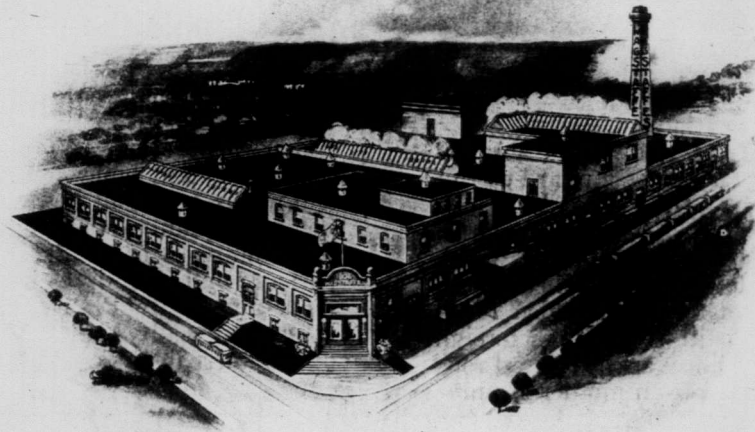
Montreal

Toronto

WAGSTAFFE'S

Fine Old English

Prepared
in
Copper Kettles
boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails

FINEST FRUIT PRESERVING PLANT
IN CANADA

Pure Jams 1912, Strawberry, Raspberry, Black Currant, Red Currant Jelly, Black Currant Jelly, Raspberry and Gooseberry, and Red Currant Jam, etc.

ALL READY FOR DELIVERY

WAGSTAFFE LIMITED

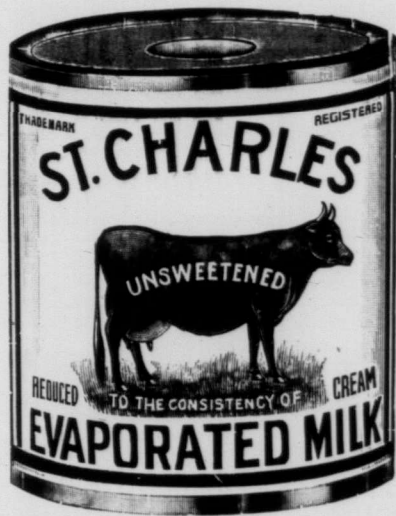
Pure Fruit Preservers

Hamilton

- - - -

Ontario





BORDEN'S PRODUCTS

are all leaders in their respective lines. The richest full cream milk from the world's best dairies is used and modern science can produce no better.

Since first introduced the Borden Milk Products have had their own distinct following and every dealer who couples his selling powers with our goods and our advertising campaigns, makes for himself a large clientele of satisfied customers and adds prestige to his business.

Borden Milk Co., Ltd.

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Building, Vancouver



The Original and Leading Brand
Since 1857



TRADE MARK

Malaga Table Raisins

Packed by JOSE SEGALERVA - (Malaga, Spain)

are a superior line that you will be well advised to handle. Specify the brand of JOSE SEGALERVA (Malaga, Spain), when next ordering. They are the connoisseur's choice—the annual increased demand for this brand bespeaks the confidence and desires of the public for a good line. They meet all your requirements—quality, price and styles of packing.

MAHIQUES, DOMENECH & CO. (Denia, Spain), packers of "BEAVER" Brand fancy quality and "W. ABEL" Brand standard quality Valencia Raisins, have well proven their claims for quality and packing. They stand the test, comparison and competition and come out a winner. Together with the packers we stand back of the goods we place before you, and if you, as a dealer of quality goods, will give "BEAVER" Brand a trial you will find that for quality and uniformity of packing, this fruit is absolutely unsurpassable.

Valencia Raisins



Rose & Laflamme
Limited
Montreal - Toronto





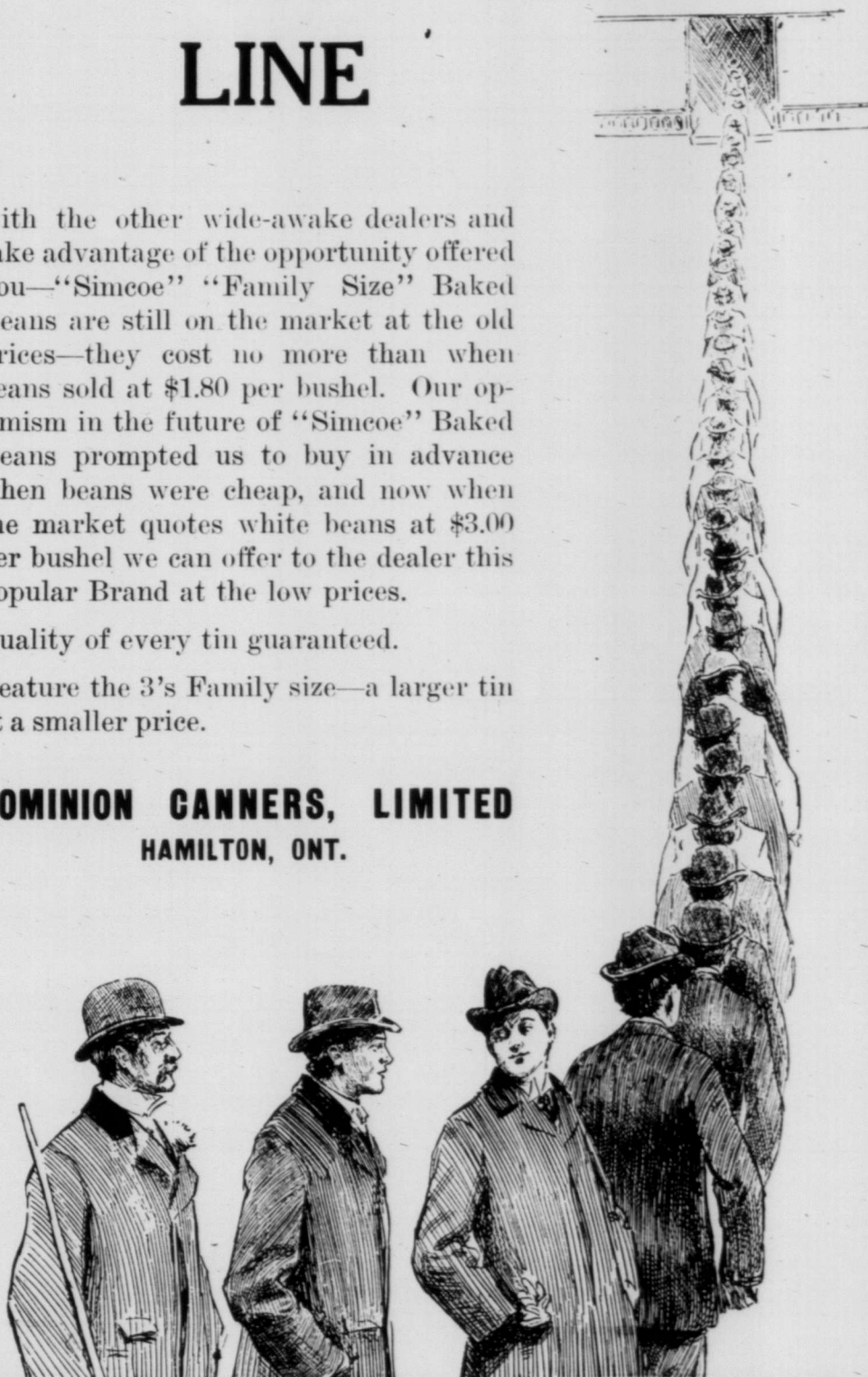
GET RIGHT IN LINE

with the other wide-awake dealers and take advantage of the opportunity offered you—"Simcoe" "Family Size" Baked Beans are still on the market at the old prices—they cost no more than when beans sold at \$1.80 per bushel. Our optimism in the future of "Simcoe" Baked Beans prompted us to buy in advance when beans were cheap, and now when the market quotes white beans at \$3.00 per bushel we can offer to the dealer this popular Brand at the low prices.

Quality of every tin guaranteed.

Feature the 3's Family size—a larger tin at a smaller price.

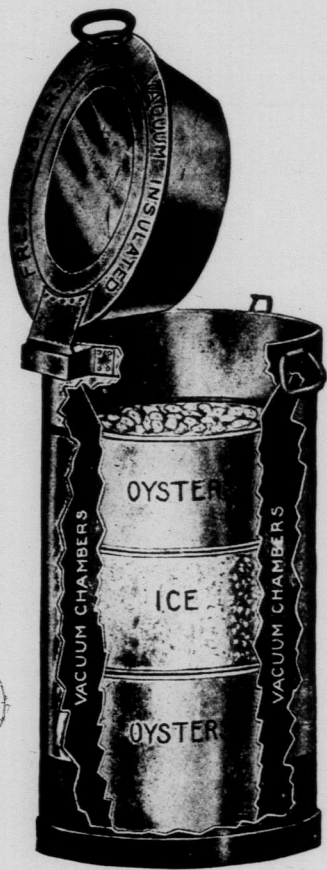
DOMINION CANNERS, LIMITED
HAMILTON, ONT.



THE REQUISITES ARE QUALITY

AND

EFFICIENCY



It is important that you associate yourself with a source of supply that is unquestioned.

You understand that to compare a house treating oysters as a side line with a concern that makes it their only business, is a costly mistake to you.

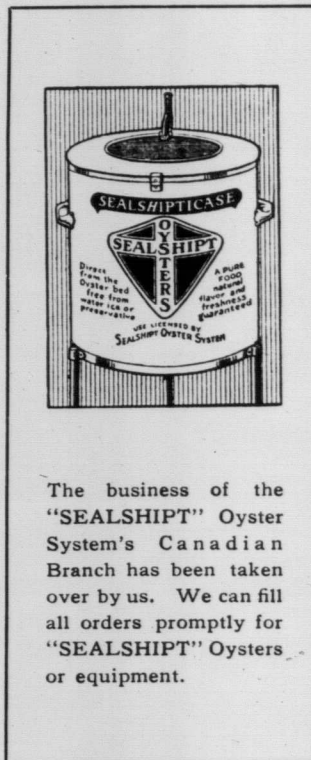
There is one thing you cannot expect from a side line house, and that is that degree of efficiency and service that is characteristic only of houses treating the line as their only specialty.

The oyster business is a business of itself, employing a great many million of dollars, and it is unreasonable to expect the jobbers to effect this efficiency when they are treating this business as a side line. We devote our entire organization to oysters. Our "Coast Sealed" oysters stand for more with the Canadian trade than all other brands combined.

We solicit your enquiry as to prices, etc.

Connecticut Oyster Co.

50 JARVIS ST. - - - TORONTO



The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.

The

is the selling comm

Give the PU you lay perman trade.

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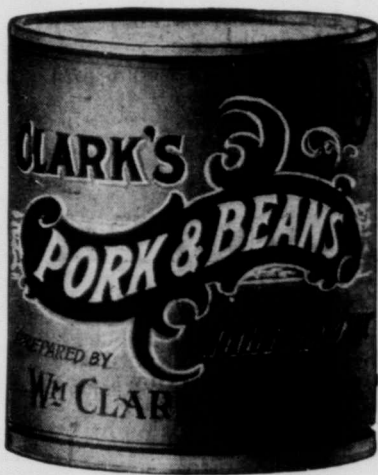
The Quality Behind the Name

is the most potent factor in the selling power of any article of commerce.

Give the consumer nothing but the PUREST and the BEST and you lay the foundation of a steady, permanent and ever increasing trade.



Clark's Pork and Beans



are prepared only from the PUREST and the BEST of material.

The beans are carefully selected and of the highest grade, the ingredients of the sauces are absolutely the purest obtainable, and the method of preparation is the most approved and up to date. The result is the QUALITY, which has made CLARK'S a household name to-day.

Buy the Quality That Sells

WM. CLARK, - Montreal



SEE IT SELL

KIT Coffee sells itself. Let us send you a sample, then let us send your customers samples. The price will please both you and your customers.

KIT COFFEE CO. GOVAN, GLASGOW

ALEX. TYTLER, Temple Bldg., London, Ont.
 J. A. CROOKS, Bedford, Halifax, N.S.
 KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
 G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO., TORONTO.

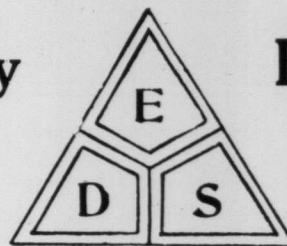
**Macaroni
 Vermicelli
 Swallow Brand**

Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

**SWALLOW BRAND
 THE HEIGHT OF PERFECTION**

The C. H. Catelli Company, Ltd.
 MONTREAL, CANADA

Purity



Flavor

BE LOGICAL!

You wouldn't try to sell base metal for gold to a jeweller! Then, why try to palm off second-rate foodstuffs on the experienced housewife? You may sell other brands to her once, but you must handle

**E.D.S. BRAND
 Jams, Jellies
 and Catsups**

if you want to give satisfaction and obtain "repeats."

"E. D. S." Brand Goods are perfectly pure (the Government Analyst has certified them to be 100 per cent. pure); they are skilfully preserved in an up-to-date sanitary factory, and they retain to a remarkable degree the natural flavor of the fruit.

See to your stocks. It pays to feature pure foodstuffs.

Made only by

E. D. SMITH
 WINONA, :: ONT.

AGENTS—NEWTON A. HILL, Toronto;
 W. H. DUNN, Montreal; MASON &
 HICKEY, Winnipeg; R. B. COLWELL,
 Halifax, N.S.; J. GIBBS, Hamilton.



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PRICES AND SAMPLES ON APPLICATION.

AGEN

PEI

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S



PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

OVER 425 MILLIONS SOLD IN ONE YEAR.
EVERY CANADIAN GROCER SHOULD STOCK THEM.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,
LONDON, ENGLAND

CANADIAN DEALERS SELL
TETLEY'S

TEAS



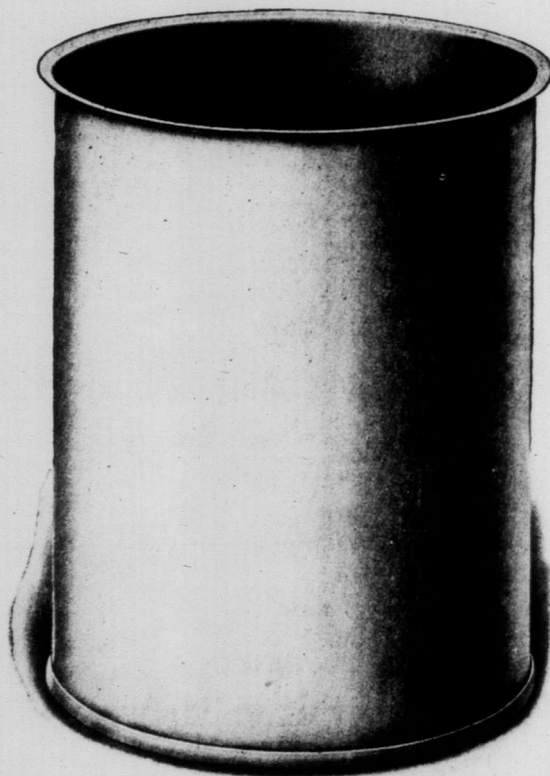
Look for the elephant on every package—the guarantee of quality and excellence.

and make large turnover and substantial profits. Packed in various sized packages:

\$1.00, 75c., 50c., 40c.


JOSEPH TETLEY & CO., LIMITED

110 JAMES STREET - WINNIPEG, MAN.



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk 

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.



The Value of a Name

in selling goods to the public has few better examples than in

Redpath

Extra **SUGAR**
Granulated

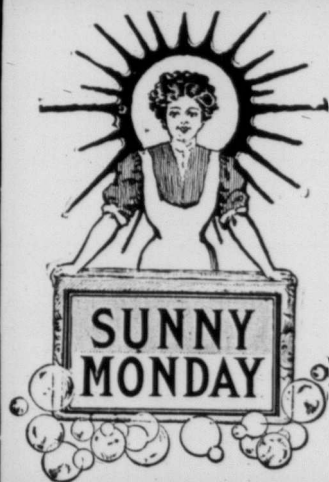
For over half a century the name "REDPATH" has stood for the best sugar in Canada, and consequently the best seller. Now it stands also for the cleanest, handiest, most up-to-date way of marketing it—the new

2 and 5 Pound Sealed Cartons

These packages, bearing the name "REDPATH," are the livest sugar proposition in Canada to-day. Are you making the most of them?

The Canada Sugar Refining Co.
MONTREAL LIMITED

THE NAME "FAIRBANK" MEANS SOAP SURETY



SUNNY MONDAY

SUNNY MONDAY LAUNDRY SOAP has to be the best laundry soap a woman can buy, because the force of Fairbank advertising pushes it into homes where either hard water, soft water, cold water or hot water may be used for washing, and it works as well with one as another.

Grocers sell it everywhere because they find it gives their customers most satisfaction, and that means brings the grocers most sales.

SUNNY MONDAY is a white soap, containing a quick dirt-starter that saves time and clothes.

SOLD TO RETAIL AT 5c.

"Sunny Monday Bubbles Will Wash Away Your Troubles"

THE N. K. FAIRBANK COMPANY, MONTREAL

Kops & Kops Ale Stout

(Non-Alcoholic)

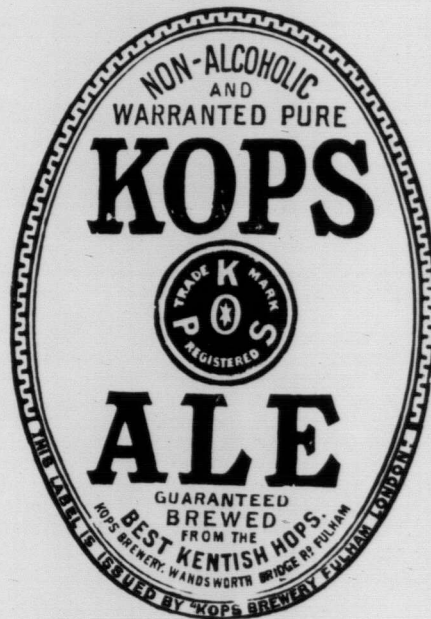
Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful, clear principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.



THE BEST FOR YOUR TRADE.

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C.; W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg; Kenneth H. Munro, Coristine Bldg., Montreal; W. L. Mackenzie & Co., 606a Center St., Calgary; Royal Stores Ltd., St. John's, Nfld.

KOPS BREWERIES, London, S.W., England

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS
MONTREAL

Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

JOHN GRAY & CO.,

LIMITED

GLASGOW

Contains neither Glucose
nor preservatives.

Prices and Samples from:

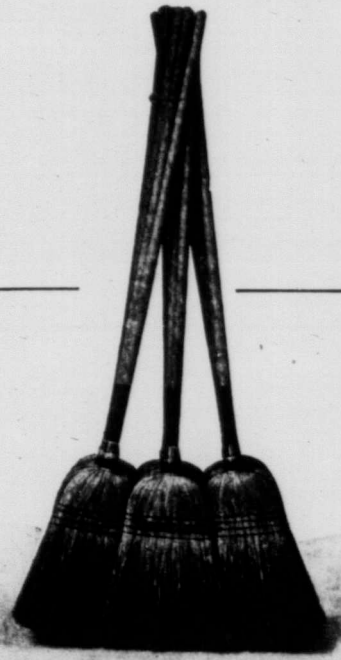
Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta. W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front St. East; Ottawa, E. M. Lerner & Sons, 11 York St.; British Columbia and Yukon, Kirkland & Rose, 312 Water St., Vancouver.

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Agents
The Lind Brok
Toronto
Nicholson &
Winnipeg, Re
gary, Edm
Gordon M.
Montrea
Albert D
Queber



Let Us Send You

Just one sample order of Six Dozen Brooms to show what we can do in the way of taking care of your broom and whisk business. Prices and quality guaranteed. *A Metal Broom Rack Free* with six dozen of the

PARKER BROOM

Agents:
The Lind Brokerage Co.,
Toronto.

Nicholson & Bain,
Winnipeg, Regina, Cal-
gary, Edmonton.

Gordon M. Millar,
Montreal.

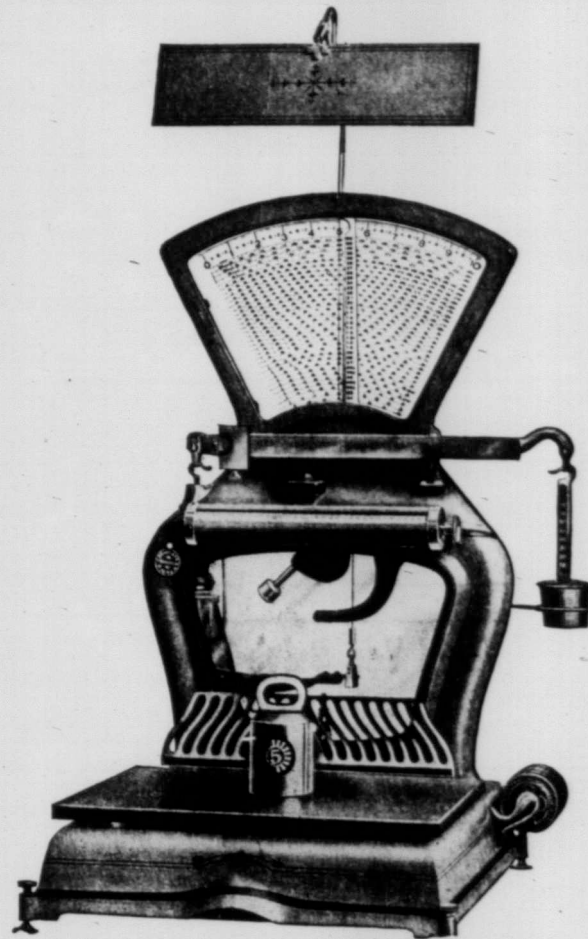
Albert Dunn,
Quebec.

For sale at any good
Wholesale Grocer

**The Parker
Broom Co.**
OTTAWA

The Best Broom Made

STIMPSON Automatic Computing Scales



No. 75---Capacity 100 lbs.

One of the best known and most up-to-date Computing Scales on the market. All Agate Bearings. Fine Enamel Finish. Weighs and Computes to 100 lbs. Equipped with Electric Flash Light, if desired.

Stimpson Automatic Scales

enable you to weigh out your merchandise absolutely accurate—no giving of over-weight—no customer short-weighted. You pay your wholesaler for the exact number of pounds you receive. The STIMPSON weighs out exactly the same number of pounds.

Guaranteed to Comply with the Weights and Measures Laws in every State.

Sold on easy monthly payments, without interest, or with a liberal discount for cash.

Liberal allowances for old scales. Every Scale Guaranteed.

Stimpson Computing Scale Co.
Detroit, Michigan

TORONTO EXPOSITION—Aug. 24th - Sept. 9th

DRIED FRUIT OF QUALITY

This Mark



**on every Box
Insures the Best**

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

**ORDER FROM
YOUR WHOLESALER**

**White Swan Spices & Cereals
Limited**

SOLE DISTRIBUTORS

TORONTO

How Would You Solve This Problem?

There are, say, half a dozen makes of electric coffee mills. They are of all types and sizes and of all prices. Your problem may be to select the one to suit your taste, and not what someone thinks your taste ought to be. How would you go about it?

Would you take somebody's recommendation and let it go at that, satisfied with your efforts?

Or would you find out for yourself which machine suited your taste, and then be satisfied to know that you were getting the best.

Wouldn't it be a good idea then to look into the COLES? It ranks with the best and meets your price.



COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.



Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oil boots and will not soil clothes.

**The F. F. DALLEY CO.
LIMITED**

Hamilton, Canada

Buffalo, U.S.A.

LOVE

All the
Tins, Co
Boxes,
etc., sh
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LOVE I
chines.

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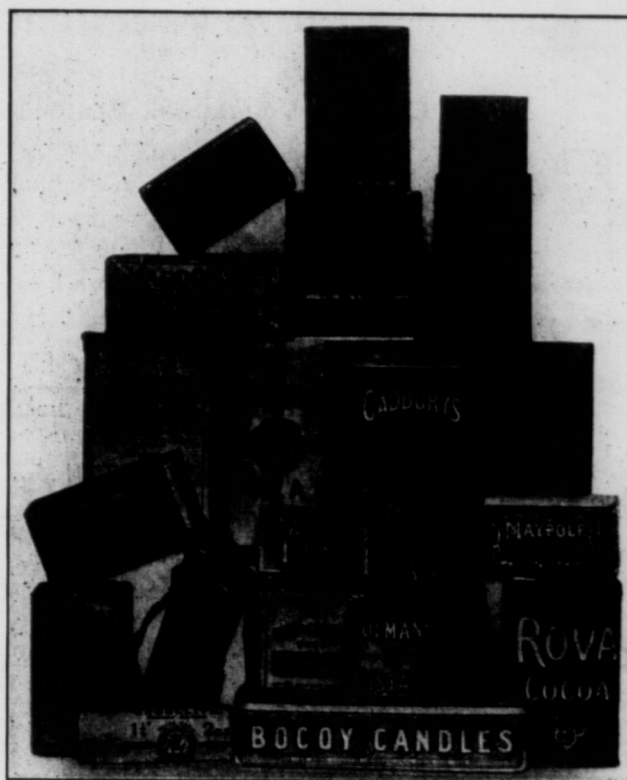
F

THE CANADIAN GROCER

LOVELL'S BAG & PACKET MACHINERY

Limited

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.



Bag and Carton Making, Packeting, Wrapping, Tin and Packet Lining and Labelling, Etc., Etc.

Send us samples for quotations.

LONDON, ENG.

DAYTON SCALES AT THE EX.

Have you ever had the Dayton Scales explained to you? The unique mechanism that weighs so accurately, so quickly and at the same time computes the amount of the price is well worth your while to have it demonstrated.

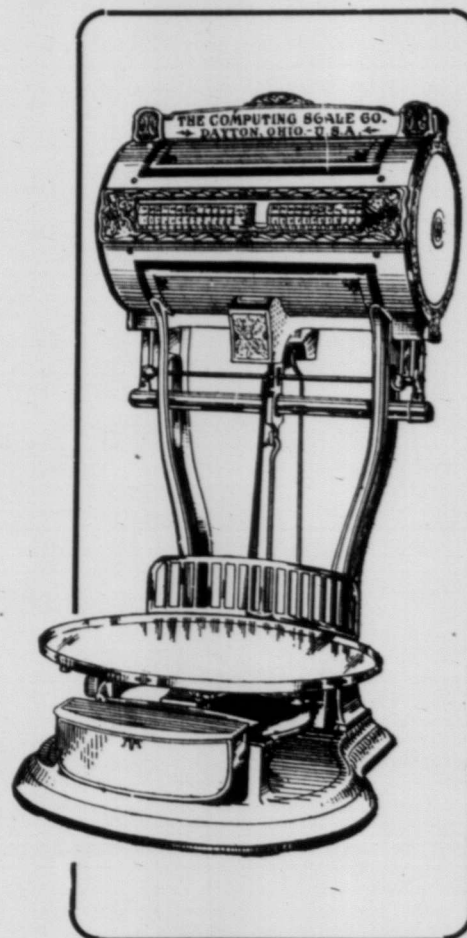
WHEN AT TORONTO EXHIBITION
DON'T FAIL TO SEE OUR EXHIBIT OF
DAYTON COMPUTING SCALES,
DAYTON ELECTRIC FLASHOLITE
SCALES,
DAYTON HAM AND BACON SLICERS,
DAYTON COMPUTING CHEESE CUT-
TERS, ETC.

It will be located in Process Building.

A CORDIAL INVITATION IS
EXTENDED TO ALL.

The Computing Scale
Company of Canada

164 King St. W., - Toronto



Tartan
BRAND
THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,
BAKING POWDER,
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

All goods branded "TARTAN" ensures the handler
of the first quality, every package guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers. 3595, 3596, 3597,
3598 Order 'Phones. 748 Shipping Office.

All orders shipped same day as received.

BALFOUR, SMYE & CO., Wholesale **HAMILTON**
Manufacturing Grocers,

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

MR. GROCER!

Don't let the hot weather interfere with profits.
Investigate the merits of the new

"WALKER"
Refrigerator Counter

IT is just what you need for the economical handling
of cooked meats, fancy dairy goods, fresh fruit, vege-
tables and seasonable delicacies.

IT combines perfect sanitation with economical refrig-
eration, and so temptingly displays your goods that cus-
tomers will crowd around this counter to buy.

IT will boost your sales, win public confidence,
individualize your store, and quickly pay for itself in
a saving of waste alone.

Let us tell you more about it. Drop us a card for par-
ticulars and we will immediately get in touch with you.
We manufacture the best in modern grocery fixtures—
"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co.
LIMITED

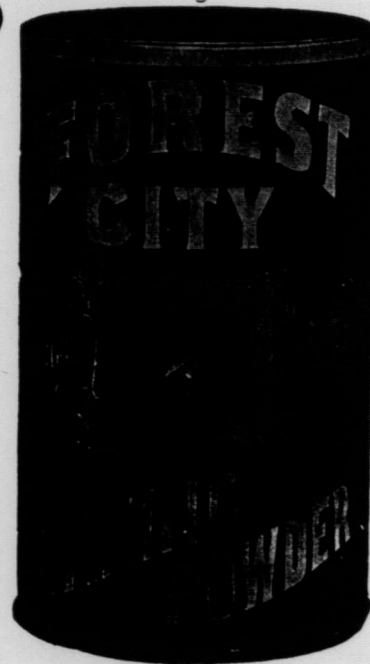
REPRESENTATIVES,—

Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. M. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

Berlin, Ontario

Thousands
Are Doing
It

Why are you not in
with the thousands of
aggressive retailers
who are profiting by
selling the popular
FOREST CITY
BAKING POW-
DER? For 25 years
the standard, selling
on its exclusive mer-
its. Your customers
want the kind they
can rely on. Sell
them Forest City
Baking.



GORMAN, ECKERT & CO.
LIMITED

LONDON

ONTARIO

Western Selling Agents
MASON & HICKEY **WINNIPEG**

The Peach se
for sugars. T

Flies Ar



Dominion Agent: Jos



JAM

W. G.

A Timely Word

The Peach season is near at hand and the prospects are that there will be a tremendous rush for sugars. The Railways are very slow in moving freight. You can get prompt shipment if you order

St. Lawrence
Sugars

Flies Are Thickest Right Now



Promote the sale of Wonder Fly-Killer, it will prove its merits every time, and your customers will make widely known its effectiveness and insure for you good sales this and following years. It will last the entire season.

Dominion Agent: **Joseph R. Wilson** 204 Stair Bldg. TORONTO



THE MCGREGGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE MCGREGGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.

21-23 Wellington St. West, TORONTO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

Keep Your Stock Well Sorted of

JAMES DOME BLACK LEAD

THE SEASON FOR STOVES IS GETTING NEAR

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

CANADIAN AGENTS

FURUYA & NISHIMURA

are receiving shipments of
JAPAN TEAS
 every week. Ask their Brokers for samples.

SIAMESE TWINS



McLean's
 White Moss
 — and —
 Purity



Canadian Coconut Co. Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand
 as extensively used for years past by most
 of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
 A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
 J. HUNTER WHITE, ST. JOHN, N.B.
 CECIL T. GORDON, MONTREAL

SNAP

Does the Trick

when the mechanic, the chauffeur,
 the painter or any person requires
 something more than
 soap to remove dirt
 from the hands.



The action of Snap
 loosens the particles
 of dirt and clears
 them away, leaving
 the hands clean and
 white.

Introduce Snap
 wherever you can
 and you will please and satisfy your
 patrons.

Keep Snap Displayed

Snap Company
 LIMITED
 MONTREAL



HELP HER WITH THE BAKING

The majority of women take great pride in
 making fine cake, bread or pastry—they like
 to have them of even flavor, baked thoroughly
 but evenly, and, above all, tasty. Give them

WINDSOR TABLE SALT

and you make baking success more certain. Poor
 salt means poor baking — everything goes
 "Flat" after hours of work over a hot stove,
 and that means disappointment. Help the
 housewife avoid that.

CANADIAN SALT CO.,
 LIMITED
 WINDSOR - ONTARIO

Re Toronto Exhibition

Again we are going to serve Red Rose Tea at the Toronto Exhibition

The 40c. Quality

and again we will charge 5c. per cup—giving in return a coupon worth 5c. when used in purchasing a package of Red Rose Tea.

We would respectfully ask all our customers to honor these coupons and our travellers will cash them or if sent to us by mail we will remit the money.

T. H. ESTABROOKS CO., LIMITED
7 Front Street, East
TORONTO.

P. S.—We would urge visiting merchants to make themselves known at our booth as a table will be specially set apart for the entertainment of themselves and friends accompanying them.

T. H. E. Co., LIMITED

Here's an open door for your line, Mr. Manufacturer



THE DOOR TO THE WEST

We, being the oldest commission firm of Alberta, and being centrally located, are in a position to represent you exceedingly well. This section of the West has an unbounded future, and the manufacturer who gets his line in here now will reap a bountiful harvest. Take the open door to Albertian trade that we can offer you.

Here are a few firms we represent:—

Armour & Co. Knight Sugar Co. Wethey's Mince Meats. Dominion Watch Co.
Evered & Co. (Brass Goods). E. D. Smith. Dominion Salt Co. A. & R. Loggie.
Twyfords Ltd. (Sanitary Goods).

GET IN LINE TO-DAY.

McKelvie and Stirrett, Calgary

BRANCH OFFICES:

LETHBRIDGE, Alta.

EDMONTON, Alta.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

ESCOTT & HARMER
Successors to W. H. ESCOTT CO.

WHOLESALE GROCERY
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-
Winnipeg, Regina, Calgary,
and Edmonton

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.

Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

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

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
MANUFACTURERS' AGENT
and
IMPORTER
757 Henry Ave., WINNIPEG

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE
BROKER and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic & Foreign Agencies Solicited.

DISTRIBUTORS, LIMITED
P. O. Drawer 99
EDMONTON, ALBERTA.
Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.
Commission Brokers, Customs Brokers and Manufacturers Agents, Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West - Calgary, Alta.

ONTARIO.

CURRENTS

We represent the old reliable shipper C. Ceroni. We can quote you best prices and give you the best fruit. Wire when in want.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
77 York St. - Toronto

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

ONTARIO—Continued.

MacLaren Imperial Cheese
Co. Limited
DEPARTMENT AGENCY
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Secure our prices for
Fine FILIATRA CURRANTS,
Greek cleaned, in half cases,
before purchasing
LIND BROKERAGE CO.
49 Wellington St. East - Toronto

LONDON.

THE MARSHALL
BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

MARITIME PROVINCES.

H. R. SILVER, LTD.
MANUFACTURERS' AGENTS
AND GROCERY BROKERS.
HALIFAX NOVA SCOTIA
First-class frost-proof storage facilities. Correspondence solicited on Domestic and Foreign lines.

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

C. E. CREIGHTON & SON
Brokers and Commission Merchants,
Manufacturers' and Millers' Agents.
HALIFAX, NOVA SCOTIA.
Domestic and Foreign Agencies Solicited.

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.

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

Manuf

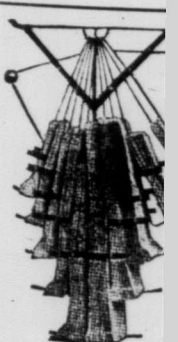
BRITISH

McLEOD
Manufacturers' Commission Brokers
552-6 Cambie
Can give strict attention to Grocery Agencies

L. EMIL
Manufacturers' Agents
235 St. John St.
Correspondence or manufacturer representative references.

O. E. ROBERTS
Manufacturers' Agents
Evaporated
Ingersoll, Ont.
Established


It arises from them up
KILLS
All Dealers and 381
Dealers and Commission Merchants the reason that it gives customer tells others



Conde
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Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale
Commission Agents

852-6 Cambie St., Vancouver, B.C.

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

QUEBEC.

L. EMILE GABOURY

Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.

Correspondence solicited with brokers
or manufacturers looking for a reliable
representative. Can furnish best of
references.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried,
Evaporated and Canned Apples.

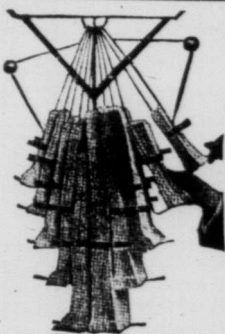
Ingersoll, - - - - - Ontario

Established 1886.



It arises 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 **BROWN** is the
only convenient
Bag Holder

Occupies no counter
space. The bags are
held in position by
gravity—no perfora-
tion of bags neces-
sary. Handy, Saves
Time. Will last a life-
time. For sale by
jobbers everywhere.
Ask your jobber or
write

The Brown Mfg. Co.,
Creston, Iowa, U.S.A.

TRY A
Condensed Ad.
IN
This Paper

The advertising campaign which is now being conducted
ensures to the merchant who stocks

Mathieu's Nervine Powders



a quick sale and good profits. For
all forms of headaches there is no
remedy which reaches the seat of
the trouble so quickly and so effec-
tively as *Mathieu's Nervine Pow-*
ders. Be sure and stock them, as
they are quick sellers.

Try *Mathieu's Nervine Powders*
yourself at our expense as per cou-
pon attached, if you or someone of
the family suffer from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar
and Cod Liver Oil for breaking up colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine
Powders to the following address:—

Name.....
With (Name of firm).....
Street.....
City or town..... Prov.....

**IF IT'S COLLECTIONS
YOU NEED US**

Getting the order is important, very
important. But, getting the money for
that order is still MORE important. If
you get the order and don't get your
money for that order—you'll be out—
won't you?

Here is just where we can help you in
your business. You get the order—
and if you don't get the money prompt-
ly, just send the account to us—we'll
do the rest. Please remember:

NO COLLECTIONS—NO CHARGE.

Better write us for rates, etc., TO-DAY.

The Nagle Mercantile Agency
WESTMOUNT, QUE.

**Queen City Water
White Oil**

GIVES PERFECT LIGHT

The most economical high-grade oil
ever sold in Canada

FOR SALE EVERYWHERE

21

Olive Oils
Black Olives
Green Olives
Spanish Onions
Etc.

H. E. VIPOND
197 St. Paul St.
MONTREAL

Macaroni
Roman Parmesan
and Gorgonzola
Cheese, Etc., Etc.

*I have an interesting pro-
position for a live Agent.*

Buyers' Guide

Canadian Leaf Tobacco

Pipes—Cigars

Give us a call.

J. A. FOREST, 189 Amherst St., Montreal.

The Best is What You Want

Our travellers have a fine line of Wrapping Paper and

PAPER BAGS.

In justice to yourself you ought to examine them. Drop us a card.

COUVRETTE & SAURIOL - Montreal

DO YOU WANT TO BUY A BUSINESS

SELL YOUR BUSINESS OR HAVE YOU ANY BUSINESS TO BE EXECUTED HERE? IF SO, WRITE ME.

V. de la Ronde, 14-16 McGill College Ave., Montreal.

BUGS, COCKROACHES

In fact no insect can live when Auto Roach Killer is used.

"Auto Roach" is the Thing.

Write

Auto Roach Killer Co. - Montreal.

"COON" Shoe Polish

deserves a trial. We are enthusiastic about it. You'll be the same if you just get a sample and try it. If it shines your shoes well it'll shine others. So inquire.

Uncle Sam Dressing Co., Lanoraie, P.Q.

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

WRITE TO

10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

Comte's Coffee

have an established reputation. They are absolutely top-notch quality. What you require.

Put Us To The Test.

Write 144 St. Urbain St., - Montreal.

VOL-PEEK

Any merchant desiring to handle this line will be given the exclusive agency, in other words, only one dealer will be sold in each town. Vol-Peek mends holes in all agateware in two minutes. Means 100% profit. Extra fine counter case.

H. NAGLE & CO. - - MONTREAL.

SULTANA (Brand) TURKISH DELIGHT

Peculiarly delicious. The real thing. Quite a seller. How the girls like this line! Just give it a trial. Write our agents or ask us.

ORIENTAL PRODUCE CO., MONTREAL.

Ontario and Northwestern Agents, MacLaren Imperial Cheese Co. Ltd, Toronto

OLYMPIA AND BEN BEY CIGARS

Ed. Youngheart & Co., Limited Montreal, P.Q.

BUY

BOURQUE'S PICKLES

and Catsups and you will be sure of good goods.

H. BOURQUE & SON - MONTREAL.

Sanola Disinfecting Fluid.

Domophone, a perfect cleanser.

Insecticide Fluid, the modern bug killer.

Green Sweeping Powder, the leader.

Don't overlook these lines. Write to-day.

MONTREAL GERMICIDE,

220 Colonial Ave., - - Montreal

SUCHARD'S COCOA

You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:-

Suchard's. Suchard's. Suchard's. FRANK L. BENEDICT & CO., Montreal Agents.

Chinese Liquid Bluing

Lister's Starch

Cook's Pride Baking Powder

3 lines of approved merit. Agents write.

H. F. PACAUD & CO. (Reg.) MONTREAL

SHOWCASES

Attractive, Finest Workmanship, Prompt Attention.

Don't pass us when in need.

S. Meunier & Fils, - Maisonneuve, P.Q.

RIGA WATER

Tell your customers that a bottle of Riga in the home will prove thoroughly useful. Cures constipation and allays all stomach troubles, besides being a healthful and pleasant beverage.

RIGA WATER CO. - MONTREAL.

QUALITY

is the keyword as far as our

Biscuits and Confectionery

are concerned. Are you interested?

AETNA BISCUIT CO., LTD., MONTREAL

RATS

"Exo" is the most deadly exterminator and has cleared warehouses, etc., where other poisons have failed. Dogs don't like it. No odor—that's the beauty of it.

EXTERMINO CHEMICAL CO., P. O. Box 774 - Montreal

SAVOL SAVOL SAVOL

The purest handcleaner and the largest tin. Agents, write for territory.

SAVOL CO. - - - - MONTREAL

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS TORONTO, ONT. GEO. J. CLIFF, Manager

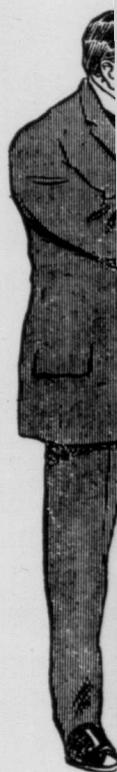
A STEEL SECTIONAL BAKE OVEN

will bake your own goods and increase your GENERAL TRADE. You can have the best goods and obtain all the profit. No expressage or delivery charges for Bread, Rolls, etc. You can do what others are doing. Write for our Complete Catalogue.

BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

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

A want ad. in this paper will bring replies from all parts of Canada.



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Good profit

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Made by t
have made a
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Windsor, Or

WESTERN GROCERS



Need not go without any grocery or confectionery line that they want. We are here to supply the demand for everything in the grocery trade.

Our new warehouse is overcrowded, and we are now building a new addition 100 feet x 44 feet, with four storeys and basement.

Our development is due to the good service we render.

TRY US

For High-Class Groceries at *lowest prices*

“Everything For The Grocer”

RICHARDS & BROWN

Wholesale Grocers and Commission Merchants,

WINNIPEG,

CANADA

No Experiment

A fixed selling policy

A reputation for square dealing

Heavy, continuous advertising

Good profits for dealers—Sale guaranteed

That is the backing behind

Post Tavern Special

—THE NEW FOOD

Made by the people who have made and sold Postum and Grape-Nuts for about eighteen years.

Post Tavern Special is a splendid, safe, dollar-making proposition that will please your customers.

Postum Cereal Company, Limited,
Battle Creek, Michigan.

Canadian Postum Cereal Company,
Limited,
Windsor, Ontario, Canada.



Spices



Spices

Prince of Wales Brand

You can rest assured that all spices bearing the **Prince of Wales** mark are as pure as pure can be. If you hand your customers impure goods and spoil the pickling, well—.

Better Be Sure and Write

S. H. Ewing & Sons
MONTREAL

At the Festival of
Empire Exhibition,
Crystal Palace,
London, 1911,

The GRAND PRIX

The Highest Possible
Award

was granted to

BRAND & CO.,
LIMITED

for their

A1 SAUCE

and

Invalid Specialties

Agents:

H. HUBBARD
27 Common St., Montreal

NEWTON A. HILL
25 Front St. East, Toronto



Something New

Lawrason's Snowflake (antiseptic) Bath Powder and Water Softener is a recent addition to the Lawrason line of high-quality, moderate priced articles.

This is a line that the public have been looking for (especially where little or no soft water is available for bath purposes.) Every dealer who puts in a stock and displays well this new toilet necessity, will class himself as an up-to-the-minute grocer, and will have reason to marvel at the sales that will result—it will sell on sight.

Put up in a very neat little red and green lithographed tin with a nickel-screw top.

Write at Once.

S.F. LAWRASON & CO.
LONDON, ONTARIO



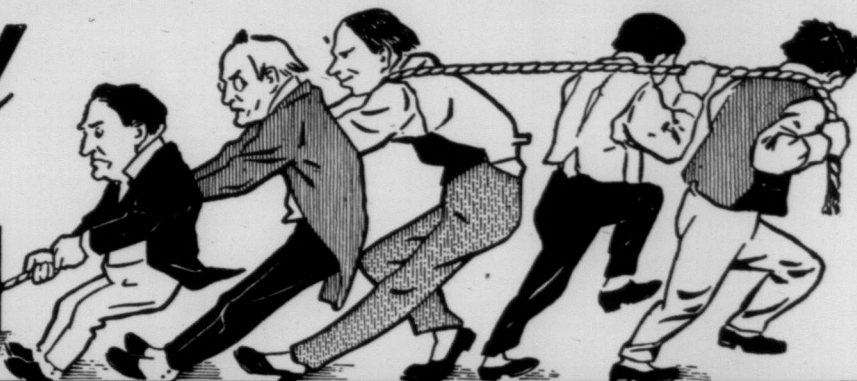
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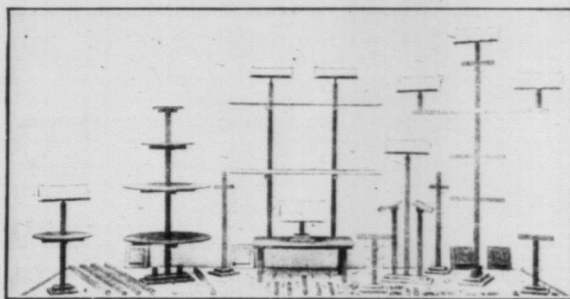
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THE ORIGINAL AND PATENTED SET OF INTERCHANGEABLE WINDOW FIXTURES

....Every Grocer that has purchased a set of my YOUNIT Window Fixtures states most emphatically that they make a strong and successful pull for new and transient trade thru the unlimited possibilities they lend to making the show windows do effective work because of their wonderful interchangeable possibilities.



(Patented 1911 in United States and Foreign Countries)

Read This

A. R. JOHNSTON & CO.,
Dealer in Groceries and Provisions.

Nanaimo, B.C., April 12, 1912.

The Oscar Onken Co.,
Cincinnati, Ohio.

Gentlemen:—

We have received the window fixtures O.K. We are very pleased with same. For our line of goods these are unequalled in displaying. They have caused considerable talk in the city, and are sure to mean a success.

Our windows now are a real pleasure to trim and a strong drawing card to our business.

Yours very truly,

A. R. JOHNSTON & CO., LTD.

The Full Set

The above illustration shows entire set of No. 14 GROCERY YOUNITS comprising 125 YOUNITS to the set. There are 17 display slabs made of well-seasoned oak lumber, 10 of the slabs are fitted with tilting metal adjustments on back for holding them in different positions. The remaining 108 YOUNITS consist of BASE BLOCKS, UPRIGHTS, CROSS ARMS and EXTENSION YOUNITS, in assorted lengths and sizes which will enable you to make HUNDREDS and HUNDREDS of Window Trims and as many odd and standard fixtures.

You Never Need A Tool

Finish Made of Select Oak in one stock finish. Weathered Oak, all in a soft mellow waxed blend.

Storage Chest Each set is put up in a HARDWOOD HINGED-LID STORAGE CHEST (Oiled finish). A place to keep the unused YOUNITS.

Book of Designs A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.

Every Set Guaranteed to Give Satisfaction.
Shipments Made at Once.

My Three Sets

No. 14 Set, 125 YOUNITS. For two large grocery windows and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **\$36.00**

No. 14½ Set, 65 YOUNITS. For one large grocery window and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **\$21.00**

No. 4 Set, 110 YOUNITS. This set is made for the general store, and can be used for displaying groceries, shoes, dry goods, clothing, furnishings and hardware. A good all round set. **\$28.00**

Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian Border.

THE OSCAR ONKEN CO.

Established 32 Years

788 Fourth Ave.,
Cincinnati,
Ohio,
U. S. A.

Order through your JOBBER or DIRECT.
The Oscar Onken Co., 788 Fourth Ave., Cincinnati, Ohio.
Send me your Window Fixture Booklet.
Firm.....
City.....
Business.....



*Doesn't
This Strike
You as a
Good Soap
Proposition*

You don't have to think twice to realize that Morton's Soap is going to make quick sales and reap good profits. We have a soap proposition that is worth your investigation.

N.P. Bar Soap

is simply an honest piece of soap with no fake or fad connected with it. It gives the consumer by far the best value for the money, both as regards quality and quantity, of any soap on the market to-day. Show it to your customers, test it on the scales, ask them to try a bar; if they are not perfectly satisfied with it, you have our authority to refund their money.

It is sure to please—the profits are good.

***David Morton &
Sons, Limited***

Victor Soap Works, Hamilton, Ont.

Increase Your Salary

Do you wish to make from \$10.00 to \$50.00 in addition to your present monthly income?

By devoting your spare hours to our work you can easily do so.

We have hundreds of energetic young men throughout Canada making big money taking subscriptions for MacLean's Magazine.

Many of these commission men join our regular sales force at a high salary.

You can secure a position in your town which will enable you to earn a good salary and put you on the road to success.

Write now for particulars.

**MacLean Publishing
COMPANY**

143-149 University Ave., TORONTO, ONT.

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Install the B
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BARR

The only sure TRADE WINNERS

"MELAGAMA"

TEA AND COFFEE

Are conceded to be the highest standard in teas and coffee. Their excellent reputation have been built on merit. Order a 60 lb. case to-day, and watch your tea and coffee trade grow.

BULK TEAS

Especially fine Fall Import of Bulk Teas are now to hand. Our close prices, consistent with the quality we are putting out will surprise you. We lead in this line. Write us to put you on our mailing list, and we will forward you samples.

MINTO BROS. 45 Front St. E. **Toronto**



It's so easy to do Business RIGHT with the Barr

The Barr enables you to do away with all the cumbersome old-fashioned methods of bookkeeping, with their consequent mistakes, losses, worries and extra labor. With one pen-stroke all your bookkeeping is done and your accounts posted up to the minute. The Barr doubles, triples, quadruples the amount of your collections. The Barr prevents disputes with customers. The Barr saves you hundreds of dollars. Surely this is doing business right.

Save Money and Time

Install the Barr Account Register system in your store to-day. Every day your store is without it you are losing money, and we can prove it. Ask us to prove it. If we can show you that you are doing business at a loss you want to know about it. This is only justice to yourself and your business. So ask us to-day to prove that you are carrying on your business at a loss if you are not using the Barr Register system. Use the coupon NOW.

BARR REGISTERS Limited
TRENTON, ONTARIO

BARR REGISTERS, LIMITED. (Can. Grocer)
Trenton, Ont. We would like to know more about the money-saving
power of the Barr Account Register. Kindly send full par.
dollars, prices, terms, etc.

Name
Street and Number
City
Prov.

At Your Service—

DURING
The

CANADIAN NATIONAL EXHIBITION

AUG. 26th to
SEPT. 7th.

We invite you to make our Warehouse your headquarters, our entire staff are at your disposal.

We have some advance samples of NEW FALL LINES that we should be glad to show you—lines that will help trade and make you some money.

COME IN—LET'S GET ACQUAINTED.

EBY-BLAIN, LIMITED

Front & Scott Sts.

WHOLESALE GROCERS


Toronto



GOOD ENOUGH FOR MONARCHS

There must be reasons for the special preference that exists for Cairns' High quality Jams, Jellies and Marmalades. Royalty, like your patrons, want only the purest to be had in the line of table delicacies.

Step clear of inferior Jams, Jellies and Marmalades, you will not only avoid dissatisfaction with your customers but will build up a substantial money-making trade.

 We have supplied the table of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

**Alexander Cairns & Sons,
PAISLEY, SCOTLAND**

Canadian Agents:
SNOWDON & EBBITT, Montreal, Que.



Fro
increases

Here is a
The peru
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Toroi

1897 - 350 lbs.
1912 - 3,870 lbs.

From time to time we have published figures showing the wonderful increases in the sales of

"SALADA"

Here is another instance of the popularity which "SALADA" has acquired. The perusal of the following letter from one of our travellers, will impress that which we have believed and preached for the last 21 years, namely

That by selling "SALADA" you can satisfy more people than by any other tea.

P. C. LARKIN, Esq.
TORONTO

114 Cottingham Street
Toronto, Aug. 17, 1912

Dear Mr. Larkin:—

I have just found my Diary for 1897. Commenced travelling for you on Sept. 20th, 1897, calling at Caledonia, Hagersville, Jarvis, Port Dover, Simcoe, Delhi, Aylmer, Tillsonburg, Norwich, Paris and Copetown, and sold 350 lbs. that week, 50 lbs. of same was not shipped (credit N.G.)

Last week I sold 3,870 lbs. and this is poor work on this ground, as many consumers are away just now.

Enclosed please find paper.

Yours very truly,
(Signed) A. S. Gormaly

"SALADA" TEA COMPANY

Toronto

Montreal

LONDON, Eng., 41 Eastcheap



For Years in the Lead —Still Leading

is the unparalleled record of these two brands of staple condiment.

COLMAN'S MUSTARD
KEEN'S MUSTARD

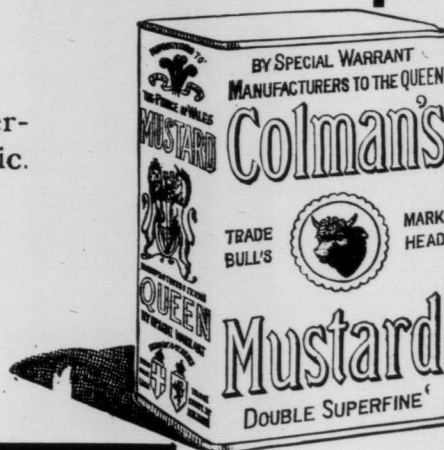
Double Superfine Quality
In square tins.

Any dealer stocking these brands will be catering to the demands of the general public.

MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA

403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.



There Is An Unlimited Sale For **BENSON'S PREPARED CORN**

Among Your Customers

- ' It finds a daily use in every kitchen because women find it an indispensable aid in cooking.
- ' You can unhesitatingly recommend Benson's because you will please your patrons by so doing.
- ' The demand for Benson's is permanent because it is the purest and finest Corn Starch obtainable and never fails to give satisfaction.
- ' You can sell Benson's every day of the year—but especially now, during the summer months.

Your Order Will Receive Immediate Attention.

THE EDWARDSBURG STARCH CO.
LIMITED
MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



An interior view of

Prestige

St. John, N.B. Some time ago it was the interior of the large fish store of Vanwart Street, St. John, was arranged and equipped; for it was clean and modern saying that "there is improvement," and superior to-day will be a skeptic of that fact. John W. Vanwart, proprietor of the store, has new bin fixtures, cash registers and the whole a vast improvement and thoroughly up-to-date.

Values Highly... "We used to have the sides of the grocer Vanwart the other have removed them newer ideas in commerce has made a huge difference than one. Aside from



An interior view of the grocery department of the Vanwart store in St. John, New Brunswick. Note attractive shelf and counter arrangement.

Prestige Secured from Good Fixtures

St. John, New Brunswick, Store Where Much Attention is Given to Store Equipment—Helps Interior Appearance and Permits Greater Facility In Serving Customers—Cleanliness Predominating Feature in Fish and Meat Departments.

St. John, N.B., Aug. 29.—(Special.)—Some time ago it was conceded that the interior of the large grocery, meat and fish store of Vanwart Bros. on Charlotte Street, St. John, was about as tastefully arranged and equipped as could be desired; for it was decidedly attractive, cleanly and modern, but there is an old saying that "there is always room for improvement," and a glance over the interior to-day will readily convince the skeptic of that fact.

John W. Vanwart, who is the proprietor of the store has recently installed new bin fixtures, new showcases, new cash registers and new sections of tiling, and the whole appearance has been vastly improved upon and made more thoroughly up-to-date.

Values Highly the New Fixtures.

"We used to have pull drawers along the sides of the grocery store," said Mr. Vanwart the other day, "but since we have removed them and placed those newer ideas in commission, I tell you it has made a huge difference in more ways than one. Aside from their usefulness

and practicability, consider the value of appearances, and when you compare the look of those nice new mirrored fixtures with the old-fashioned box or pull drawers you will not be long in forming a decision as to which is the more attractive, or which appeals more strongly to the notice of the customer."

The fixtures are decidedly elaborate and quite extensive, as they range the entire length of both sides of the grocery store and along the rear wall as well. Some of the receptacles for holding goods are encased, having the drop pull idea predominant, while the upper portion of the fixtures are open and afford a splendid opportunity for the display of such articles as bottled goods, pickles, jams, flavorings and the like, canned goods, package articles and other lines which can be openly shown without the necessity of cover. And this is one point which is a feature of the Vanwart store, the neatness and exactness with which goods are displayed on the shelves, which is quite apparent from a glance over their arrangement.

Permit of Better Service.

Another noticeable factor in the arrangement of the interior is the readiness with which goods can be procured, due to the various pieces of mechanism and contrivances of equipment such as sliding doors, moving staples, hinges, etc. For instance, at the rear of the store is a large counter behind which is a long row of barrels, the latter apparently being fixed beneath the top of the counter. But when the sugar, flour, or whatever the article is, is being placed beneath the counter, care is taken to see that the barrel is attached to a staple or pivot which allows its being swung freely into the open to permit of the goods being gotten out easily.

The two new cash registers lately installed are marvels in appearance and convenience, as well as practicability. Mr. Vanwart said their total cost was about \$1,400, "but they're as good to me as additional office help" he added. They certainly add to the attractive interior, and when the lever is pressed which opens a drawer a ray of light is

cast over the figures so that accuracy is assured, the incandescents being attached to the registers so that when a drawer is opened they light up. This is likewise a precaution against burglary, besides being very ornamental.

The new tiling which has been placed in the meat and fish department, the latter by the way being entirely separ-

ate, presents a cleanly view and also augments the sanitary aspect of both stores. Neat glass shelves along the walls of the meat store display canned meats and soups attractively while the same is done in the fish department, where canned fish, gravies, relish, etc., are presented in an appealing and tempting manner.

The improvements which have been made in the ways described in the foregoing are decidedly in line with the up-to-date policy of the management and should augur well for future prosperity and increased business; for a tidy, refreshing and fashionable interior is certainly a factor in getting the trade.

Proper System for Window Trimming

It is Essential That the Dresser of Displays Should Proceed Along Definite Lines—Have a Fixed Appropriation to Cover Expense—Yearly Schedules of Displays Are Advisable—File All Pictures of Window Displays—Have a Work Room at the Rear.

Ever stop to consider the importance of having a system to govern your window dressing operations? It is needed in that department just as much as in any other part or department of the store. A short talk along the line of window trimming system will be of interest, therefore. It is a subject which has not been given a great deal of attention.

First and foremost, there should be an appropriation to cover all expenses. This appropriation should be made a yearly one. The window trimmer will then be in a position to purchase what supplies he requires and will be more apt to plan new ideas and arrange effective trims. An ambitious window trimmer is a great asset to any business. At the same time, the setting of a definite appropriation will limit the expense of the windows to a certain figure. This is equally important with the advantage first pointed out. Ambition and initiative are most valuable in a window dresser when combined with financial prudence.

A Regular Schedule.

It is important that your system should cover the selection of the articles to be included in displays. All good, profitable lines of goods are entitled to their share of window publicity, and it will take considerable planning on the part of the window dresser to see that all lines are featured at the proper times.

This can be accomplished by following out a simple routine plan. Go over the list carefully and check out each article which should be used at some time during the year. Then draw up twelve lists, one for each month, putting down each article in the month when it could be displayed with best results. This schedule can be revised as occasion arises but it will provide a good working basis and will obviate the

possibility of certain lines being lost sight of.

Keep Pictures on File.

The window trimmer should have a filing system of his own. His work calls for a continual succession of new ideas on the matter of arrangement of display. Even the most clever will some times run short of original ideas and the necessity then arises for something to fall back upon.

It is advisable to clip out and preserve every picture of a window display that comes to hand. There will be ideas in all of them. For instance, if all the pictures of window displays which have appeared in *The Canadian Grocer* were carefully clipped out and filed away, the possessor would have at his command a never-failing source of new ideas.

The filing should be done in a systematic way. To keep the pictures in good shape, it will be found advisable to paste them up in books.

Co-operate With Others.

In this connection it may be pointed out that the window dresser should not hesitate to consult the other members of the staff and to ask their assistance and advice on all possible occasions. It is an old saying that "two heads are better than one." Some of the clerks may be able to supply just the very idea that the trimmer has been cudgeling his brains to find without result. Co-operation should be carried out in this as in all other branches of the business.

Have Room Work.

Now as to the actual work. If you can find a room upstairs, where work can be done without interruption, or a place at the rear, appropriate a certain space to correspond with the dimensions of the window. In this space you will be able to plan out displays and arrange details before ever going into the window. This is really a very important phase of successful window trim-

ming. With a "dummy" window to work in, the trimmer can arrange more original and complete displays than would be the case if he waited until the window were cleared for action. It is impossible to go into a window and arrange a trim, knowing absolutely how it is going to come out. It is more than likely that difficulties will be encountered and, as time will be limited, the display will have to be left imperfect.

The false window space is especially important in planning displays on an extraordinary scale. Where elaborate effects are desired, it is necessary to give unusual attention to measurements and details.

Preparing "Effects."

This false space can be used also for the preparation of panels and backgrounds. Place your background boards on boxes or kegs and finish them off with a covering of soft-finished cloth or some other suitable material. Then place and attach the articles, having care to arrange them in the form of a design. Use a ruler frequently to make sure that the designs are attached equidistant from the edge. The slightest irregularity will be noticed from the outside when the panels are in place. By preparing the background and panels in this way, absolute accuracy can be obtained, which is impossible if all the work is done in the window.

Keeping Fixtures.

The corner thus appropriated for the use of the window trimmer will serve for the storage of fixtures. To secure best results, a certain number of fixtures are absolutely essential. Pyramids, pedestals and steps are of great assistance in preventing monotony and in bringing about original effects. They can be constructed with little or no expense. Rough lumber or pieces of packing cases will serve the purpose. As they are always covered, the crudity of

construction and material will not show.

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London, Ont.—(S largely attended ware on Wedne 21st, the merchant beth, Komoka, C and Muncey, deci zation for the be will meet once a villages and dis early closing, sell other matters of

H. J. Scott, of Coates, of Mossle mental in bringi gether. A large grocers were pre: liven the meeti speeches. W. J. elected to preside Dorchester, acted a number of spee elect officers for assess each me year. The follo ected:—

President.—J.

Vice-Pres.—D.

Secretary and kin, Delaware.

Addresses Fr

It was decided should be held a call of the presid ing speeches we Coates, H. C. Jol A. Carley, D. J. A. Hodder, H. J. E. J. Ryan, Thos J. A. McFarlan

construction and roughness of the material will not show.

The complaint is often heard:—"I would arrange better displays but I haven't the material to work with. That's all I have—just the empty space in the window." A clerk who once voiced that complaint in the hearing of the writer had not been doing anything for a solid half hour. It was a morning in midsummer and customers were few and far between. If he had utilized the spare time on his hands, he could have knocked together a few suitable fixtures. If he had cared to employ his spare time for a few days in that way, he would soon have had a complete equipment at his disposal.

SUMMED UP.

- Have a settled appropriation for displays.
- Draw up schedule of goods to be displayed each month.
- File away all pictures of window displays in trade journals.
- Seek co-operation of other members of the staff.
- Have false window space at rear or upstairs in which to plan and work out each display before starting in the window.
- Prepare background and panels before placing them in the windows.
- Never discard material. It will come in handy again.

SHORT WEIGHT NOT RETAILERS' FAULT.

Winnipeg Grocers Hold Meeting of Protest—Samples of Short Weight Exhibited.

Winnipeg, Aug. 26.—Winnipeg retail grocers are entering a protest against the action of the civic authorities in bringing them into court on short weight charges recently made against them. At a recent meeting this protest was vigorously voiced. Among those present were J. Paterson, M. Buchanan, of Hardy & Buchanan, J. A. McKerchar and A. White of W. H. Stone Co.

A number of grocers had been fined \$5 in police court on short weight charges. The retailers claim these short weights were in containers, packages, etc., which they had purchased in good faith from wholesalers and therefore did not think they should be held responsible.

J. Paterson stated he could not find the quantity specified in certain jars and cans and brought samples, half gallon tins of maple syrup, five pound tins of jam, a bag of rolled oats, which was short the weight mentioned on the bag by several ounces, and packages of raisins and dates. He claimed that the charge of short weight should be levelled at the wholesale dealers.

It was finally agreed to leave the matter over till the next session of the committee and in the meantime consider what could be done to remove the hardships imposed by the by-law on the retail man who was not responsible for the shortness of weight. The matter of butter was one of those discussed at length and there appeared to be an impression that such articles should not be sold underweight. Exceptions might be made in the case of other goods sold in packages.

LARGE CROP OF BEANS.

From returns received from farmers by the Ontario Bureau of Industries (Ontario Government), the bean crop of the province is estimated at 1,203,420 bushels from 69,703 acres, or 17.3 bushels to the acre. In 1911 the yield was 898,212 bushels from 51,508 acres, or 17.4 bushels to the acre. An average crop is placed at 17.2 bushels.

READ IT AS A CLERK—NOW NEEDS IT AS A GROCER.

Editor, Canadian Grocer.—Would you please send me The Canadian Grocer. I have always been a reader of your paper since I started in the business when fourteen. Am now twenty-three. I am in business for myself, and I need your valuable paper.

(Sgd.) A. STIRLING.

Chatham, Ont.

Middlesex Dealers Form an Organization

Merchants Get Together From Delaware, Lambeth, Komoka, Christina, Mt. Brydges and Muncey — London Grocers Auto to Delaware and Several Addressed the Meeting—Good Work of Two Gladstone and Mossley Merchants—Officers Elected.

London, Ont.—(Special). — At a very largely attended meeting held at Delaware on Wednesday evening, August 21st, the merchants from Delaware, Lambeth, Komoka, Christina, Mt. Brydges and Muncey, decided to form an organization for the betterment of trade, and will meet once a month at the different villages and discuss such matters as early closing, selling goods at cost and other matters of interest.

H. J. Scott, of Gladstone, and W. J. Coates, of Mossley, were largely instrumental in bringing the merchants together. A large delegation of London grocers were present and helped to enliven the meeting with songs and speeches. W. J. Coates, of Mossley was elected to preside and C. W. Vollick of Dorchester, acted as secretary. After a number of speeches it was decided to elect officers for a term of one year and assess each member one dollar per year. The following officers were elected:—

President.—J. A. Kelley, Lambeth.

Vice-Pres.—D. J. Matheson, Komoka.

Secretary and Treasurer.—M. J. Bodkin, Delaware.

Addresses From London Grocers.

It was decided that the next meeting should be held at Mt. Brydges at the call of the president. During the evening speeches were delivered by W. J. Coates, H. C. Johnston, J. A. Kelley, G. A. Carley, D. J. Matheson, W. J. Lang, A. Hodder, H. J. Scott, G. D. Brinkley, E. J. Ryan, Thos Shaw, Adam Palmer, J. A. McFarlane, G. B. Drake and

Thos. Ranahan. The singing was a feature of the evening, those taking part were Messrs. Baker, Ranahan, Carter, Adams, and Ryan. The London delegation had quite a time going out to Delaware and returning owing to breakdowns to the motor car. An hour was spent at Lambeth effecting repairs going, and two were lost on the road coming back.

The Merchants in Attendance.

Those present were, J. A. Kelley, G. A. Carley and Wm. Earle, Lambeth; H. C. Johnston, M. N. Bodkin and D. R. Owen, Delaware; D. J. Matheson and A. O. Graham, Komoka; Byron Adams and H. J. Snellgrove, Mt. Brydges; E. Ryckman, Christina; W. J. Lang, Muncey; W. J. Coates Mossley; G. B. Binkley, Avon; A. Hodder and C. W. Vollick, Dorchester; H. J. Scott, Gladstone, and from London there were: Thos. Shaw, J. A. McFarlane, G. B. Drake, Adam Palmer, Tom Ranahan, Dan Carter, Jas. McKenzie, I. X. L. Baker, and E. J. Ryan. The meeting closed with the singing of the National Anthem and three cheers for the new president and secretary.

W. J. Coates urged all present to read The Canadian Grocer, giving many instances where his clerk, Mr. Longfield, had carried out many schemes outlined in The Grocer with good results.

H. Gilbert Nobbs, manager Holbrooks, Limited, with head office at Toronto, is expected home from the Old Country on Sept. 12.

The CANADIAN GROCER

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John Bayne MacLean - - President.

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TORONTO, AUGUST 30, 1912

VALUE OF MARITIME CONVENTION.

Such conventions as the Maritime Board of Trade holds every year, are bound to do a large amount of good. The ideas of men are responsible for actions, and at this conference business men from different centres of the Maritime provinces get together on national Maritime problems, and their visions on these problems are naturally widened.

What is done therefore by the Maritime Board of Trade will have its effect sooner or later on the destiny of the provinces. Men's views of things become broader; they go back to their home cities and towns with a much wider experience, and their influence is sure to be felt among their fellow business men.

A full report of this year's convention at Truro, N. S., is given elsewhere in this issue. It comes from our own representative and shows what are the live questions from a national standpoint in those fertile provinces down by the sea. It will be seen that Maritime men are greatly interested in railway transportation, in telegraphic communication with Prince Edward Island, in commercial education, agriculture, shipping, immigration, etc.

The report is one which should be read by anyone at all interested. It gives a broader view of things.

SYSTEM IN WINDOW TRIMMING.

Window trimming has become such an important phase of retail merchandising that more attention is being paid to it than ever before. In the average store, however, interest in the subject has not yet reached the pitch where a definite system is worked out to govern the displays. Nevertheless system is needed if best results are aimed at.

Some suggestions are given in an article in this issue which are worthy of consideration. It is not our intention to comment here on the various points made, but we desire to place particular stress on the suggestion that the window trimmer needs assistance. No matter how fertile the imagination or how resourceful the mind, there will be times when the most skilful will be lacking in ideas. It is always possible to learn from others. No better plan could be devised than the careful filing of all pictures in trade papers and magazines. Every picture will have a

suggestion or contain a hint which may some day be utilized. Some men pride themselves on their originality and scorn to avail themselves of any assistance. Their viewpoint is narrow and they are not as likely to develop and improve in their work as are those who learn from what others are doing.

DECLINE OF CANADA'S DAIRY EXPORTS.

Canada's butter and cheese exports to Great Britain have sadly dropped away during the past ten years.

Ten years ago 13,000 tons of butter went from Canada to England; twelve months ago it fell to 776 tons. There was not sufficient Canadian butter on the London market to secure an official quotation. The situation is attributed to increasing home consumption.

The same reason explains the falling off in cheese exports. In face of the fact that we have a natural agricultural and dairy country this should not be. The trouble is that production is not going ahead as rapidly as it should. The Great West is filling up, but mixed farming is slow to move forward there. The East, therefore, has to supply it with butter and cheese that used to cross to the Motherland.

This condition of affairs has greatly aided New Zealand. British imports of cheese from that country have increased to extent of 22,000 tons, while imports from Canada have fallen off 15,000 tons.

Will Canada cease to export cheese at all by 1916?

THE GROCER ABSENT ON VACATION.

In last week's issue an article appeared in our news columns telling of something original by way of taking holidays. For two weeks in August a Toronto dealer closed his store entirely, tacked on an absentee sign, gave his clerks and drivers a fortnight's discharge and with his wife and family departed for wild game sanctuaries in the north.

Not many retail dealers can, of course, fall in with this suggestion. At any rate the majority who insist on a breathing spell annually, have already spent their appropriation for vacation, and they will not have any opportunity this year at least to give a trial to this innovation. Supposing next year more should decide to adopt such a course, would it not be advisable to consult him on possible difficulties in connection with the holidays?

Before hitting the trail for the watering place, it will be remembered customers were advised to lay in a heavy larder—one that would last the two weeks. In hot weather, we are told, certain well known staple articles do not hold on to their original quality for any great length of time; so the question naturally arises how fresh would a fresh egg become in two weeks time, that was two weeks old when sold.

Without being considered impertinent, one, too, might well inquire into the standing of a loaf of bread, aged two weeks, or a roll of butter that has lain on the cellar shelf for the same length of time. If these things could all be purchased green, like a bunch of bananas, for instance, the problem would be solved. But although we have dried eggs, frozen, fresh, select, new-laid and canned eggs, none of them have evolved from a state of greenness. So there lies the difficulty.

The sign which appeared on the door of this store announcing the absence is reminiscent of the one the preacher used long ago on a similar occasion. It ran thus:

Preacher is absent on vacation.
 Church is closed until his return.

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It mattered little whether there were any souls to save or whether any poor wandering sinner had trudged along the dusty road in search of comfort, only to find the church door closed against him, whether soul hungry or not. He must wait the good man's return.

Nevertheless here is a grocer that has sprung something new on the public and he must be given credit for it even if the rest of us cannot follow in his footsteps. The world loves originality, and admires the man who does something out of the ordinary.

—*—
HANDLING TEA IN OLD LONDON.

In 1911 about 350,000,000 pounds of tea passed through the London, England, market.

When the tea arrives by steamship from the East it is delivered to the warehouses and weighed by customs officials and inspected by agents of the merchants who own the tea to determine whether any damage has been done or not. If the merchant who owns the shipment is desirous of selling immediately on arrival he selects a broker and gives him instructions to "print" the teas for sale in public auction. This is the customary method, although in some cases the tea does not pass through the salesrooms, but is sold by private contract. The owner sometimes holds for higher markets.

The selling broker notifies wholesale buyers that certain teas are on sale through catalogues. These catalogues contain date and condition of sale, the garden where grown, the quantity, style and description of each grade and such as Pekoe, Broken Orange Pekoe, Pekoe Souehong, Pekoe Fannings or Dust.

Representative samples of each package are put on display by the warehouse keeper to give prospective buyers an opportunity to test the teas. This is carried out by the wholesale houses, who hold the permit of the Port of London Authority, sending samples to the various warehouses named in the catalogues.

The samplers present their authority to draw the teas, but that no loss of tea may accrue to the owner, returns of an equal measure and quality to the samples taken away, are left at the warehouse by the samplers.

The tea auctions are rapidly conducted, bidding being exceedingly fast if teas are low priced. As many as 300 lots are sold in an hour. Each item is not separately announced, but just as soon as one parcel is sold, the next one is immediately bid for. It takes a fast following brain and a clear head to follow the transactions at a London tea auction sale.

—*—
FRUIT CROP OUTLOOK.

At present time the crop of apples in Canada appears to be a fairly good one.

From nearly every quarter the growth is reported to be excellent, and in many cases larger than usual. At the same time all apples are likely to be smaller than usual and the average in parts of the St. Lawrence valley districts is less than half a crop, and in some instances total failures are reported.

The conditions of the markets, so far as Canadian apples are concerned, are fairly reassuring. The apple crop in Europe is universally short and this shortage has a direct influence upon the export price of Canadian apples. Germany imports an average of 3,000,000 barrels of apples from the surrounding continental countries annually, and there seems no reason why there should not be a splendid opening this year in Germany and probably other coun-

tries on the continent. The prospect for improved transportations from Canada direct to Germany is good. France may be expected to take fairly large quantities of the late winter varieties of apples and the British markets, where there is undoubtedly a general shortage of fruit, offer more than ordinary attractions this year.

Grapes will likely be an excellent crop, as reported previously in these columns. The same, however, cannot be said of pears, with possible exception of inland valleys of British Columbia. The plum crop, with exception of Nova Scotia and parts of British Columbia, will not be extra good either.

—*—
THE RESULTS OF PREJUDICE.

Prejudice has ruined many a man.

Because someone's father and grandfather shuffled along in an ancient looking store and eked out an existence, is no reason why the son and grandson should do the same. We see to-day in every centre of industry a few merchants in every class gradually rising above their competitors. If we take the trouble to make a thorough investigation of the cause, we shall likely find it lies in difference in methods, store equipment and store appearance. There are some exceptions but they are mighty few.

It is all very well to respect the opinions of our departed ancestors, but it was never intended that in business matters their example should be followed. We live in a progressive age when people want wholesome foods from sanitary stores and in as attractive conditions as possible. They want good service. They are susceptible to advice from only those dealers in whom they have confidence, and the way to gain this confidence is to operate a business suggestive of modern times.

It is time the old excuse, "my father got along without advertising, or without this register or this or that equipment," was forgotten. Our ancestors lived in a different age. Imagine the twentieth century farmer cutting his fields of grain with the sickle because his grandfather did. Times have changed and the people want service and advice they can depend on.

—*—
EDITORIAL NOTES.

And now we enter upon the first of the autumn months.

• • •

With September most dealers turn their thoughts to fish and oysters.

• • •

The oyster is something like a colt in one respect. To be much good either should be four years old.

• • •

It is a good sign to see merchants getting together. This undoubtedly spells progress.

• • •

To hear of the doings of the Hamilton grocers' "Hump," makes one feel he has missed a lot of this life's fun.

• • •

The constant rains that have been visiting us have been hard on cut and standing grains. Considerable damage to Ontario crops are reported.

• • •

If every dealer weighed or measured everything purchased he would have little trouble with short weight—and he would save a lot of money.

Current News of the Week

Western Canada.

E. Hebnegreen has started a general store at Edmonton, Alta.

C. N. McCarthy has opened a general store at Lethbridge, Alta.

J. O. Petty, of Calgary, Alta., has sold his grocery store to MacLeod & Ware.

John Bird, grocery dealer of Monarch, Alta., has been succeeded by Moore & Brown.

W. R. Douglas, of Wetaskiwin, has secured the general store business of J. S. Dixon and Son, Strone, Sask.

The Canadian Credit Men's Association have opened a branch in Regina, Sask., with A. K. Ferguson in charge.

Moose Jaw is to have a \$100,000 department store, according to reports. Plans and specifications are now being proceeded with.

A grocery firm in Winnipeg was recently fined for the eighth time for keeping the premises in a condition which was claimed by the health authorities to be unsanitary.

Davies & Moyle are opening a commission and grocery brokerage business in Edmonton. Mr. Moyle recently returned to Canada from the Old Country where he spent four months on business. He was with the E. W. Gillett Co., Limited, for nine years.

J. M. Dale, pioneer grocer of Maple Ridge, B.C., on the main line of the C.P.R. about thirty miles out of Vancouver, has sold his entire holdings to F. J. Hart & Company, of New Westminster and Vancouver, who in turn, being brokers, sold again to J. A. Cross, formerly of Nova Scotia for \$20,000. Mr. Dale was in business twenty years at Maple Ridge.

Quebec and Maritime Provinces.

Ed. Cousineau, grocer, Montreal, is succeeded by J. B. Smart.

W. Johnston of Gunn & Langlois, Montreal, has returned from holidays.

J. R. Dube, general merchant, Beaucour, Que., sustained loss by fire recently.

Thorne & Perry, general merchants, Gody's, N. B., have dissolved. Geo. M. Thorne will continue.

The employes of the C. H. Catelli Co., Limited, Montreal, had an enjoyable

outing recently, spending a day on the river and on one of the islands. They were entertained at Iberville by Mr. Desmarais, manager of the firm.

In last issue of *The Grocer* when referring to new building of the A. W. Hugman Co. Limited, Montreal, it was stated that A. W. Hugman was president of the company. It should have been managing director, the president being Alderman Jas. Robinson of same city.

Zephirin Hebert, president of Hudon Hebert & Co., Limited, Montreal, has been indisposed for the past few days. It is understood that his illness is not very serious, and in passing it might be mentioned that this is his first absence from business on sickness for over twenty years.

J. N. Paulhus, of D. Hatton & Co., Montreal, was in St. John last week on his annual business trip in which he buys up large quantities of fish. It is understood that he placed with P. B. Lent of the Lent Fish Co., of Westport, N.S., orders for a quarter of a million pounds of prepared fish. From there Mr. Paulhus went to Prince Edward Island.

F. R. Dearborn, of the Dearborn Manufacturing Co., St. John, N.B., dealers in spices, baking powders, coffee, etc., has purchased a large block of land in Fairville, St. John, and intends erecting a big factory. He will have associated with him in the enterprise a large manufacturer of grocery supplies from the United States, who has been intending for some time to establish a Canadian branch. It is purposed to erect a four storey reinforced concrete building and have a railroad track running through the entire length.

Ontario.

Harriet Sanderson, Toronto, is succeeded by Leake & Co.

Geo. Hunt, a Hamilton, Ont., grocer, died last week.

A. W. Morrison, an Ingersoll, Ont., grocer, has sold his business.

Geo. Burwell, grocer, Hamilton, Ont., has sold to Rachel Miller.

C. W. Barnes, of the Eze Manufacturing Co., Toronto, is ill with pleurisy.

Hespeler, Ont. merchants met recently to talk over plans of re-organization as a

retail merchants' association. A. Hagmeier, grocer, acted as chairman, and John Darwin as secretary. Another meeting will be held in near future when officers will be elected.

Kelly & Bowman, general merchants, Atwood, are removing to Port McNichol, Ont.

W. J. Chalk has purchased the general business formerly conducted by J. M. Steel, Clarksburg, Ont.

W. C. Omand, flour exporter, Toronto, has returned from a trip to England and Scotland.

Taber & Co., Ottawa, Ont., who have bought D. J. Dick's general store, opened it on Aug. 24.

F. R. Dalwe, general merchant, Port Stanley, Ont., has been appointed harbor master at that point, succeeding the late F. E. Shepard.

J. T. McGarrell, Cardinal, Ont., has installed a new meat cutter to his already well equipped grocery business. He is also getting a new automatic cheese cutter.

Wilbert Nicholls, grocer, Lindsay, Ont., has decided on a number of improvements for his store in the near future. The door will be placed in the middle of the store front and plate glass windows installed. A metal ceiling will also be added.

The St. Thomas Biscuit Co., St. Thomas, Ont., in return for a loan from the city of \$35,000, a fixed assessment and other conditions, agrees to purchase a site and erect a four-storey brick factory, 160x60 feet, for the manufacture of biscuits, confectionery and paper boxes. A by-law will be voted on on Sept. 16 to determine whether the agreement will be ratified by the people or not.



THE VALUE OF THE SEASONS.

The retail dealer should make the most of the months and seasons. For instance, September, is now upon us and with it comes opportunities which we do not find in any other month. It marks the opening of the fish and oyster season, the finish of the late fruit and vegetable preserving season and it is a splendid time to sell the last of the fly destroyers.

G. E. Barbour Company

Limited

WHOLESALE GROCERS

Office and Salesroom - North Wharf
Saint John - - New Brunswick

BRANCH WAREHOUSES

Saint Stephen - - Woodstock

Importers and Dealers

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

Wholesale Distributors

"Gold Bond" Canned Goods,
"Goodwillie's" Fruits in Glass,
"Hartley's" Jams and Marmalade,
"Lea's" Pickles and Mustards,
"Snider's" Ketchups,

Manufacturers

Flavoring Extracts, Baking Powder,
Icings and Grocers' Specialties.

Proprietors "King Cole" Tea

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

Have you ordered your

Molasses

For Fall Trade ?

Ask Your Wholesaler For

FAMILY BRAND
for
COOKING

(In Tins)

HOUSEHOLD BRAND
for
TABLE USE

(In Tins)

Also all grades in bulk---puns., tcs., bbls., half-bbls. and kegs

CROSBY MOLASSES CO., LTD. St. John, N. B.

Did It Ever Occur to You

that good coffee is the drawing card of a grocery business?

Just put in a line of Chase & Sanborn's High Grade Coffees and you will find people come from the extreme ends of your town for it—and incidentally purchase other commodities.

CHASE & SANBORN

COFFEES
MONTREAL

Morr

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At Halif

Our
Pure Jam
Preserved

Griffin
Brand" C
Asparagus

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"The qual
goes on."

Morrison & Williams

WHOLESALE GROCERS

At Halifax, N.S.

Our specialties are Wagstaffe's Pure Jams, Marmalades, Jellies and Preserved Fruit.

Griffin & Skelley's "Gold Bar Brand" Californina Canned Fruit and Asparagus.

We sell "Middle Cut" Salmon and "Signet Brand" Essences and Spices.

Morrison Limited

WHOLESALE GROCERS

At Amherst, N.S.

Amherst is so situated that we can supply the wants of the trade in this section of Nova Scotia as well as the County of Westmoreland in New Brunswick, more promptly than from any other point.

In addition to a full line of Groceries we are "Selling Agents" for The McLean Milling Co., Ltd., Manufacturers of Flour, Cornmeal, Feeds, etc.

Wholesale Grocers

WE ALL SELL "MIDDLE CUT" SALMON AND "SIGNET BRAND" ESSENCES AND SPICES

M^cCulloch, Creelman & Morrison

WHOLESALE GROCERS

At Truro, N.S.

We have booked, and are still booking, large quantities of

"Middle Cut" Salmon.
"Grand River" Canned Goods.

We use handsome labels on these lines, because "please the eye and you tickle the palate."

But always REMEMBER

"The quality goes in before the name goes on." Send along your orders.

Puddington-Wetmore-Morrison,

LIMITED

WHOLESALE GROCERS

At St. John, N.B.

St. John, N.B., is our manufacturing point. Our customers are certainly keeping the factory busy, and we appreciate it.

"Signet" Spices and Flavoring Extracts are now found in every well assorted stock.

If in St. John for the Exhibition we would be glad to see you either at the office or at the booth in the Exhibition Building.

Four Branches

**RED
CLOVER**

T

**-the tea that helps keep
the teacup popular**

RED CLOVER TEA

Tea drinkers when they once try this blend are at once infatuated with its delicious, satisfying flavor.

As you know, much depends on the proper blending of teas to produce a really first-class article. This we are expert in, and the rapidly growing popularity of Red Clover Tea is our proof.

Try a sample order of Red Clover Tea and introduce it to your customers. It will pay you.

CHAS. H. McDONALD, Limited

Tea Importers and Blenders

ST. JOHN

NEW BRUNSWICK

M. WOOD & SONS

LIMITED

Wholesale Grocers

Exporters of Choice Baled Hay and Straw

—ALSO—

Potatoes, Eggs, Butter and other Farm Produce

Agents for the Celebrated "Cross," Slag, and Mixed Fertilizer.

SACKVILLE, N. B.

OUR PRINCIPLE—Goods of Quality and full value given for every dollar received.

BLUENOSE BUTTER

IN TINS

A Maritime Province product
that has advertised the Maritime
Provinces.

Used by particular consumers
from Yukon to Panama.

A high grade table butter packed
in hermetically sealed tins for
special trade.

SMITH & PROCTOR

HALIFAX - - - - CANADA

AGENTS:
ALLAN LINE STEAMSHIP CO.
QUEBEC STEAMSHIP CO.
PICKFORD & BLACK'S LINES.
THREE RIVERS STEAMSHIP
CO.
ACADIA COAL CO.
CANADA SUGAR REFINING
CO.
FURNESS, WITBY & CO., LTD.

CARVELL BROS.

Wholesale Grocers, General Agents and Produce Dealers

Write or Wire Us for Quotations, Oats, Potatoes, Hay, Eggs, Cheese, Butter

Charlottetown, P.E.I.

Canada

AULD BROTHERS

DEALERS IN AND EXPORTERS OF

Eggs and Produce

Wholesale Grocers

CHARLOTTETOWN, P.E.I.

Our Specialty is Eggs

We are doing the Largest Egg Business in Canada
East of Montreal

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

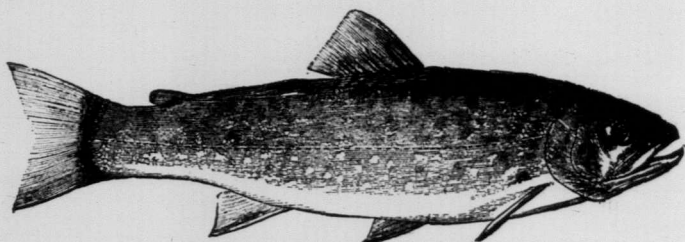
Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - Nova Scotia



WE ARE BUSY

putting up an enormous pack of the popular Brunswick Brand of Sea Foods. The high quality and unvarying excellence have made for them a reputation among the buying public that serves to the best interest of the retailer who puts his selling powers behind the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience, and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

1/4 Oil Sardines	Kipperd Herring
3/4 Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(oval and round tins)	Scallops

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. DeCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

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Quit taking chances on your

**FEED, CORN MEAL and
PURE BARLEY OATS and CORN**

The same thought applies to all feeds, also to
Grain, Flour, etc.

Established away back in 1879, The VIC-
TORIA MILLS have been striving towards
PERFECTION ever since.

WE control ROYAL GOLD FLOUR for
this section and specialize on GOLD DUST
CORN MEAL.

To-day is the day to write us your needs.
The most liberally handled flour and feed
house in the Province.

C. B. McMullen, Proprietor of the **Victoria Mills**
TRURO **NOVA SCOTIA**

WE GUARANTEE all our goods to be just as represented.

YES. We are still doing business, and plenty of it too. The fire certainly gave us trouble, but we have held our trade and hope shortly to have our new factory ready. We had to send abroad for all of our machinery and it is at hand. The same sterling sugar which has made the reputation of the Acadia Refinery famous all over the Dominion will again be produced. At present we are filling orders as promptly as possible. Those who know us have been patient and we invite the trade to not overlook the fact that we have not been put out of business despite the erroneous reports to the contrary.

Acadia Sugar Refining Co.

Limited

HALIFAX, - - NOVA SCOTIA



View of Truro.

Stron

Truro, N.S., A greeted the ninth of the Maritime met in the Municipality Aug. 21-22. The rejuvenation of life denca. New de from various part the discussions w esting from a Na time standpoint.

Dr. Dunbar, pre ing to order at 1 from committees delivered a short regretted the abs who was attendin tion at Antigonis beauties of the which would be the place and su were being attrac ing ahead. He ag for the honor co officially welcome Truro.

The roll call s resentation of de

The president committee should range the order were read from a politicians and n including Premi Brunswick; also Nova Scotia. In wishes were exp and comment ma teresting subjects

British Ma

A letter was 1 Palmer of the F don and Paris wl ada with a party



View of Truro, N.S., the Convention Town—Bird's Eye View Looking North-East.



A Pretty Scene in Truro From the East—Symptoms of Good Agricultural Land Are Here.

Strong Maritime Business Men Unite

Annual Convention at Truro, N.S., of Boards of Trade of Provinces Down by the Sea—Questions affecting the Transportation Facilities of the Maritimes Among the Most Prominent—Cable Service to Prince Edward Island—Change Wanted in Militia Act Respecting Strikes—The Immigration Problem.

Special Staff Correspondence.

Truro, N.S., Aug. 27.—Fine weather greeted the nineteenth annual meeting of the Maritime Board of Trade which met in the Municipal buildings at Truro, Aug. 21-22. There was a decided rejuvenation of life in the Board in evidence. New delegates were present from various parts of the Provinces and the discussions were notable and interesting from a National as well as Maritime standpoint.

Dr. Dunbar, president, called the meeting to order at 11 o'clock, and reports from committees were heard first. He delivered a short address in which he regretted the absence of Mayor Stewart who was attending a Municipal convention at Antigonish. He referred to the beauties of the town, its attractions which would be seen by a drive about the place and surroundings. Industries were being attracted and Truro was going ahead. He again thanked the Board for the honor conferred upon him and officially welcomed the delegates to Truro.

The roll call showed a splendid representation of delegates.

The president then suggested that a committee should be appointed to arrange the order of subjects. Regrets were read from a number of prominent politicians and members of parliament, including Premier Fleming, of New Brunswick; also Premier Murray, of Nova Scotia. In all the letters, kind wishes were expressed for the meeting and comment made upon the many interesting subjects on the list.

British Manufacturers Visit.

A letter was read from W. Leonard Palmer of the Financial News of London and Paris who recently toured Canada with a party of British manufactur-

ers in which he enclosed excerpts from most flattering opinions of the Maritime Provinces sent him by the manufacturers who had returned to the Old Land.

Mr. Palmer's letter was as follows:
Chairman, Maritime Board of Trade,
Truro, N.S.

Dear Sir:—

I am enclosing you some brief opinions upon the Maritime Provinces which I obtained from some of the members of the above party. Possibly you have already seen these as I forwarded same to the leading newspapers in N.S., and N.B., but they are of particular interest: inasmuch as they bear out and endorse all that I have personally said about the Maritime Provinces. I had hoped to have been able to visit Truro whilst your meeting was on, but regret to say it is not possible I trust however, that your convention will have the best possible results, and that from your discussions will emanate a plan or plans by which to bring the Maritime Provinces into that prominence which their great natural wealth, their infinite variety, their well established order of social, educational and other conditions warrant. I am not, as no doubt you know, one of those who believe that the comparative slow progress of the Maritime Provinces is due to a backwardness on the part of the people. Before forming such a hasty and harsh judgment as that people should become acquainted with the manifold causes which for some years past have been allied and determined to draw valuable human material away from and past Nova Scotia and New Brunswick.

Movement to Western Canada.

Previous to the opening up of the Great West, Canada was practically un-

known to the outside world. It attracted few settlers and could invite little capital, and ever since the West was opened the movement there has been so pronounced that Eastern Canada has received no publicity whatever, and in addition to this, the lure of the West has been a serious drag upon your own progress and a drain upon your population. Notwithstanding this, however, the people of the Maritime provinces have more than held their own, whilst they have also contributed great sums of money towards the upbuilding of the West, to the railways, the cities and other public and private works. They have also contributed many of Canada's leading men to the Dominion, and in every part of the country, they are now to be found at the head of affairs. With so much of their energy, capital and human material expended in all and any directions but their own provinces, it is a great wonder that the Maritime Provinces should now be in so sound and satisfactory a state as they are. Considering all the difficulties you have had to face, and considering the killing apathy and pessimism which at times seems to have pervaded the whole provinces, the people of N.S., N.B., and P.E.I. are certainly to be congratulated upon their position to-day.

Awakening Day at Hand.

I earnestly believe that the day of awakening to the true value and opportunities of the Maritime Provinces of Canada is close at hand. All that is required is a more energetic movement on the part of those provinces to acquaint the outside world with what they have down there. In Great Britain the Maritime Provinces are practically unknown and unheard of, and the fault of

that, mind you, does not rest with us. If our people were informed of the true state of affairs in N.S. and N.B., I am convinced that you could obtain all the settlers you want, and with the settlers would come the capital, or at any rate it would follow. In addition to taking adequate steps toward acquainting the people of Great Britain and other countries as to the opportunities existing in the Maritime Provinces it seems to me that a certain amount of reform will have to come from within. For instance it's no good inviting people to come and settle in the country if your own people are leaving it. Steps should be taken to keep your own population satisfied. Then you can hardly expect to interest outside capital in your country while you are yourselves sending your money out West instead of investing it and using it to build up your own provinces. Money attracts money, and every cent that leaves your provincial borders makes it harder to bring in money from outside.

Splendid Natural Resources.

The position of the Maritime Provinces is so unique. You have such ready access to all the great centres of civilization. You have such stores of natural wealth, such ports, such industrial opportunities, and so good a climate that were these things made known, nothing could prevent your rapid rise into a great and prosperous country. Already there seems to be an impression growing abroad that the Maritime Provinces will very shortly come into their own. I believe that this is so, and therefore it rests with such men as are gathered together at your conference to hasten the awakening. It is after all, upon the commercial men of the country that the burden of progress rests and must rest, for at no time in the history of the world did any great progressive work or movement emanate from the agricultural classes. It is for you gentlemen therefore who represent the business men of the Provinces to point out and lead the way to that great awakening of industrial commercial and agricultural progress which must inevitably be seen in the Maritime Provinces of Canada. In this you have my most sincere good wishes.

W. LEONARD PALMER.

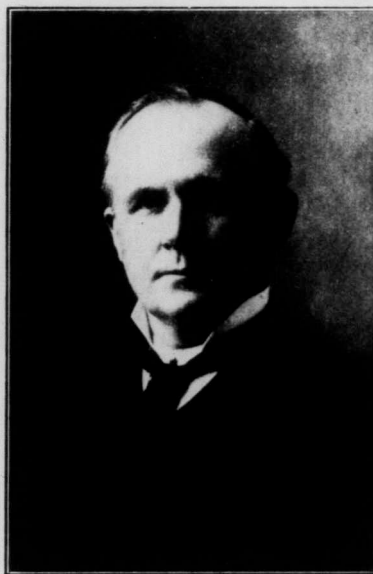
REPORT OF THE SECRETARY.

While the committee on subjects was out, the secretary's report was read as follows:—
To the President and Members of the Maritime Board of Trade:—
The annual meeting held at Moncton, August 16th and 17th, 1911, despite rather unfavorable weather conditions, was a successful gathering, with fifty-five delegates in attendance. After

three interesting sessions the delegates were taken by the members of the Moncton Board to the gas and oil wells at McLatchey's, Albert Co., where a demonstration of the force and quantity of gas developed was given.

On the return of the party the members were entertained at a luncheon given on the grounds of Matthew Lodge, Esq., by the Moncton Board which proved to be a very agreeable and pleasing function.

A committee to memorialize the local governments of the Maritime Provinces on the matter of Maritime Union was instructed to be appointed and it was anticipated that the delegates from each province would meet and name their representation on this committee but this was found to be impracticable, and nominations were made after correspondence as follows:



MATTHEW LODGE, Moncton, N.B., Elected President Maritime Board of Trade at annual meeting.

NOVA SCOTIA.—R. V. Harris, Halifax; H. J. Logan, Amherst; A. M. Bell, Halifax; C. E. Bentley, Truro.

NEW BRUNSWICK.—J. M. B. Barker, St. John; R. W. Hewson, Moncton; C. W. Ketchum, Woodstock; W. B. Snowball, Chatham.

PRINCE EDWARD ISLAND.—Jas. Paton and J. P. Gordon, Charlottetown; Capt. Read, Summerside; G. A. Thompson, Montague.

To Influence Legislation.

Committees were appointed to watch legislation in the several Local Houses and Dominion Parliament on matters with respect to Immigration and other subjects which had been discussed by this Board, as under:

NOVA SCOTIA.—Local House—A. M. Bell, Halifax; E. K. Spinney, Yarmouth; H. J. Logan, Amherst. Dominion Parliament—G. E. Faulkner, Halifax.

NEW BRUNSWICK.—Local House—Geo. Watt, Chatham; W. F. Humphrey, Montcalm; E. A. McCurdy, Newcastle. Dominion Parliament—J. E. Masters, Moncton.

PRINCE EDWARD ISLAND.—Local House—W. Stewart, Summerside; E. T. Higgs, Charlottetown; G. A. Thompson, Montague. Dominion Parliament—Horace Haszard, Charlottetown.

On the 12th December last a circular was sent to all the Boards calling attention to a notice given by E. N. Rhodes, M. P. for Cumberland Co., N. S., on Immigration, along the lines of the resolution passed by this Board on that subject, and asking that the several Boards pass resolutions in support of Mr. Rhodes' motion, and send copies of same to him in order to strengthen his hands in the good work.

Canadian Grocer Copies Distributed.

Five hundred copies of The Canadian Grocer containing a full account of the Annual Meeting were distributed to the Boards in the month of September. This Board is under a debt of obligation to the McLean Publishing Co. for its very full report yearly of its proceedings.

Un-affiliated Boards.

Invitations to become affiliated with this board have been given the Sydney, New Glasgow, Sussex and Fredericton Boards of Trade, but without response.

Finances.

A number of the Boards failed to remit their per capita rate, and are still in arrears for the year 1910-1911 with the result that there is an empty treasury. They have been twice written to but without result.

Present Meeting.

On the suggestion of Mr. Saunders, secretary of the Halifax Board, I wrote Richard Grigg, Commissioner of Commerce, inviting him to attend and address the members on the new statistical branch of the Dept. of Trade and Commerce which it is proposed to establish to deal with Inter-province Trade as well as Foreign, and for which he desires to enlist the assistance of the Local Boards of Trade.

He regrets that pressure of work at Ottawa prevents his being present at this meeting.

I also wrote M. D. Coolen, secretary of Trades and Labor Council, Halifax, inviting that body to send a delegate to this Board to take part in the discussion of the subject—Workman's Compensation Act—suggested by the Halifax Board; and have received a reply stating they will endeavor to send a representative.

Invitations to Members of Parliament and of Houses of Assembly.

In accordance with the resolution passed at the last meeting invitations have been sent to the Dominion members and the members of each of the Legislative

Assemblies to and assist at All of which

Moved by C. E. Bentley, Mr. Bentley should be in liams for his esting report Mr. Willia told them he had been met one thriving

Instead of dress then, it til 2 p. m.

Prior to ac ported a revi was moved l by Mr. McK (Carried.)

WEDNESDA
Adre

Promptly a ssembled and address of th spoke as foll Members of Trade,

Gentlemen:

“On behal the Truro B you our heart your brief vi to you indiv future prosp ests of the va the honor to

“The prog of a meeting anniversary. Trade. The of the utmost of the Marit

Good

“Last year matters affec ed in much g sion, I will r

“1. INSPF

DUCTS:—TI export trade the Dominio punish partic provisions of of articles t matter for t and they do incur the ex inspection.

“2. GOOD vincial Gove all that is j their disposa that the bill last session the Governm

Assemblies to be present at this meeting and assist at its deliberations.

All of which is respectfully submitted.

Yours truly,

T. WILLIAMS, Secretary.

Moved by Wm. Yould and seconded by C. E. Bentley. In seconding the resolution, Mr. Bentley wished that a vote should be included, thanking Mr. Williams for his most exhaustive and interesting report. (Carried.)

Mr. Williams in thanking the Board told them how many discouragements had been met and referred especially to one thriving city not far away.

Instead of the President giving his address then, it was decided to adjourn until 2 p. m.

Prior to adjourning the committee reported a revision of the subjects and it was moved by Captain Read, seconded by Mr. McKenzie, that it be adopted. (Carried.)

WEDNESDAY AFTERNOON SESSION

Address of the President.

Promptly at 2 P.M., the meeting reassembled and was opened by the annual address of the president D. Dunbar. He spoke as follows:—

Members of the Maritime Board of Trade,

Gentlemen:

“On behalf of the town of Truro, and the Truro Board of Trade, I extend to you our heartiest welcome, and hope that your brief visit here will be of pleasure to you individually and productive of future prosperity for the business interests of the various towns which you have the honor to represent.

“The programme tells you the object of a meeting here together, on the 18th anniversary of the Maritime Board of Trade. The subjects for discussion are of the utmost importance to the welfare of the Maritime Provinces.

Good Results Achieved.

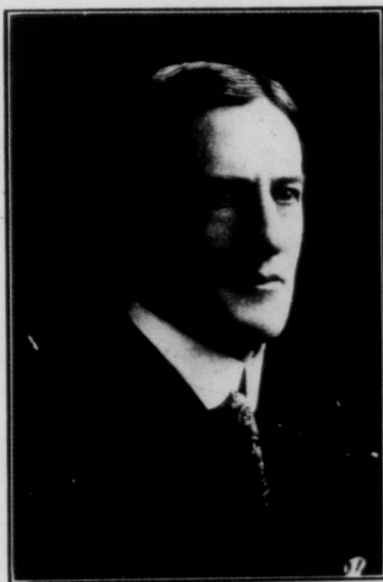
“Last year’s discussion of the various matters affecting these Provinces resulted in much good, and with your permission, I will review them:—

“1. INSPECTION OF FARM PRODUCTS:—The inspection of fruits for export trade is becoming more thorough, the Dominion Government is disposed to punish parties who attempt to evade the provisions of the Act; but the inspection of articles for local consumption is a matter for the Provincial authorities, and they do not appear to be willing to incur the expenditure incident to such inspection.

“2. GOOD ROADS:—The several provincial Governments claim to be doing all that is possible with the funds at their disposal; it is a matter of regret that the bill brought down during the last session of the Federal House by the Government for the improvement of

our highways was defeated, as the construction and maintenance of a few first class leading roads through the provinces would not only relieve the Provincial Government of that expenditure and thus provide more funds for the by-roads; but they would prove such object lessons, to the farmer and others of the advantages of good roads, as must lead to a willingness to submit to the taxation necessary for the same. I feel this is a question that should receive your most favorable consideration. The advantages of good roads are many and need not be enumerated here.

“The Maritime Provinces would stand to gain far more than the cost of a national highway through increase of tourist travel as well as being an incentive for the making of other roads. Until we get a little of the Western spirit of ent-



E. T. HIGGS, Charlottetown, P.E.I.
Elected to the position of First Vice-President.

thusiasm and confidence in the future of our provinces, it need not surprise us if immigrants pass us by, and our sons and our daughters turn their backs to the old homesteads and seek their fortunes in the land of the setting sun.

Trade with West Indies.

“3. BETTER TRADE RELATIONS WITH CUBA AND THE WEST INDIA ISLANDS:—The negotiations of the Honorable Minister of Trade and Commerce of Canada with the leading British West India Islands and the adoption of preferential duties is being followed by negotiations with the Canadian Pacific Railway with respect to an improved steamship service with the West Indies. If these negotiations are called to a successful issue, a service similar to that of the Canadian Pacific Railway Company’s service elsewhere may be looked for and the business both passenger and freight popularized.

“4. MARITIME UNION:—A committee was appointed in accordance with

last year’s resolutions, but little has been done. It is doubtful if it is advisable to move just at the present time, but the committee should be continued, so as to take advantage of the auspicious moment, when public opinion will be aroused in the Maritime Provinces, on the introduction of a new redistribution Act in the Dominion house with the loss of influence at Ottawa which must ensue from the loss of some five or six seats to the lower provinces; and the necessity of Maritime Union is thus emphasized:—

Getting More Desirable Settlers.

“5. ADVERTISING THE MARITIME PROVINCES:—During the past year there has been a closer co-operation between the immigration departments of the Dominion and the Lower Provinces. A more determined effort has been made to induce desirable settlers to remain in these Provinces, and the effort has met with greater success than formerly. There is room for more practical work along these lines. The question is a live one, and I trust we may see even greater results during the coming year. The visit of the body of capitalists from Great Britain arranged by the Financial News of London, England, has enlisted the interests of a large body of people on the other side, in these Provinces. How best to co-operate with Mr. Palmer and his associates in reaping the benefit that should accrue from such a visit is a matter that should exercise the minds of the several boards.

“6. FOREST PROTECTION:—The Provinces of Nova Scotia and New Brunswick appear to be alive to the necessity of the preservation of our timber resources and both have a system of fire protection which if carried out would diminish to a great extent the annual loss from fire. That step is good, but so far we have taken no steps to conserve our forests. Fire and indiscriminate cutting by the lumbermen are fast depleting our forests. We should be looking to the future and making some effort to preserve this part of our natural resources. In Germany they have legislation to conserve the forests and no one can ruthlessly cut down trees without replanting a certain percentage. By this their future supply is assured.

Need of Commercial Education.

“7. EDUCATION:—It has been said, I think, truly, that the bulwark of a nation is not its army or its dreadnaughts, but its commerce. It therefore behooves us to insure the education of future generations along commercial lines. To do this, it seems to me, that a change in our educational system is necessary. The present system meets the requirements for a professional education, but falls short when tried by the square of commercial efficiency. It would be justifiable to supersede some of the branches taught in our schools by a more thorough

training which would enable the young man to enter upon the activities of a business career without a handicap. By a business career, I mean, farming, mining, and any other occupation whereby a man must make his way in competition with the world.

"8. LOCAL BOARDS:—I would like to urge upon you the necessity of the local boards keeping alive during the year and would ask you to assist the officers of the Maritime Board in so far as to have your subjects for discussion sent to the secretary early, thus enabling him at an early date to map out the programme for the ensuing Maritime meeting.

Where Maritime People Lead.

"Gentlemen, I feel that we as a Maritime people have a wonderful heritage, I would take you for a moment back to ancient history, when that wise ruler Solomon traded with that Maritime nation the Phoenicians, he brought back the gold of Ophir.

"The first Colonizers were Maritime people. The first masters of the seas were Maritime, as is likewise the mistress of the seas to-day, and when you read of progressive people you will note that they were men who went down to the sea in ships and beheld the mysteries of the Creator in the deep. I feel I am not extravagant when I say that considering our geographical situation we should one day rule the commercial world. Our three provinces are a Trinity a (three in one) with a multiplicity of resources which should easily enable us to lead all Canada in the industrial race. We have coal in Nova Scotia, petroleum in New Brunswick, and in the fertile garden of the Gulf of P.E.I. enough food stuffs could be raised to feed all three, and which when the car ferry is established will be more than ever closely linked with her sister provinces.

"I feel that we can well afford to be optimistic about the future. Our destiny is in our own keeping. God has bountifully endowed us with everything wherewith to achieve commercial greatness. Our harbors are the finest in the world and are so situated that the ocean's path from here, and there, to everywhere, is via the Maritime Provinces. We, as the Maritime people, have a record for stability and honesty; let us make use of the good things, Providence has placed within our grasp and achieve the distinction of being progressive, as well.

"In conclusion gentlemen, I would thank you for electing me to this honorable position, and again express the wish that our deliberations here, may be productive of measures that will advance the interests of our fair provinces."

Great applause greeted the president

and the report was adopted on motion of E. A. Saunders, seconded by A. M. Bell.

Heated Cars Wanted.

Mr. Fawcett took up the question embodied in the Sackville, N.B., subject, namely, that the railways should furnish heated cars when required, for the protection from frost of potatoes and other perishable freight. He pointed out that the I.C.R. should employ heated cars. He had lost a great deal in potato shipping last winter. He had tried his best with the railway authorities at Moncton, and had received lots of promises, but no tangible thing had been done. Many successful trips of perishable goods on the C.P.R. and other railways were detailed. He felt that if the Maritime Board would help, a change could be accomplished.



DR. DUNBAR, Truro, N.S.,
The Retiring President of the Board.

An Absence of M.P.'s.

Captain Read, in seconding the resolution, spoke of his potato shipping experience. He believed that properly heated cars would benefit everyone in commercial occupations. There was some excuse for the I.C.R. not having these cars, as they were a new idea. Last year potatoes were shipped in ear loads to Cobalt, and in some cases were delivered there at a temperature of thirty degrees below zero. He regretted that so few members of parliament were present. Surely the Federal members should see the need of being at these meetings. They would do better to listen to these deliberations than to be sitting around the Russell House in Ottawa.

K. J. Mackenzie suggested that some of these men interested should be chosen a committee to call upon the Government, which would force this resolution into active life.

The resolution was put and carried unanimously.

A Question of Standards.

The Moncton resolution as follows was taken up by M. Lodge:—

"Whereas the Eastern terminus of the Transcontinental Railway is at Moncton, N. B., and

"Whereas the present route of the Transcontinental Railway between Moncton and the Atlantic Seaboard prevents the securing of the standard grades of the said National Transcontinental Railway, and

"Whereas it is necessary in order to secure a truly Transcontinental Railway that such standard grades should be provided,

"THEREFORE RESOLVED, that this Maritime Board of Trade call upon the Government of Canada to complete, with the least possible delay, a double track of the Intercolonial Railway between Moncton and the Atlantic Seaboard, and, it is necessary in order to secure the said standard grades that the second line be built through territory not now traversed by the present track of the Intercolonial Railway."

Mr. Lodge continued: "In presenting the foregoing resolution, I wish to state that I approach the subject with a great deal of diffidence. It is my opinion that the question of Railways and their extensions in the Maritime Provinces should have been brought to the attention of this Board and discussed by a railroad engineer or some practical railway man. Therefore, you must bear with me if I, in my remarks, do not keep very closely to engineering facts. It is my purpose to frankly place the matter before you on the broader basis of railway extension and development of the Maritime Provinces.

"When our Board of Trade decided that this subject was to be handled by me, I immediately sought the best information possible on the different routes. I found an article contributed in April of this year with a sketch plan of the route from Moncton to Halifax Harbor independent of the main line of the I. C. R. We find on this plan a line drawn from Moncton to Pugwash Junction. Then the Short Line of the I. C. R. is used from Pugwash Junction to Scotsburn, and then a direct line across country from Scotsburn to Glengary, from Glengary to Deans, from Deans to Dartmouth.

From Moncton to Dartmouth.

"So far as I can learn, there has never been any survey made of this route, and the information I have is very general. Whether it is possible to obtain a 4-10 grade going east and a 6-10 grade west is at the present time unknown to anybody.

"The distance by this route is 20 miles longer than the above mentioned route. I find the route full of generalities of '10 to 12' accepted as a writer of this a will be about 6 miles out of Dartmouth but when the the gradients are

"In fact, the is made in regard to Dartmouth to F

"We must fact that a longer of any the great Trans sea; so future Maritime Prov along the line and 6-10 west, projects or rot in mind, it beho of Trade to it does not come far, it has not posed route is to grades than The distance is jection I fear I point touch th Sackville, Am Truro, Pictou possibly that v terfere with t through, provid upon which a ed from Monct

The Plan

"When this some years ago Pearson and their idea to er Harbor, and if and not Halifax for having the This may not s friends, but the that County H come one of However, I am particular port show you in should have bet the present to Seaboard.

"I am indebted for a map showing Intercolonial Railway Halifax, and finding grades, etc may say that Debert you h grade both way points. One en can be double Halifax giving going east and

"The distance from Moncton to Dartmouth by this route it is stated, is 10 to 20 miles longer than the present I. C. R. route. I find this statement in the article above mentioned, but said article is so full of generalities that I think the distance of '10 to 20 miles longer' must be accepted as an approximation. The writer of this article states the gradients will be about one per cent. For a few miles out of Dartmouth the line is rough, but when the Musquodoboit is reached the gradients are exceedingly easy.

"In fact, the same general statement is made in regard to the whole line from Dartmouth to Painsee Junction.

"We must ever keep before us the fact that a one per cent. grade is no longer of any use in the extension of the great Transcontinental roads to the sea; so future railway building in the Maritime Provinces must be discussed along the line of a 4-10 grade going east and 6-10 west, and no difference what projects or routes promoters may have in mind, it behooves the Maritime Board of Trade to interdict any route which does not come up to the standard. So far, it has not been shown that this proposed route is any better having regard to grades than the present Intercolonial. The distance is greater, and another objection I fear is that it does not at any point touch the towns of Dorchester, Sackville, Amherst, Springhill, Oxford, Truro, Pictou or New Glasgow. Still, possibly that would not in any way interfere with this route being carried through, provided it were the only route upon which a 4-10 grade could be secured from Moncton to Halifax.

The Plan Originally Suggested.

"When this route was first projected some years ago by the late Hon. B. F. Pearson and others, we believe it was their idea to carry it through to County Harbor, and if that were the port sought and not Halifax, then the greater reason for having the survey made immediately. This may not sound good to our Halifax friends, but there are people who believe that County Harbor may some day become one of the great Atlantic ports. However, I am not here to advocate any particular port or route, only to try and show you in my feeble way why we should have better railway facilities than the present to connect with the Atlantic Seaboard.

"I am indebted to James Taylor, C.E., for a map showing the grades of the Intercolonial Railway from Moncton to Halifax, and for all information regarding grades, etc. For your information I may say that from Oxford Junction to Debert you have a full one per cent. grade both ways, and much more at some points. One engineer says that the line can be double tracked from Moncton to Halifax giving practically a 4-10 grade going east and 6-10 west with only ten

miles where they would have to use a pusher over the Cobequid Mountains, and I have the highest respect for this engineer's judgment. But a ten mile pusher is a great obstacle, and would not make the double tracking of the I. C. R. from Debert to Oxford Junction feasible, in my opinion.

"Another engineer informs me that instead of ten miles there would be nearer thirty miles where they would require a pusher. Certainly a glance at this map from Athol Station to Belmont shows that the whole line must be reduced and practically rebuilt to get any way near the grade required for the great Transcontinental roads.

Another Route Necessary.

"From Dorchester to Sackville the present grade can be avoided by building a loop which will make the road



T. WILLIAMS, Moncton, N.B.,
The Permanent Secretary, who presented an exhaustive report.

three miles longer between these two points. So the fact still stares us in the face that we must needs have some way of reaching the Atlantic Seaboard from Moncton other than the present Intercolonial Railway, and the Resolution suggests another route.

"If you will look at the map I will point out to you a survey that has already been completed under the direction of Jas. Taylor and other engineers, and this route will give a 4-10 grade going east to Truro and a 6-10 west, utilizing the present Intercolonial Railway as far as Amherst or Athol Station, a portion of the Cumberland Coal & Railway Company's road from Newville near Halfway River Lake, to a point a few miles outside of Parrsboro, where the road strikes east for Five Islands, and thence to Truro. The one fly in our ointment in regard to this route is the Garrish Mountain between Five Islands and Lower Economy. At this point there will have

to be a tunnel of one mile, which is not a serious objection when compared to even ten miles of a pusher grade. This tunnel may be avoided by a diversion around the shore. Engineers say it is possible, but the survey is not yet made.

"I find two surveys from Amherst to Newville, one, as we said before, takes the I. C. R. as far as Athol, and the other goes from Amherst direct across Amherst Point, crossing the Nappan River at what is known as 'The Point,' thence to River Herbert traversing up the River Herbert to Newville where it touches the Cumberland Railway & Coal Co.'s line.

The Bridge Objection.

"An objection to this latter proposal is the big bridge over the Nappan River. Competent engineers have estimated that this bridge would cost about \$400,000. This, however, is not a serious objection, where a large Transcontinental Road is being built.

"I cannot do better at this moment than to read you an article contributed by Jas. Taylor, C. E., to the Halifax Herald on May 1st of this year.

(Read article.)

"You will note that Mr. Taylor states that the distance from Amherst to Truro would be lengthened only thirteen miles.

"We note that the Halifax Board of Trade had this question under discussion on April 14th, 1908, with the Parrsboro Board of Trade, and the Truro Board of Trade on April 22nd of the same year. So, the route we are now considering has been well discussed by Boards of Trade and by many far-seeing men in Nova Scotia. I find on April 30th, 1908, and May 1st of the same year respectively, two excellent letters on the subject by Edw. Fulton of Bass River.

What C. P. R. Would Like.

"Sir Thomas Shaughnessy in an interview at Halifax on April 20th, 1908, stated that the C. P. R. was anxious to have connections with Halifax, as they were running into every other business centre in Canada. Naturally we would land our passengers at the nearest Port where we have rail connections. We have been trying to get satisfactory running rights over the I. C. R. to St. John for some time but so far have not succeeded.

"Since that date, the C. P. R. we believe have taken over the D. A. R. and its branches in Nova Scotia. No one can doubt that they are deeply interested in a through rail connection to Halifax Harbor. The question before us to-day is, Can we assist in the furtherance of this much desired end? We want the C. P. R., the Grand Trunk Pacific and the Canadian Northern to seek an outlet on the Atlantic Seaboard through Nova Scotia at the earliest possible moment, and we should be up and doing and urge the Government to have the most feas-

able route outlined and the contracts let for the building of a road or roads to take care of the traffic of these great Transcontinental lines from Moncton through the eastern portion of New Brunswick and thence through Nova Scotia to some Atlantic Port.

A Fine Country Traversed.

"The first route mentioned in the motion before this meeting may or may not be practicable; the surveyors alone will determine. There is no question but it passes through an excellent country and will open up new districts in both New Brunswick and Nova Scotia.

"The present route of the I. C. R. seems only to be a question of whether the engineers can double track the present route and operate more profitably than they can by building a separate route from Moncton or Amherst."

"Gradients are everything." At a banquet tendered to the foreign delegates of the International Railway Congress at Montreal, on May 24th 1905, the Hon. H. R. Emmerson, then Minister of Railways and Canals, said in part:—When I tell you that the gradients of the I. C. R., are in many places more than one per cent., you will realize the benefits that can be secured to the transportation facilities of Canada by the construction of this new transcontinental line with its magnificent gradients and curves. To realize what this result means to Canada it is only necessary to make a few comparisons from the operating standpoint between the Continental and the Transcontinental Railway.

Greater Haul Could be Made.

"The same power which now hauls 660 tons on the Inter-colonial Railway will, over the new line haul 1,260 tons east-bound and 990 tons west bound—that means in its relation to the cost of operating, that while it costs the Intercolonial 73c. per ton between the Quebec Bridge and Moncton, it will cost the Grand Trunk Pacific only 43c. per ton.

"Carrying the comparison a step further, it will be seen that ten loaded trains travelling daily in both directions over the new railway between the Quebec Bridge and Moncton, will be run at an annual saving of \$2,157,544.00, as against the costs between these same points over the Intercolonial Railway.

"This saving to which I have referred if capitalized at 4 per cent. gives the large sum of \$53,938,623.00. In other words, ten trains loaded at their maximum capacity on the Transcontinental Railway will accomplish what it now requires 34 trains to do on the Intercolonial Railway."

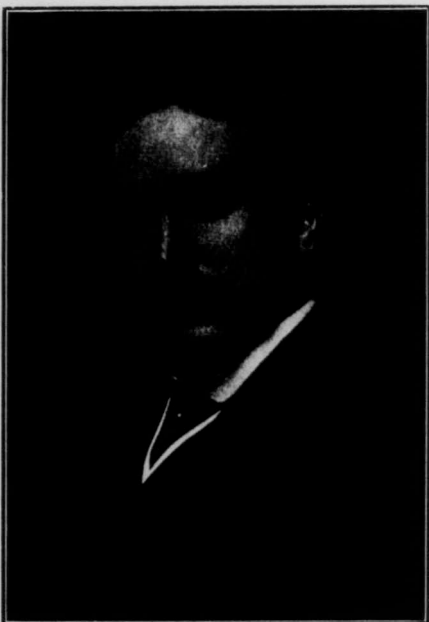
From Grand Trunk Official.

"Upon the same occasion the late Chas. M. Hayes stated:—We will cross

this continent with a gradient not exceeding 21 feet to the mile in the direction of traffic. We will have a short line to the far West, Japan and China. This line will be the only Transcontinental line owning and operating its own terminals on both the Atlantic and Pacific oceans."

"Jas. J. Taylor in his report states that in his opinion "if the transportation benefits of the Grand Trunk Pacific Railway are to be extended to Nova Scotia and the Port of Halifax, I have to say that the route between Amherst and Truro, upon which I am now reporting is the only one offering the grade standard of 21 feet per mile and probably less."

"This line, Mr. Taylor says, will serve a population of over 20,000 people between Amherst and Truro and an ever-growing manufacturing and mining district.



H. J. LOGAN, Amherst, N.S.
A debater on many of the Convention subjects.

Has Reached A Period.

"The Transcontinental has come to a full stop at present at Moncton. The C. P. R. is looking longingly for another outlet on the Atlantic Seaboard other than St. John, particularly for its passenger traffic. We are aware of the great objections made to the building of the Grand Trunk Pacific to Moncton. The members of Parliament from Nova Scotia and New Brunswick practically forced the government to build the road from Quebec to Moncton. Are the commercial forces of this province and New Brunswick going to allow that great highway to stop at that point?"

"We must now agitate for the road to be built on some one of the projected routes so as to bring not only the Transcontinental but any other of the great

systems that may wish to find a port shores of the Minas Basin which I knew on the Atlantic Coast.

"This Board of Trade is not here to advocate the interests of promoters or speculators in railway franchises. We believe that the Federal Government having gone so far should now complete this end of the great Transcontinental system. There is much of course to be said in favor of Government ownership of railways, but if government ownership stands in the way of progress in these Maritime Provinces, then it must be swept aside. I may be permitted to say just here that my opinion has changed in the last few years in regard to the supposed great advantage the Intercolonial Railway (as the only railway) has been to the Maritime Provinces. Is it not possible that if the C. P. R. had been built through to Halifax years ago that they would have been the means of developing these eastern provinces as they have the west?"

Request for Quick Action.

"We must get back to the resolution. I trust that this Maritime Board will now take immediate steps to bring to the notice of the Federal Government the fact that they should proceed at once to construct a railway from Moncton to Halifax by some route that will give to us a transcontinental road such as now has its terminus in Moncton. This work should be started immediately. Let us have the road and that quickly.

"The trade of the country demands it, the products of the west must be moved to the seaboard and the winter ports. The growing passenger traffic from the Continent of Europe coming through our Eastern ports must be moved westward over the great Transcontinental systems which must have their terminus on the Atlantic seaboard.

"The route from Amherst, or Athol via Parrsboro, or what I should term the Minas Basin route, appeals to me very strongly, because it will more effectually open up the Cumberland coal fields and the magnificent marshes of Minudie and the River Hebert. It will in passing from Parrsboro to Truro traverse one of the most beautiful sections of country in the whole province of Nova Scotia, which is not only rich agriculturally, but has great possibilities for fishing and game. The scenery along the Minas Basin is magnificent. Five Islands, Economy and Parrsboro should become the tourists Mecca if proper railway facilities were furnished.

"It is not my province to direct the attention of this Board particularly to any one route. I am sure you will pardon my leaning towards the latter one mentioned when you know it passes through a part of the County of Cumberland in which I was born, and along the

shores of the Minas Basin which I knew as a boy. No other place more beautiful in the world has been for many years in other provinces, I dear old Nova Scotia the grandest and

Mr. Lodge was which he placed in his speech by them, and certain great appreciation. During the address from various days by a capable engineer the claims he was a solution.

Hance Logan, a solution, paid a contribution, and care wished to say that the contribution was by all important subjects was more; it was Amherst, to the Dominion of construction of the Dominion to Moncton was for private history to be written some of Parliament all under a company.

If the Maritime western men be now in the from Moncton to ern men wanted it or forced the did not say "stand back as The four-tenthsistence from Pratlantic Seaboard. not building the it was for the prairies. The ed that this N. ning rights to a part of the bill. been made and built as it was the railway.

He had dined McBride of British that in that Province this year on the highways of money would of the N. T. R. fax.

He referred to of politics which up on top of the No new road which paralleled the

"Do it now," keep before the double track weston to Halifax. like the rose"

shores of the Minas Basin, which I knew as a boy. No doubt there are many places more beautiful and more picturesque in the world, but while I have been for many years a resident of another province, I always come back to dear old Nova Scotia feeling that it is the grandest and best of them all."

Mr. Lodge was fortified by good maps which he placed on the wall, and illumined his speech by frequent references to them, and certainly he was received with great appreciative applause.

During the address he quoted articles from various daily papers contributed by a capable engineer, and dealing with the claims he was making for his resolution.

Hance Logan, in seconding the resolution, paid a compliment to Mr. Lodge's ability and care in his address, and he wished to say that the pith of the resolution was by all means one of the most important subjects before the Board. It was more; it was vital to the city of Amherst, to the city of Halifax, in fact to the Dominion of Canada. The construction of the G. T. P. from Quebec to Moncton was forced through. Its work was private history. He hoped it would be written some day. Maritime members of Parliament allowed the stop at Moncton under a compromise.

If the Maritime members insisted as the western men did, the G. T. P. would be now in the course of construction from Moncton to Halifax. If the western men wanted anything they demanded it or forced the Government out. They did not say "please" nor did they stand back as the Maritime men did. The four-tenths grade should be in existence from Prince Rupert to the Atlantic Seaboard. The Government was not building the road for the G. T. P.—it was for the people of Canada, and all railways. The Government bill provided that this N. T. Ry. should give running rights to all railways. That was a part of the bill. Excellent surveys had been made and the railway must be built as it was the best link in the whole railway.

He had dined recently with Premier McBride of British Columbia, who stated that in that Province alone he was spending this year over eight million dollars on the highways. Surely the expenditure of money would not stop the completion of the N. T. R. from Moncton to Halifax.

He referred to the two pulling forces of politics which drove the old railway up on top of the Cobequid Mountains. No new road would be wisely built if it paralleled the old road.

"Do it now," was the great slogan to keep before the Government, and the double track would be built from Moncton to Halifax. It would be "blossoming like the rose" for the entire east, and

would show the world that the Maritime Provinces were even greater than was ever told or prophesied. (Applause.)

General Running Rights.

A. M. Bell spoke on the subject and referred to other grades than those noted on the resolution. He pointed out that as he understood the agreement of the government, it allowed running rights of all railways.

Nova Scotians should demand their rights, should claim their rights to connection with a transcontinental railway. He thought Nova Scotians should stand together and see that the connection from Moncton to the seaboard should be modern in every way.

Captain Read referred to a port in P. E. I. which would be a fine terminus for the N. T. Ry., namely, Georgetown. The harbor was perfect, and as a connection



A. M. BELL, Halifax, N.S.
A prominent debater of the Convention for many years.

tion it would be fifty miles nearer Moncton than Halifax, and would be 150 miles nearer the docks of Liverpool. This place, with modern car ferry over the Northumberland Straits, would make a perfect port. There was no fog in Georgetown. However, he would not oppose the resolution as it was proper and reasonable. (Applause.)

Mr. Youll said the double tracking idea appealed to him. The port need not be discussed, as the company building the railway would choose the port. Away back in 1876 the C. P. R. was bitterly opposed in the Maritime Provinces. It was very well to say "get busy," "do it now," etc., but he knew this Board had passed fine resolutions before and nothing had come of them. How were they going to go about it? Perhaps each individual Board of Trade might take up the subject and bring it before the various members of Parliament and thus forward the resolutions into real action.

Mr. Lodge spoke again and pointed out that something practical must be

done. Committees must be appointed at once if any force would attach to these ideas. The Government must be seen and strongly appealed to. The chief engineer of the Government had very unjustly said that it would be a crime to build N. T. R. from Moncton to Halifax. Individual effort must be made. He was going after their local member of Parliament and he hoped others would do similarly.

Captain Elderkin stated it was plain that if the Government did not build this road the traffic would go elsewhere and possibly not in Canada. We should appoint a committee to deal with all railway questions with the Government. Cost of money was not to be considered any deterrent.

Frank A. McEcken asked what were the duties of the Council of the Maritime Board, as these resolutions being carried out depended upon it.

The secretary read the by-laws re this section of the body. In doing so, he said the whole trouble was that the local Boards did not take themselves seriously.

James Stairs, of New Glasgow, considered this question most important. They had heard the reason why the Board was not more effective and he would suggest that every delegate present who was interested in this resolution should meet after the gathering and name a date for a future meeting of these said delegates. Then, they would decide upon how to meet the Government.

Courtesies From the M. P.'s

Hance Logan, as a member of Parliament for 12 years, said it was no use to go home and see your member. A cordial letter was merely their response.

A committee should be chosen from men who had something at stake. These men should go to Ottawa and know what they were after and say so and they would get it. He told them just how to do that. "Who's going to pay the bill? We should find men who loved their Province enough to spend money and time on such vital interests," he added.

The question was put and carried unanimously.

Alarmed Over Railway Project.

The following resolution was moved by Hon. C. W. Robinson on behalf of the Moncton Board:

"Resolved, that the Maritime Board of Trade views with much alarm the action of the Grand Trunk Pacific Railway in obtaining charters and existing Railways in the New England States for the purpose of diverting traffic from the Canadian North-west to Boston, Providence and other United States ports; also the recent declaration of the President of the Grand Trunk Railway to the effect that the completion of the Transcontinental road between Winnipeg and Cochrane Junction is being hurried so as to estab-

lish a connection with Eastern Canada and the United States via Cochrane Junction and the Parry Sound Railway.

"That this Board is of the opinion that it is most important for Canadian interests that the G. T. P. Railway from Cochrane Junction to Moncton, now approaching, should be finished simultaneously with the mileage from Cochrane Junction to Winnipeg, and that the docks, elevators and car ferry at Quebec and the terminal facilities at St. John and Halifax should be built without delay, so that these cities, as well as Montreal, may be equipped to handle the trade of the Northwest as soon as the Railway is completed, and thus leave no excuse for its diversion to Providence, Boston, Portland and other United States ports:

"That this great public work which will shorten the distance between Winnipeg and the Atlantic by over two hundred miles, was undertaken with the pledge and expectation that its traffic was to be handled at Canadian ports; and without which, the Eastern Provinces would never have consented to the enormous expenditures involved thereby.

The Maritime Board of Trade would thereby respectfully urge upon the Right Honorable R. L. Borden, Prime Minister, the necessity of the earliest possible completion of the Transcontinental Railway from Winnipeg to Moncton, simultaneously with the train ferry at Quebec and the terminal facilities at Maritime Province Ports so that the latter may be in a position to handle the winter export traffic of the Grand Trunk Pacific when that railway is completed."

Of Vital Importance to East.

Mr. Robinson dwelt upon the interests of the East. He told how the East was gradually losing force and representation. And it was owing to their easiness of temperament which allowed this.

The resolution was seconded by J. Harris of Moncton.

Mr. Youll agreed with the resolution. It would be a crying shame to allow traffic from the West, on a railway like the N. T. Ry., to be diverted to U. S. ports. It was vital to attend to this now.

No Occasion for Worry.

Mr. Logan did not like the first part of the resolution which voiced alarm over the purchase of railways in New England. There was no alarm. Secondly, the paragraph re what the president of the G. T. R. said about the construction of the railway between Winnipeg and Cochrane Junction so as to connect with United States. He was sure the president of the G. T. R. had been misrepresented as it was unreasonable. Resolution should be redrafted.

Hon. Mr. Robinson said the main principle of the resolution was the important point, and he was sure that the pith

of the resolution could be maintained without causing any challenge.

J. T. Hawke said he had declined to second the resolution because it did not go far enough in one way, and went too far in another. He believed we should condemn both railways if we condemned any railway. He was in favor of the spirit of the resolution but he thought it should be changed so that all offending railways would be included. He dwelt upon the importance of grades in railways and illustrated how these grades must compete with water routes.

No party politics should enter into this. All the parallels of latitude helped the Maritime Provinces. He proved that, by showing that Maritime Provinces were the base of the triangle which lead across the ocean to the mother country, when traffic with New



HON. C. W. ROBINSON, Moncton, N.B.,
Mainland representative on Telegraphic Service
Committee.

York and Toronto and the West were in consideration. He illustrated by a map. It was important that by legislation or by improving avenues of traffic that the traffic born in the N. W. Territories should be diverted through Canadian channels. (Applause.)

Mr. McEeken said the Panama as a factor had not been discussed, and it was one that surely would be interesting.

Hon. Mr. Robinson thought it would be well to adopt suggestion of the secretary which would eliminate first and third clauses, leaving the resolution with second and fourth clauses as complete.

Mr. Lodge, as president of the Moncton Board, was quite willing to allow these changes.

This was done, and the resolution placed before the meeting. It was carried.

Mr. McEeken brought forward the resolution referring to the changing of

the Militia Act. He read the following resolution passed by the Inverness, C.B., Board of Trade:—

"Whereas by Section 89 and 90 of Chapter 41 of the Revised Statutes of Canada, 1906—The Militia Act,—the pay, allowance and transport of the Active Militia, when employed in aid of the civil power, are recoverable from the municipality in which they are called upon to act;

"And whereas in 1909, the Active Militia were so called into several of the industrial centres of the province of Nova Scotia, at a cost of many thousands of dollars;

"And whereas the aid thus rendered was for the administration of justice and to conserve the means of livelihood of a large proportion of the population, as well as to conserve a very large part of the revenue of the province of Nova Scotia;

"And whereas the municipalities where this unfortunate condition existed in 1909 suffered severe loss directly thereby, and are now being pressed by the Federal authorities for direct payment of many thousands of dollars, owing to the presence of the militia within their confines at that time;

"And whereas the same condition may arise any day, not only in Nova Scotia, but in the other Maritime Provinces, and in fact, in any of the industrial centres of Canada;

"And whereas this Board deems the compelling of a direct payment by a county or town municipality, that already has suffered loss directly owing to cessation of labor, very inequitable, unfair and unjust, and that the same should be borne by the Provincial or Federal authorities, or both together;

"Resolved, that the Federal Government is hereby asked to amend the Militia Act in this respect, with a view to relieving the town and county municipalities of this burden;

"Further resolved, that the Local Government of Nova Scotia be asked to assist in procuring relief for the municipalities in Nova Scotia, that are now being pressed for payment of this very heavy militia tax;

"Further resolved, that copies of this resolution be sent to the Governor-in-council at Ottawa, and to the Lieutenant Governor-in-council of the different provinces of the Dominion."

Costs in Connection With the Strikes.

He pointed to the strike troubles and the assistance sent by the Militia Dept. The bill of \$7,000 for the cost of sending troops for the protection of lines and property. He cited Glace Bay, Spring Hill and other mining points where strikes and militia had entailed cost. He felt the Militia Act should be revised and it was for this reason he spoke in favor of the resolution. The soldiery were

called out by the and it seemed un soldiers who were ment from the G labor unrest might there was a con this unsatisfactory clause.)

H. Logan second spoke from person he had the honor the Militia Act resolution in Parliament the Spring Hill station, when militia town of Spring I pay a debt of \$1 in favor of the A calling out the M knows the cost he to act. He thought to force small, im to pay militia bill Government of C a strong plea for Act. The general country was at should be burden He hoped this referred to Ottawa.

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E. A. McCurdy tion and felt th law should pay t E. McCarthy ment should pay Dominion intere Constabulary, a l the British Gove the resolution.

Secretary Wil gate and believe and the owners the money due.

called out by the mayor of the town, and it seemed unfair to have to pay for soldiers who were already under payment from the Government. A strike or labor unrest might occur anywhere and there was a community of interest in this unsatisfactory Militia Act. (Applause.)

H. Logan seconded the resolution, and spoke from personal experience. In 1906 he had the honor to take part in getting the Militia Act changed, by moving a resolution in Parliament. He referred to the Spring Hill strike of 15 months duration, when militia were called out. The town of Spring Hill was called upon to pay a debt of \$12,000. The only word in favor of the Act was a guard against calling out the Militia as when a mayor knows the cost he would be in no hurry to act. He thought it was an iniquity to force small, impoverished, little towns to pay militia bills. Why should not the Government of Canada pay it? He made a strong plea for the remission of the Act. The general lawfulness of the country was at issue and no one town should be burdened with such an Act. He hoped this resolution would be carried to Ottawa.

Captain Read said there were two sides to the question. The chief reason for the law was, that if tax payers should violate the law such act would recoil upon their own heads. That was sound reason why the Dominion Government should not pay it. The Nova Scotia Government should pay these bills as they received six or seven hundred thousand dollars a year of coal royalties. If any Government body should pay, then Nova Scotia Province was the one. He thought the Board should ask the Nova Scotia Government to pay these bills. He sympathized with small towns in their unhappy condition.

J. T. Hawke thought Captain Read forgot that the domain of trade and commerce and industrial dispute well within the power of the Dominion Government. The Government maintained a standing army which was for the purpose of keeping the peace. The revision asked for would not be sweeping, merely so as to safeguard the people's interests.

Strikers were frequently not property owners and the payment for the militia would not hurt them. There was great justice in the resolution. (Applause.)

E. A. McCurdy opposed the resolution and felt that the violators of the law should pay the bills for militia.

E. McCarthy thought the Government should pay these bills as it was a Dominion interest. He cited the Irish Constabulary, a body of soldiers paid by the British Government. He supported the resolution.

Secretary Williams spoke as a delegate and believed the striking miners and the owners should be assessed for the money due.

W. Youll thought there was no legitimate charge except the railway fare. The question was put and carried.

— EVENING SESSION.

The Resources of Moncton.

A 8 sharp the Board met again. R. T. Hawke was on his feet promptly and asked the president if he would inquire of the Board in session if they would care to hear the exact facts regarding Moncton, its gas, oil and shale resources. Mr. Lodge, the founder and promoter was present, as president of the Moncton Board of Trade.

With one accord the response came, "Let us hear him."

Mr. Lodge then described the resources at Moncton at considerable length. He told of the difficulties and the successes. He attributed great credit to O. P. Boggs, a United States expert, who had practically made the oil wells. The gas was remarkable as it would not freeze and it was exceedingly dry. It was too dry to manufacture gasoline from, but its other advantages proved a remarkable asset. Gas and oil were the prime factors in attracting and promoting the great steel industries of Pittsburg. Similar conditions would be in vogue in the neighborhood of Moncton. He hoped to be able to get the gas into St. John, to Halifax and New Glasgow. In the West they were carrying gas from Beau Island to Calgary, a distance of 175 miles. Experts stated that the Moncton gas was purer in every way. The cost in his own house had been found one half that of coal. He thought the Provinces were a little slow in taking hold of these properties. He told how some men had gotten "cold feet" at the wrong time.

As a power boon the wells could hardly be estimated. Experts who tested the wells said they were the best they had ever seen, as far as continuous supply was concerned. The earth formations guaranteed a long continuous flow of gas. The oil wells were good also. He gave much data re phenomena of oil and gas; told how the wells were put down and exactly what they were doing in oil. They were boring their 26th well and will bore more.

He followed by dwelling on the bituminous shale found in great quantities near Moncton. A new plant was being erected in the shale beds by Sir William McKenzie, who formed a twenty-five million dollar company to exploit it. The shipment of gypsum from Nova Scotia to fertilizing companies in the States, and the fertilizers came back at great profit to United States makers. The shale deposits in Albert County would produce fertilizers unequalled on this continent. He further expected to

see some shale deposits under development at New Glasgow, N. S.

Fundy's Tidal Wave.

The power of the tidal waves of the Bay of Fundy should sooner or later be harnessed and the future of these great Provinces can hardly be estimated. All Boards of Trade should be active and should be looking for new industries all the time. The future of the Boards would be in individual effort. Every man must help. The Moncton gas was six times better than Medicine Hat, five times better than natural gas in calorific power. He referred to the opinions of the British manufacturers in reference to Maritime Provinces. The benefits of the Panama Canal to the Maritime Provinces were untold for shipping to the West. He named some places where there were iron deposits in the Cobequid Hills, and by the aid of two tides the ore could be brought to Moncton. He told how scientists were wrong re Moncton oil and gas wells, and especially the Geological Dept. He referred to the foolish money spent on the militia which might be better spent on the resources of Canada.

Communication with P. E. I.

The resolution of the P. E. I. delegates was then introduced by the Summerside Board of Trade by Captain Read, re reference to better telegraphic service between the mainland and P. E. Island. In introducing his subject, the Captain said the Dominion Government had not treated the Islanders in accordance with the agreement of confederation. He detailed the difficulties. There was a rotten old cable 30 years old, which broke often and the Island was shut off from mainland connection. They had no night service, no lettergram service. He illustrated how the Island cable service got the majority share of the money paid for telegraphic service and big companies like the Western Union got the small share.

Further Difficulties Cited.

C. McArthur seconded the motion and detailed further difficulties that were experienced by the Islanders, owing to the faulty cable service. He said that the cable company received a subsidy on the strength of giving a continuous service. Further, the Government Council had promised to formally protest, so that these ideas would be supported by the right power.

E. T. Higgs, Charlottetown, told how long since the Island had been after a good telegraphic service. He told how the contract made by the Government at the time the Island came into confederation in 1873, had not been maintained. He told of the breaks in the cable, mentioning one of last month which lasted two weeks. He accentuated the absence of lettergrams on the Island. He showed how the hours of operators

on the Island such as 3½ hours open on Sunday, and daily closed for at least 4½ hours. Holidays were rigidly kept by the operators also and the service was simply awful. He however could not support the resolution just as Captain Read brought it forward. He therefore moved an amendment. The amendment was seconded by R. H. Jenkins.

Captain Read declared that the amendment meant exactly what his did, and he would like a ruling on the question.

Mr. Prowse, M. P. P from the Island, said he agreed that the resolutions were so much alike that one was not an amendment to the other. The movers should get together and save the time of the Board.

A. E. Saunders, secretary of Halifax Board of Trade, said he understood that the agreement with the Anglo-American Cable Co. had ceased.

F. McEeken said it was a matter for the Exchequer Court, not the Maritime Board.

Under the Railway Commission.

J. T. Hawke spoke as a most interested party, being a newspaper publisher. He told how grievances of the Press Association were dealt with by the Railway Commission. If then the Government was giving a subsidy to this cable service, the grievance came under the direction of the Railway Commission.

The president here asked the delegates to get together and bring in a new resolution, which they did. The following was passed, which embodies really both main and amendment resolutions as formally brought forward:

“WHEREAS the Dominion Government is under a statutory obligation to maintain telegraphic communication with P. E. Island under the Act of Confederation;

“AND WHEREAS the present service is inefficient, unsatisfactory, expensive and frequently interrupted by the breaking of the cable;

“BE IT RESOLVED, that the Maritime Board of Trade, now in session in Truro, request the Dominion Government to take immediate steps to place the Telegraphic Service between Prince Edward Island and the mainland on such a basis as will insure a continuous service equal in cost and efficiency to that enjoyed by the people of the mainland.

“And in the opinion of this Board a second new cable is necessary to do this.”

Hon. C. W. Robinson was selected as mainland member of the committee.

The British Preference.

H. Logan, of Amherst, brought in the resolution re limiting the British preference to goods coming to Canada ports only. He cited resolutions passed by the Board back three years ago, also from speeches made by himself in the

House of Commons in 1904, also of Hon. R. L. Borden and Hon. W. S. Fielding at that time. He even quoted Sir Wilfrid Laurier at the same time sanctioning such an idea as embodied in the resolution. He showed that about twenty-five million dollars worth of goods came into Canada, receiving the preference tariff of 33 1-3 per cent., through United States ports, mostly in the winter time. This benefited U. S. railways greatly. If this resolution could be put into operation, Halifax, Sydney and St. John would be transformed into hives of activity all winter long. He denied that it was necessary to use U. S. ports. Canada was independent of United States. It was no retaliation. U. S. A. had been protecting their own interests at all times. They favored every colony they acquired with preferred legislation. He quoted the laws of United States re shipping from and to their colonies and United States of America. He showed conclusively that such legislation embodied in the resolution would be a great asset to Canada and especially the Maritime Provinces.

Should Look After Ourselves.

He desired no friction with the neighbors to the south. We should, however, legislate in our own interests. Canada should not “lie down” and let United States enjoy any of her advantages which were unnecessary.

The employment of the resolution would encourage shipping. This subject should engage the Board at every meeting. Nothing had been done for eight years and it was about time that the Maritime people forced something through in the way of legislation. He had just visited Canada west, travelling 12,000 miles, and with all the beauties there he returned east with greater love for the Provinces of his nativity. (Applause.)

The Maritime Provinces should stand side by side and fight for their rights, regardless of politics. A vote for this resolution was a vote for not only the Provinces, but for the building of a National spirit; a policy of independence of United States, and the belief in a country which deserved the support of every man, woman and child born within the boundaries.

Where Some Delay Occurred.

A. M. Bell seconded the resolution and said they must do something to force the hand of the Government. However, he knew that goods arriving at Halifax in winter took much longer to go west than they did via U. S. ports. It also took three weeks to get goods down from Toronto. That was because of lack of railway facilities. He could not see any retaliation in the resolution. Canada could stand alone. (Applause.)

Captain Read pointed out that this resolution would strike right at the G. T. P. and the C. P. R. who had U. S. terminals.

J. DeWolf urged that he had seen a great many resolutions passed by various bodies similar to this one. Now they should go further and see that this was carried into effect. (Applause.)

The resolution was carried unanimously.

THE THURSDAY SESSION.

The morning session was occupied first by a financial statement of the secretary. Moved by E. Higgs, seconded by E. A. McCurdy that the report be adopted.

The auditing committee comprised of Messrs. Aitken, Bell and Saunders reported that the accounts had been audited and found correct.

Several speeches were made re having the meeting at a place where the newly elected president resided.

D. A. Morrison said he thought the very best man should be chosen regardless of where he might reside.

Mr. Lodge also dwelt upon the importance of having good men as officers.

The New Officers.

It was moved by K. J. Mackenzie, seconded by D. A. Morrison, that the Board should proceed at once with the election of officers. Carried unanimously. The nominating committee was then chosen including Capt. J. Read, D. A. Morrison, J. Harris, R. H. Jenkins, J. E. De Wolf.

The following officers were chosen: President, M. Lodge, Moncton, N.B.; 1st Vice President, E. T. Higgs, Charlottetown, P.E.I.; 2nd. Vice Pres., H. J. Logan, Amherst, N.S.; Secretary, T. Williams, Moncton.

Compensation to Workmen.

The Halifax Board put forward the subject “The Workmen’s Compensation Act,” namely:

That in the opinion of the Board a more equitable agreement between employer and employee could be arrived at than the provisions of the present Nova Scotia Act provides. (Chapter 3, 1910.)

A. M. Bell voiced the question. He did not wish to go into the details of the Act so much as the spirit behind it. He was surprised that the government of Nova Scotia pressed such legislation. Capital and labor should work together harmoniously if progress could be maintained. He was strongly in favor of organized labor. He was not a supporter of tyranny of either labor or capital. Nearly all governments looked with deference to the labor party. He mentioned that the legislation had to do with

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Mr. Schon, o motion, and dea Compensation A how workman’s government to years. Thus, a time would be a 14 years of ag form of legislat spoke from men the suggestion.

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the coal industries and perhaps a good case could be made out for the government because of coal royalties. He illustrated how certain coal companies and miners met together in harmony. There was such a thing as going too far and the labor interests who helped to pass legislation such as the Act in question were going too far.

He hoped the board would give a strong resolution asking for the amendment of the Act. (Applause.)

Mr. Schon, of Halifax seconded the motion, and dealt with the Workmen's Compensation Act in Germany showing how workman's death called for the government to pay full wages for 14 years. Thus, any child young at that time would be able to make a living at 14 years of age. He advocated this form of legislation in Nova Scotia. He spoke from memory but merely outlined the suggestion.

Hon. C. W. Robinson said the law was similar in New Brunswick. He thought it was a question how far they should go on this matter. He was sympathetic with labor on the question, but unless the subject had maritime interest the Board should be careful.

Mr. DeWolf suggested that they insert word "Provincial" instead of Nova Scotia and thus make the subject broader.

Mr. Bell acceded to this request and so did the seconder, making the resolution to read the same with the erasure of "Nova Scotia" and insert "Maritime Province Acts."

F. McEken explained the question was far too large to discuss. Each province was unfamiliar with the Workmen's Act of the other and so the resolution should be confined to Nova Scotia as originally brought forward.

Question for Careful Consideration.

J. T. Hawke said he had noticed that in times past he had heard class speakers take part in discussions. No arguments had been brought forward. The features of improvement in the Act, brought forward were insufficient. The subject was inadequate. No New Brunswick delegate had asked for an amendment of the Act. These Acts were necessary. Some employers were extra thoughtful and some were careless. Capital did not pay the piper any more than did the laborer. He believed that the Maritime Board should be very careful in passing upon such questions. He was afraid the subject would create hostility from the laboring classes, and he would suggest that the motion be laid on the table for future reference.

D. A. Morrison agreed with Mr. Hawke that this subject should not have been brought up. However, he wished to say that the dismissal of a careless

employee at Spring Hill mines, caused the big strike up there.

He knew the labor act was not perfect, but surely they were all anxious to strive toward an improvement.

Hon. G. E. Faulkner, M.P.P., agreed with Mr. Hawke. He dealt at some length with the idea of a Workmen's Compensation Act.

Whether one Province or another had a better Act, might be discussed anywhere, but they should be more specific. He knew of the German law which in this connection was the best extant.

Sections of the Act that were objectionable should be noted and they could be amended. Captain Read offered a unique resolution instead of the one on the table, and created a laugh.

M. Lodge said he was interested in the resolution but Mr. Faulkner had shown him the way out. The legislature was the place.

M. E. Finn confessed, as a member of the local parliament, that the Act was not perfect, and it could be easily amended. He cited hazardous risks and pointed to the rights of workmen and the rights of capitalists. He showed how the Act was interpreted and that a judge or jury had the privilege of allowing damages. He read from the Act and showed that it was not drastic either to employer or employee. The Government of Nova Scotia could not afford the high standard adopted by Germany much as they might like to do so. The law was fairly sound as it existed. He was sure the government was anxious to satisfy either the wishes of capital or labor. Equitable treatment was what the government was anxious to give.

Great applause greeted Mr. Finn.

C. E. Bentley made a resolution that Mr. Bell would withdraw the motion on the table.

Mr. Bell said it was the Halifax Board for whom he spoke, and if the Board were willing to withdraw, he was. After a few moments conversation Mr. Bell withdrew the motion.

Mr. Lodge the newly chosen president was called to the chair by Dr. Dunbar.

Before vacating, Dr. Dunbar thanked the Board and hoped they would carry away pleasant memories of the meeting. He invited the delegates to a drive about town during the afternoon.

Mr. Lodge said he had not expected the honor but he was grateful. He would like to see new life put into the Board. Great things awaited the Board and the Provinces were teeming with resources and life which required exploiting. They should all try to do something for the East. He referred to Truro where one big mill made goods sold all over

Canada, and which were unmistakably the best in the world.

Hance Logan arrived at this moment and begged that his name be left off the list of officers as he would be unable to take active part. As the future of the Board would be one of progress, he thought all the officers should be active.

Mr. Elderskin, said Mr. Hogan, was over modest and he should act. If they hoped to get legislation, Hance Logan should be the man.

Mr. Logan insisted that he could not accept. He would assist any way that he could. Mr. Lodge thought that they ought to have a vice president who would have the ear of the government.

The name of John Stanfield was proposed but he declined.

The Nominating Committee retired and shortly afterwards brought in a new name for 2nd vice president.

The Immigration Problem.

The subject of how to secure a desirable increase in immigration to the Maritime Provinces was taken up by Mr. Blanchard, of Truro, in an exhaustive paper.

Mr. President and Gentlemen:

"The subject upon which I have been asked to address you this afternoon is not a new one, and needs no introduction from me; but it is one of such importance as to claim your undivided attention during the short time at our disposal. 'How can we best attract to our shores a desirable class of immigrants?'"

"It is an unfortunate fact, unfortunate at least so far as these Maritime Provinces are concerned, that while other portions of this Dominion, particularly the Western, have increased in population during the last decade, by leaps and bounds; we in these provinces by the sea have practically been standing still; and the question at once presents itself to the thinking man, why do not we in the East increase in population as does the West?"

Many Have Gone West.

"The reasons are obvious and need hardly a second thought. The opening up of vast areas of virgin soil of great fertility, which could be had free, or at small cost, together with practically unlimited markets for its products, naturally attracted settlers of large or small capital, both from the older provinces and across the water, and consequently, we in these Maritime Provinces, have suffered in that the young and vigorous men, and maidens too, have felt the 'Lure of the West' and in scores, and hundreds, have severed the ties that bound them to these provinces by the sea, and with many regrets have settled either on the prairie or in the rising cities of that wonderful land. And who can blame them, for is not this our her-

itage, and we have rights there which are ours by inheritance.

"But while we are glad to see these Western provinces settled by such a desirable class of settlers as are furnished by these provinces, (and they are unequalled the wide world over), we regret the enormous drain which it has made, on the producing capacity of our agriculture particularly, and in discussing the question of immigration at this time, it will be our duty to point out as far as we are able, some ways in which this great loss may be met, and a desirable class of immigrants induced to cross the water and make their homes in these far famed provinces.

The Man For The Soil.

"And let me first speak of the agricultural immigrant, because, while we have natural resources in mines and minerals, equal to any similar acreage on which the sun shines, it is upon agriculture, as the foundation of our national prosperity, we must mainly depend for our national greatness. Your mines may cease to give an adequate return for the labor which you have bestowed on them, your minerals may in future years become exhausted, your fisheries may fail to bring you that reward which you anticipated, but your agriculture never; according to the skill, and energy with which you prosecute this calling, so will be your sure return. Seed time and harvest shall not fail. So then, Mr. President, it is the agricultural immigrant that we must strive to attract to these provinces, and he must be of a particular kind in order that he may succeed. As far as my information goes, there are three classes of agriculturists in the old land, or to be more particular, Great Britain, viz:—The land owner, the large tenant farmer, and the small tenant farmer. We cannot get the land owner to change his conditions, nor can we hope to attract the large tenant farmer to this country, so we must content ourselves with hoping to show the small tenant farmer that, with the limited amount of capital at his command, he can improve his condition by emigrating to this country; that he can with a small amount of capital, own his property in fee simple, and make for himself a competency against old age. We must be able to show him truthfully the conditions which prevail here, as to soil, climate and markets, and the necessary capital requisite to make a start, with assurance of success. I have said, Mr. President, that he must be a particular kind of man, trained in a particular way, in order to compel success. I now say that it is imperative that he be either a market gardener, or dairyman, better a combination of both, and that his train-

ing shall have been in that specific direction.

"I have known men induced to come to this country, who did not have the qualifications which I have mentioned, and although having quite an amount of capital at their command, make complete failures. The report which such a man sends to his friends is more than likely to deter men who could have made good, from making the venture.

Importance of Dairying.

"And let me say here, Mr. President, (and I make no apology for the digression, because it bears directly upon the subject in hand), that upon improved methods of dairying, i.e., upon the proper selection and care of the dairy cow, rests the future agricultural prosperity of these provinces and their national greatness. I speak advisedly, because, I have only to point you to the Principality of Belgium, which less than fifty years ago was under conditions not any better than those which prevail in this province of Nova Scotia; a country no better agriculturally than we, smaller in area, and even less fertile; and last year, this little country produced over \$100,000,000 worth of dairy products, while we in Nova Scotia produced only \$4,000,000. Can we improve our conditions? We most certainly can. We want two things:—First, we want the assistance of the English and Scotch dairy farmer, men trained in the profession; and second, we want the widest possible markets for these products.

"I have said Sir, that it is unfortunate that our young men and maidens are leaving us for the West; that the farms which it was natural that we should suppose would be cultivated and improved by their hands, are falling into a measure of decay, or cultivated as best they may be by the older people. But again I say, we cannot blame them, it is their duty to improve their condition, they have not been trained for generations in the dairying business as these English and Scotch farmers have, they have been lumbermen and fishermen as well as farmers, and have thus acquired somewhat of a roving disposition; many of them have spent a portion of their early days in the cities of the neighboring republic, and consequently chafe at home restraints, and we can hardly expect to keep them. But the English and Scotch are different, and experience has proven that where settled in these provinces under conditions at all favorable, they have been permanent and successful.

"I am well aware that in certain sections of these provinces the people make a distinct business of fruit raising, and depend almost solely for a livelihood on the production of apples and small

fruits, but it is only very occasionally that you can find across the water any one wishing to come to this country who has had a special training in this direction; and those best acquainted with this branch of farming say that it can be most successfully conducted when associated with dairying, and mixed farming.

Best Markets Wanted.

"And now, Mr. President, allow me to say a word about markets. I previously said, that for the successful prosecution of the dairy industry in these provinces we want the widest possible markets for our products; and anything that I must say in this regard must not be construed as having a political tendency, because governments are simply obeying the mandate of the people; but for the full development of the dairy industry in these maritime provinces, it is imperative that we obtain free access to the 15,000,000 of people who occupy the cities on the Atlantic seaboard of the neighboring republic. Protect your manufacturing industries if you will, but the dairy farmer in these provinces needs no protection for his products. He wants to be allowed to enter the markets of the world free of duty if at all possible. But someone says what has this to do with the subject of immigration—very much; because one of the first questions which is asked by the prospective immigrant is, where are your markets? If we say England we are at once told that it is a long haul of over 3,000 miles, and also that Holland and Belgium now have that market to the extent of over \$100,000,000 annually. If we say that we have a good home market in the provinces, we are told that our total population would only make a good big city, and that two-thirds of them are farmers; we are also told, and quite truthfully, that if this is a dairy country, we should with such a population of farmers be exporting millions of dollars worth of dairy products, somewhere, annually.

"The truth of the matter is, that we have not developed this industry to one tithe of its possibilities, chiefly because of restricted markets.

"I am perfectly well aware that the prices which are obtained for dairy products at present in these provinces are good; and it is not that very much better prices would prevail, but it is the fact that if your output were increased four-fold there could be no glut in the market, and you would still have the assurance of fair profits.

Value of Maritime Milk.

"There are at present in these provinces about 300,000 milk cows, yielding a gross return of about \$10,000,000 an-

nually. The number of cows can easily be increased, and the individual return by careful selection doubled; so that the total return in this industry would be increased many times over.

"I do not wish to say anything from the laudable and different local government, in order that the people, but it is men to change the said before, very are casting their

"I have dwelt of the subject but it is the side ence has made m which I feel I authority. I r

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nually. The numbers of cows could easily be increased to 1,000,000, and the individual return from each animal by careful selection and feed, more than doubled; so that we are annually incurring a distinct loss of millions of dollars in this industry, when a trained immigration from the old land would do very much to curtail.

"I do not wish to detract in any way from the laudable efforts which the different local governments are putting forth, in order that a better understanding of these things may be given to the people, but it is hard to get the old men to change their methods, and as we said before, very many of the younger are casting their lot in western lands.

"I have dwelt longer with this phase of the subject than perhaps I should, but it is the side with which long experience has made me more familiar, and on which I feel I can speak with some authority. I now come to the labor question and this has become quite a problem in both east and west. Complaints are constantly made by our farmers that they cannot get skilled help to work their farms, and consequently they are obliged to curtail operations. There is very much truth in this statement. From the way in which our farms are at present operated, nearly all the hired help is required in the summer season, and it is not to be expected that a small army of laborers can do nothing for the greater part of the winter and be at our doors when spring opens, to give us the required assistance.

English and Scotch Laborers.

"In order to overcome this difficulty we must learn to employ most of our help by the year; and this is just where we can utilize the English or Scotch laborer to advantage. There are many of these men with families, who would be willing to emigrate to this country provided they had the assurance of steady work by the year, with a cottage in which to live on the farm, and in the course of time, these men and their children would, after becoming acquainted with the country, take up holdings for themselves and make splendid citizens. There is no question Mr. President, that in the matter of advertising our country and its resources, the west has had more attention paid to it than the east; but at the same time, I could not give my approval to any system, which would be the means of inducing immigration to these provinces in large numbers, without first making the proposed settler fully acquainted with prevailing conditions. That there is room in these provinces for large numbers of farmers there is no question. That a fair measure of success is practically assured to the right kind of settler, with

a certain amount of capital, is reasonably sure; but the Government should see to it that each man is properly settled and honestly dealt with and not allowed to become the prey of designing men who think an Englishman was only made to be robbed. So good an authority as Sir Wm. Van Horne believes that these maritime provinces offer a splendid field for a certain class—the best class—those with sufficient capital to start with comfortably, because they could surround themselves with conditions similar to those to which they have been accustomed, and he suggests that the Government as an experiment should adopt a system of ready made homes, such as has been so successful in the West, and this could be done without any ultimate loss. That these homes should be grouped as much as possible so as to form neighborhoods, and that a certain oversight should be had of them to see that their methods were of the right sort. I think the suggestion a good one and could be carried out without any loss.

"I would add to this suggestion another, as a partial solution of the labor question. That the Government take immediate steps to find out from our best farmers who are in want of permanent help, if they would be willing to employ such laborers as I have suggested and erect suitable cottages on their farms for the accommodation of the men, and their families; and also the terms on which they would employ them. In very many instances the women would be of great assistance in the farm house for a portion of the day.

Land Flowing With Milk and Honey.

"The subject is a most interesting one and deserving of our serious consideration. I have given it my best thought with the time at my disposal and I find no fault with any one who may take a different view. The land in which we live is truly a land which flows with milk and honey and offers a sure competency to the intelligent and willing worker. Nature has withheld from us those illimitable stretches of fertile prairie on which can be grown for generations to come the wheat to feed the more densely populated countries of the world; but she has opened her hand most bountifully in the bestowal of an inheritance of mines and minerals so that situated as we are it would appear that sooner or later we are bound to become the very workshop of the world. She has also given us a beautiful land—a land of rivers and brooks, mountain and valley, truly the dairy man's paradise. No other land that I know of will give surer returns to the intelligent prosecution of this great industry. The time is surely coming when the tide will turn eastward

and abundant prosperity will be the reward of him who works and waits."

James Stairs of New Glasgow admired the address of Mr. Blanchard, but while agricultural labor was vital, he was sure labor for the industrial work of the East was needed. Mr. Blanchard had not suggested a remedy or a means of getting desirable immigrants. He was not familiar with agriculture, but he was with industrial matters. He found that many of the government immigration men were not practical. They might encourage labor men to come out who were quite incompetent. He thought the government should appoint a man to visit industrial plants and find out how much labor would be required in all the towns and cities of the East. The Dominion Coal and other companies brought out men from the Old Country who were chosen by their own paid agents whose expenses were paid by the company. He told how hard it was to get good men.

M. Lodge said he did not think that the immigration officers were of great importance to the Maritime Provinces. Better men should be sent over to Britain—men who know about the country. He firmly believed that some of their own men should be sent over there to tell of our advantages. He did not think the Englishmen were very desirable immigrants for the Eastern Provinces. He would prefer Danes, Swedes and Germans and others from the other countries where the products of agriculture etc., were produced, they would be better men. North of England men and Scotchmen, would be good men, but the Londoner would not suit the East.

Industrial Training at Home.

W. H. Belyea, of Newcastle, made a suggestion re keeping their own people at home. He declared they had no agricultural colleges in New Brunswick. Their own people should be trained along industrial and agricultural lines and not so much along classical lines.

Mr. Faulkner was shocked to hear such a suggestion, as the matter of agricultural and technical education was being most efficiently dealt with in Nova Scotia.

E. A. McCurdy seconded a resolution along the lines suggested by Mr. Belyea, but the president ruled the resolution was out of order as the constitution would not permit it.

Mr. Lodge believed the subject was a good one, and of great interest to New Brunswick.

The New Second Vice.

The nominating committee brought in the name of John Stanfield, of Truro, as 2nd Vice-President. Mr. Stanfield was unanimously elected in the place of H. J. Logan.

To Newcastle Next Year.

E. A. McCurdy extended an invitation from Newcastle for the next meeting.

D. A. Morrison moved, seconded by J. E. DeWolf that Mr. McCurdy's invitation be accepted. Carried unanimously.

The Prospects of The Board.

The future of the Maritime Board was brought forward by Halifax Board through A. E. Saunders, secretary. He said that the Maritime Board was robbed of some of its life by the abolition of contentious subjects. They felt at Halifax that controversies were always interesting. Further, something definite should be done to get these resolutions before the government.

H. J. Logan said he was glad to see the Board take on new life. He had attended many meetings and he would offer the chief suggestion namely "union." Let there be more union and he believed under Mr. Lodge, the Board would go ahead.

E. A. McCurdy suggested that Provincial Boards would be another solution. If all the Provincial subjects were threshed out on these Boards the Maritime Board meeting would be much more interesting. This would not abolish the Maritime Board, but would strengthen it.

Captain Read said that a political union in the Maritime Provinces was impossible; the best union to maintain would come through the Maritime Board of Trade. What they wanted was to get rid of croakers. Get the optimism of the West. It was very nice to ask Mr. Lodge to take this or that, but it would not be fair to ask any man to do this out of his own pocket. He thought they should ask the government to give a subsidy to the Board. He suggested that a committee be appointed to try to arrange funds for the Board.

Hon. C. W. Robinson felt that the officers had a great deal to do with its success. He felt sure that this year would see a regeneration of the Maritime Board. He was opposed to Provincial Boards. That would not be good for the Maritime Board. The Maritime idea was a good one and deserved encouragement.

Dr. Dunbar said that the Maritime Board would depend upon the vitality of local Boards. He told his experience with local Boards last year. Boards everywhere seemed in a moribund condition. He was opposed to Provincial Boards and he presaged great things for the future.

Ed. McCurdy concluded the meeting by proposing the following resolution which was seconded by Capt. Read and adopted unanimously.

"Resolved:—That the Executive of the Maritime Board be requested to call upon the Railway Commission when in Ottawa and obtain an assurance from them that steps will be taken forthwith to compel the railways to charge in future the same passenger rates from West to East as from East to West in order that all provinces of the Dominion be placed on an equal footing."

Delegates Are Entertained.

The Truro Board entertained the visitors to a delightful auto drive about the town of Truro, and wound up by a reception in the Park (considered one of the most beautiful in the world.) There a band concert was given lasting from 3 to 5 p.m., and a most appetising luncheon was served. Speeches and songs enlivened a pleasant afternoon and many compliments were extended Dr. Dunbar and his faithful committee who contributed so much to the success of the function.

The Delegates in Attendance.

The delegates present were:—Wm. Youll, Kentville; E. A. Saunders, Wm. Schon, A. M. Bell, Hon. G. E. Faulkner, R. E. Finn, Geo J. Metzler, C. W. Stairs, J. E. DeWolf, W. J. Hall, W. A. Major, Halifax; D. A. Morrison, H. J. Logan, E. B. Elderken, Amherst, N.S.; R. H. Lamb, Bridgewater, N.S.; K. J. Mackenzie, Pietou, N.S.; Frank A. McEchen, Inverness; Capt. Joseph Read, Creelman McArthur, Summerside, P.E. I.; James A Stairs, New Glasgow, N.S.; A. P. Prowse, M.P.P., Murray Harbor, P.E.I.; G. A. Fawcett, Sackville, N.B.; C. W. Robinson, J. T. Hawke, M. Lodge, J. H. Harris, T. C. Robinson, H. C. Charters, W. H. Price, E. McCarthy, Moncton; E. T. Higgs, E. Aitken, R. H. Jenkins, Charlottetown, P.E.I.; E. A. McCurdy, W. H. Belyea, Newcastle, N. B.; C.C. Avorde, Sackville, N.B.; R. T. Craig, D. Dunbar, C. G. Bentley, C. P. Blanchard, H. C. C. Yuill, John Stanfield, M.P., R. S. Boyd, J. K. Fraser, C. W. Montgomery, A. R. Coffin.

Some Advantages of the Convention Town

Location of Truro, Nova Scotia, and Its Commercial and Educational Facilities—Has an Agricultural Model Farm—Boasts of One of the World's Most Beautiful Parks—Contains More Than a Thousand Acres.

Teeming with historic interest and great natural beauty the town of Truro, N.S., where the Maritime Board of Trade met this year served to attract the delegates during their stay. Truro was founded away back in 1761, and today has a population of about 7,000. Situated in the geographical centre of the Province of Nova Scotia, Truro lays claim to special attractions for the special investor. The town is best known as an educational centre, yet it has two or three large factories, the products of which enjoy a reputation limited only by the two oceans. It has good schools, well kept streets, fine churches and all the progressive elements that go to make up a modern town.

One of the important institutions of the locality is the Nova Scotia Agricultural Model Farm, which is conducted by the local government for the benefit of such farmers as are desirous of acquiring technical and scientific training. The assessed valuation of property for 1912 was \$3,398,300 with existing debentures of \$461,000. Since 1899 annual deposits are made to a sinking fund which will retire all debentures maturing after 1919 as they fall due.

The shipping facilities of Truro are excellent, and it is said there are few

towns in the Dominion possessing any better. Every day there are over a dozen freight trains from Truro (exclusive of specials) as well as 12 regular passenger trains. These trains are operated by the C.P.R. and I.C.R. The town is within 1¾ hours ride of Halifax harbor. At present there is in course of construction a handsome freight shed and railway depot. The depot it is said will have no equal east of Montreal.

John Stanfield, who was made 2nd vice-president this year is one of Truro's ablest men, and is head of the well-known manufacturing establishment of Stanfield's Ltd. Mr. Stanfield is also member of the federal house. It is said that 50 per cent. of the goods manufactured in Truro are marketed in the Canadian West. The park is considered by many as to be the most beautiful in the world, and it is here that the visiting delegates were entertained to a luncheon by the local board of trade. The park contains over 1,000 acres, and certainly is unlike anything in the world in its peculiar beauty.

The surrounding country is fertile, and lends itself readily to dairying, beef raising, mixed farming and market gardening.

Pink

QUEBEC

POINTERS—
Sugar.—Good
Pepper—Foreign
Corn Syrup—
Montreal, Aug
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Granulated, bags
Granulated, 20-lb. bags
Granulated, 5-lb. cart
Granulated, 2-lb. cart
Granulated, Imperial
Granulated, Beaver
Paris lump, boxes 100
Paris lumps, boxes 50
Paris lumps, boxes 25
Red Seal, in cartons,
Crystal diamonds, bbl
Crystal diamonds, 100-
Crystal diamonds, 50-
Crystal diamonds, 25-lb
Crystal diamonds, 5-lb
Crystal diamonds, 1-lb
Extra ground, bbls.
Extra ground, 50-lb.
Extra ground, 25-lb.
Powdered, bbls.
Powdered, 50-lb. boxes
Powdered, 25-lb. boxes
Phoenix
Bright coffee
No. 3 yellow
No. 2 yellow
No. 1 yellow
Bbls. granulated and
above bag prices.

MOLASSES
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Fancy Barbados mola
Fancy Barbados mola

Pink Salmon Reduced 50c. per Case

Below Figures First Named—One Packer Said to Have Cut and Others Followed—Foreign Pea Pack Short This Year—Sugar Has Taken on a Firmer Tone—Cooler Weather Expected to Help Syrup and Molasses Trade.

QUEBEC MARKETS.

POINTERS—

Sugar.—Good demand.

Pepper—Foreign markets fluctuating.

Corn Syrup—Better demand.

Montreal, Aug. 29. — When all has been summed up, it is felt that business in grocery lines for August will compare favorably with that of other years. Collections are reported as fairly good and prospects for the fall now appear bright.

With preserving season in full swing, there is a good demand for sugar, while jobbers are finding a sorting trade in fruit jars and associated lines. Corn syrup is moving better and with advent of cooler weather will be taking on its usual fall activity.

SUGAR.—There was quite a flurry recently in sugar in New York and reports locally were to effect that an advance of 15 cents had been scored. A good volume of business was done on the strength of it but later advices showed that advance was only ten cents. In spite of this, however, no change took place locally.

There is quite a good amount of business passing at present and it looks as if those dealers who were holding back expecting a decline are now tired of waiting and are replenishing depleted stocks. It is said, however, that there is not any oversupply of refined anywhere, so that in view of big demand, dealers would do well to keep their eye on this market.

Granulated, bags	4 95
Granulated, 20-lb. bags	5 05
Granulated, 5-lb. cartons	5 25
Granulated, 2-lb. carton, per cwt.	5 25
Granulated, Imperial	4 80
Granulated, Beaver	4 80
Paris lump, boxes 100 lbs.	5 70
Paris lumps, boxes 50 lbs.	5 80
Paris lumps, boxes 25 lbs.	6 00
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 60
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 80
Crystal diamonds, 25-lb. boxes	6 00
Crystal diamonds, 5-lb. cartons	6 50
Crystal Diamonds, Dominos, cartons	7 10
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 50-lb. boxes	5 35
Powdered, 25-lb. boxes	5 55
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 yellow	4 70
No. 1 yellow	4 55

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES AND SYRUP.—Recent advance in prices of maple syrup with a higher tendency still has stimulated to some extent the sale of corn syrups, which have been meeting with full attention from the trade.

Molasses is in strong demand and a good season's business is ahead. Prices are steady with no immediate change.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43

Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 63 1/2	0 63 1/2
Corn syrups, half-barrels	0 64	0 64
Corn syrups, quarter-barrels	1 90	1 90
Corn syrups, 38 1/2 lb. pails	1 35	1 35
Corn syrups, 25 lb. pails	2 90	2 90
Cases, 2 lb. tins, 2 doz. per case	3 25	3 25
Cases, 5 lb. tins, 1 doz. per case	3 15	3 15
Cases, 10 lb. tins, 1/2 doz. per case	3 10	3 10
Cases, 20 lb. tins, 1/4 doz. per case	3 10	3 10

DRIED FRUITS.—Just before new crop raisins arrive there seems to be a move on the part of wholesalers to dispose of old crop holdings, but no concessions are being made. Tone of market at the coast is firm.

Up to the present, prunes were being held stubbornly by packers and there was no anxiety to sell. To-day, in spite of reports of failure of European crop, prices have eased and it is not any too difficult to obtain supplies.

New crop figs are coming in for some show of interest and opening prices should be named soon. Apricots are dull, the market showing no signs of brightening up.

Evaporated apricots	\$ 0 22	\$ 0 24
Evaporated apples	0 11	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currents, fine filiatras, pr lb. not cleaned	0 08 1/2	0 09 1/2
Currents, fine filiatras, per lb. cleaned	0 07	0 07 1/2
Currents, 1 lb. pkgs. fine filiatras, cleaned	0 08	0 08 1/2
Currents, Patras, per lb.	0 09	0 09 1/2
Currents, Vostizas, per lb.	0 09 1/2	0 10
Dates, 1 lb. packages	0 06 1/2	0 07 1/2
Dates, Hallowee, loose	0 06	0 06
Figs, 3 crown	0 07 1/2	0 08 1/2
Figs, 4 crown	0 08	0 09 1/2
Figs, 5 crown	0 08 1/2	0 10
Figs, 6 crown	0 10	0 11
Figs, 7 crown	0 10	0 11
Figs, 8 crown	0 11	0 12
Figs, 9 crown	0 11	0 12
Comadre figs, about 33 lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10 1/2	0 11 1/2
Glove boxes, 10-oz., per box	0 07	0 07 1/2

Prunes—		
20-30	0 13	0 13
30-40	0 12	0 12
40-50	0 11	0 11
50-60	0 10	0 10
60-70	0 09 1/2	0 09 1/2
70-80	0 09	0 09
80-90	0 08 1/2	0 08 1/2
90-100	0 08	0 08
Bosnia prunes	0 08	0 09

Raisins—

Choice seeded raisins	0 08	0 08
Choice fancy seeded, 1 lb. pkgs.	0 08 1/2	0 08 1/2
Choice loose muscats, 3-crown, per lb.	0 08	0 08
Choice loose muscats, 1-crown, per lb.	0 08 1/2	0 08 1/2
Seedless, new, in packages	0 07 1/2	0 07 1/2
Select raisins, 7-lb. box, per lb.	0 07 1/2	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1 lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75 1/2
Malaga table raisins, clusters, per 1/4 box	1 80	1 90
Valencia, fine, off stalk, per lb.	0 06	0 07 1/2
Valencia, select, per lb.	0 06 1/2	0 07 1/2
Valencia, Lenown layers, per lb.	0 07 1/2	0 08

COFFEE.—As frequently stated future of coffee market depends entirely on the new crop, and it is interesting to note the effect various advices about the crop have on the market. When reports came to hand of good flowering and larger crop, prices began to ease, but the reaction took place when weather conditions become more unfavorable. Of course the August flowering has a lot to say on the matter as it never sticks so fast as during October and if it is good it lessens the October growth, so that with adverse conditions climatic-

ally under these circumstances a reduction in the new crop would be a foregone conclusion. However, taken as a whole news from centres of production is encouraging so that a good crop is expected.

Though market has its ups and downs primarily the prices here do not change so that following quotations still prevail.

Mocha	0 25	0 28
Rio	0 21 1/2	0 25 1/2
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 25 1/2

SPICES.—Though pickling season is now in full swing, trade is fairly quiet but there is an increase in demand over corresponding period of last year. Some large dealers are beginning to look ahead and secure fall supplies. Pepper is becoming tricky because the fluctuations are more than erratic with a downward tendency. Still at time of writing cables from foreign points indicate firmness making the situation all the more perplexing.

There can be no doubt but that supplies of spices are limited so that the large consuming countries will have to look to the primary centres again. This will make the situation interesting and we expect some interesting developments around the fall.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	0 35	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE.—Reports to hand re condition of crops in China are reassuring though in some parts serious damage has been done by floods. Around Wuhu for instance the dykes have been washed away and with them the hopes of a bumper crop, it being stated on pretty reliable grounds that rice to the value of £1,750,000 has been destroyed or in our own currency \$8,750,000. In spite of the reduction of the import duty, the high prices prevailing in Japan have undergone little change.

There is a medium amount of business passing locally without any change in prices.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 90	4 00
Rice, grade B, bags 100 lbs.	3 90	4 00
Rice, grade B, bags 50 lbs.	3 90	4 00
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	4 10	4 20
Rice, grade B, pockets 25 lbs.	4 00	4 10
Rice, grade C.C., bags 250 lbs.	3 80	3 90
Rice, grade C.C., bags 100 lbs.	3 80	3 90
Rice, grade C.C., bags 50 lbs.	3 80	3 90
Rice, grade C.C., pockets 25 lbs.	3 90	4 00
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	4 00	4 10
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 55	5 65

Crystal	5 55	5 65
Snow	5 85	5 95
Ice Dips	6 10	6 20
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—There is an easy tone to the peanut market but prices are unchanged and keep pretty steady. Stocks also are none too heavy. The Californian crop of almonds has practically all been cleaned up, while Tarragona varieties are receiving little attention. Old crop walnuts are now being asked about, the tone of the market for mixed nuts being steady.

in shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08½	0 09
Corn, roasted	0 09	0 10
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish No. 1	0 10	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 75	
Walnuts—		
Bordeaux halves, bright	0 26	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS:—

- Pink Salmon—50c ease lower.
- Foreign Peas.—Higher.
- Sugar.—Change to steadiness.

Toronto, Aug. 29.—Exhibition is in full swing this week and local wholesalers are having many visits from country merchants who while in the city take the time to do a little business.

The large crowds in the city help business for local retailers, but country merchants appear to be getting a fair volume of trade. Jobbers report a good movement of general grocery lines. "Indeed," said one wholesaler, "business has been particularly good this summer. Even during July, which is usually quite a quiet season, we were busy."

Sugar, which has taken on a firmer tendency is moving well. An entirely new line to be exhibited at the exhibition this year is sugar, the Canada Sugar Refining Co., having a display. The new carton sugar is the feature.

SUGAR.—There has been quite a decided change in the complexion of the sugar market during the past week. A market which only a short time ago gave indications of an easier tone has assumed quite a steady front. This is shown by an advance of 10 cents made in refined in New York.

Raws in New York have been firming and are now 61 points above lowest

figure for season Slightly adverse crop conditions in Europe caused a strengthening there and Cubas followed. Market is now one of the uncertain propositions in which it is hard to tell what the future may be, but there is no denying the fact that the market is showing a much steadier feeling at present.

Extra granulated, bags	5 05
Extra granulated, 20-lb. bags	5 15
Extra granulated, 5-lb. cartons	5 35
Extra granulated, 2-lb. cartons	5 35
Imperial granulated	4 90
Beaver granulated	4 90
Yellow, bags	4 65
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 45
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 85
Powdered, bbls.	5 25
Powdered, 25-lb. boxes	5 65
Powdered, 50-lb. boxes	5 45
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 80
Paris lumps, in 50-lb. boxes	5 90
Paris lumps, in 25-lb. boxes	6 20

SYRUPS AND MOLASSES—There is no outstanding feature to either syrups or molasses. We are nearing the end of probably the quietest period of the whole year. The advent of cooler weather should instil greater activity into trade.

Syrups—		
2-lb. tins, 2 doz. in case	2 55	
5-lb. tins, 1 doz. in case	2 90	
10-lb. tins, ½ doz. in case	2 80	
20-lb. tins, ¼ doz. in case	2 75	
Barrels, per lb.	0 63½	
Half barrels, lb.	0 63½	
Quarter barrels, lb.	0 64	
Pails, 38½ lbs. each	1 90	
Pails, 25 lbs. each	1 35	
Maple Syrup—Compound—		
Gallons, 6 to case	4 80	
½ gals., 12 to case	5 40	
¼ gals., 24 to case	5 40	
Pints, 24 to case	3 60	
Maple Syrup—Pure—		
Gallons, 6 to case	6 60	
½ gallons, 12 to case	7 25	
Quarts, 24 to case	7 25	
Pints, 24 to case	4 00	
Quart bottles, 12 to case	3 50	
Molasses, per gallon—		
New Orleans, medium	0 30	0 32
New Orleans, barrels	0 26	0 30
Barbados, extra fancy	0 50	
Porto Rico	0 45	0 52
Muscovado	0 10	0 30

DRIED FRUITS—Spot dried fruits offer no special features. This is not the busy season, but a normal demand for time of year is apparent.

Interest in new crop is fairly active. Cables from Greece note a slightly easier tone in currants, but it is apparent that there will be considerable poor fruit this year. Valencia raisins also show just a slight tinge of easiness.

California prunes are unchanged. Raisin market on coast shows a slight improvement.

Prunes—		
30 to 40, in 25-lb. boxes	0 11½	0 12½
40 to 50, in 25-lb. boxes	0 10½	0 11½
50 to 60, in 25-lb. boxes	0 10	0 10½
60 to 70, in 25-lb. boxes	0 09½	0 10
70 to 80, in 25-lb. boxes	0 09	0 09½
80 to 90, in 25-lb. boxes	0 08	0 08½
90 to 100, in 25-lb. boxes	0 08	
Same fruit in 50-lb. boxes, ¼ cent less.		
Bosnia prunes	0 07½	0 09

Apricots—		
Choice, 25-lb. boxes	0 20	
Slabs	0 18	

Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 15	0 17
Tappets	0 04½	0 04½
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Evaporated apples	0 10½	0 11½

Currants—		
Patras	0 08	0 08½
Fine Filiatras	0 07½	0 08
Vostizzas	0 10	0 12

Uncleaned, ¼c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14½	0 15½
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	0 08½	
Seeded, 16-oz. packets, choice	0 08½	

Dates—		
Hallowee, full boxes	0 06½	
Package dates, per 1 lb.	0 07	
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 06½	0 07

SPICES—Spices continue to move out well, the advent of the pickling season acting as a stimulant to certain lines. There is a general tone of steadiness including such lines as cloves, cinnamon, nutmegs, and pepper. It is perhaps most marked in the case of cloves. There was a slightly easier turn to pepper on foreign markets which, however, had no effect on local situation. There is a somewhat firmer tone to peppers again.

	5 and 10 lb.	¼ lb.	¼ lb.
	Tins.	pkgs.	tins doz.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	25-33	72-90	90-115
Cloves	25-29	90-95	85-110
Cream tartar	25-26	90-00	
Curry powder	25-00		
Ginger	22-27	65-85	75-95
Mace	65-80		0-2 75
Nutmegs	25-30	90-00	1 60-2 50
Peppers, black	19-22	67-75	80-90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-95	75-110
Pickling spice	14-18	75-00	75-0 60
Turmeric	16-18		

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 40	0 45
Shredded coconut, in pails	0 16½	0 17½

COFFEE.—There was a weaker and irregular market in coffee for a time but it has given way to a firmer undertone again. We speak of the New York market. There was no change here. Probably the anticipation of a large yield of coffee in Brazil for 1913-14 caused the weakening.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 25	0 25
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gauntamalo	0 25	0 25
Jamaica	0 24	0 25
Chicory	0 12	0 13

RICE AND TAPIOCA. — Although there is some improvement shown in rice in Far East, dealers are looking for no concessions here as some lines at least have not been advancing in proportion to values on primary markets. Considerable business was done in Texas rice here last year. It then sold around 6 cents, but will probably be higher this year in keeping with other lines.

Tapioca prices are well maintained.

Standard B., from mills, 500 lbs. or over.	
f.o.b. Montreal	3 90
Rice, standard B., f.o.b. Toronto	3 98
Per lb.	
Rangoon	0 04
Fancy rangoon	0 04½
Japan	0 05½
Patna	0 06
Java	0 06½
Carolina	0 08
Sago, medium brown	0 06½
Tapioca—	
Bullet, double goat	0 08
Medium pearl	0 06½
Flake	0 08
Seed	0 06½

NUTS.—With the fall fairs now commencing, there will probably be more activity in nuts, especially peanuts. Local prices show no change. Filberts are

higher in the price walnuts are also

Almonds, Formigetta	
Almonds, Tarragona	
Almonds, shelled	
Walnuts, Grenoble	
Walnuts, Bordeaux	
Walnuts, Marbots	
Walnuts, shelled	
Filberts	
Peanuts	
Brazils	
Peanuts, roasted	
Peanuts, green, extras	
Peanuts, green, jumbo	

BEANS.—Spokane no change, continue. First estimate bean crop placed between 1,000,000 and 1,500,000. This falls below about 150,000 sa

Prime beans, per bush	
Hand picked, per bush	
California Lima, lb.	
Hungarian, per bush.	

The Situation in California

TORONTO. — salmon than anticipated news feature on this grade of produced 50 cents per figure named

The version given her is that one cents per case and that others price to the retail this line as is the pinks opened at this reduction in last season's price contrary to the

Local dealers quoted on this price line which is low have little effect in Canada.

As pointed out have been stiffer outturn of pack early in the season would be demanded wholesaler said, be unable to get haven't any to received word from they will only small percentage

Advices say small and fish like

A strong situation in California association has formulated a new list for the most part over opening price

higher in the primary market. Future walnuts are also quite strong.

Almonds, Formigetta	0 15	0 15 1/2
Almonds, Tarragona	0 16 1/2	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08 1/2	0 10
Peanuts, green, jumbo	0 10	0 10

BEANS.—Spot beans show absolutely no change, continuing scarce and firm.

First estimate on California lima bean crop places yield at a figure between 1,000,000 and 1,150,000 sacks. This falls below output of last year about 150,000 sacks or more.

Prime beans, per bush.	3 10
Hand picked, per bush.	3 25
California Lima, lb.	0 08
Hungarian, per bush.	2 65

The Situation in Canned Goods

TORONTO. — Lower prices on pink salmon than anticipated is an interesting news feature. It appears that prices on this grade of salmon have been reduced 50 cents per case from the opening figure named.

The version given by one local jobber is that one packer cut the price 50 cents per case below that first named and that others followed. There is no price to the retailer set by packers on this line as is the case with sockeye. As pinks opened at same figure as last year, this reduction makes them lower than last season's pack which is decidedly contrary to the general trend of salmon.

Local dealers say that the prices quoted on this year's salmon across the line which is lower than last year will have little effect on price of salmon in Canada.

As pointed out before foreign peas have been stiffening on account of poor outturn of pack. Prices were named early in the spring but higher values would be demanded now but as one wholesaler said, "You would probably be unable to get a price because they haven't any to sell. We have also received word from English packers that they will only be able to deliver a small percentage of orders."

Advices say French sardine pack is small and fish large.

A strong situation has been developing in California fruit lines and the association has found it necessary to issue a new list making some advances for the most part 10 cents per dozen over opening prices.

Vegetables.

2's, Asparagus Tips	Per doz. Group A	\$ 2 27 1/2
2's, Asparagus Butts		1 42 1/2
Beans—		
2s, golden wax		1 00
3s, golden wax		1 40
Gal, golden wax		1 05
2s, Refugee, green		1 00
3s, Refugee, green		1 40
2s, Midgets		1 30
Peas—		
2s, extra fine sifted, size 1		1 75
2s, sweet wrinkles, size 2		1 35
Extra fine sifted, size 3		1 30
Standard, size 4		1 25
Gal, standard, No. 4		5 00
2's, Spinach		1 30
3's, Spinach		1 80
Gals, Spinach		5 32 1/2

Group B are 2 1/2c per doz. less than above.

Fruits.

2's, Black pitted cherries, heavy syrup	1 97 1/2
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97 1/2
2's, Red not pitted cherries, heavy syrup	1 55
Gals, Red pitted cherries	8 55
Gals, Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97 1/2
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals, Black currants, standard	5 30
Gals, Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 30
2's, Red currants, preserved	2 30
Gals, Red currants, standard	5 30
Gals, Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02 1/2
Gals, Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27 1/2
3's, Pineapples, whole, heavy syrup	2 77 1/2
2's, Pineapples, sliced, Hygeian Brand	2 27 1/2
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals, Rhubarb, standard	3 52 1/2

Group B are 2 1/2c per doz. less than above.

SALMON PRICES.

Sockeye—		
1 lb. talls	2 87 1/2	
1 lb. flats	2 92 1/2	
1/2 lb. flats	1 70	
(5 case lots 2 1/2c doz. less.)		
Red spring, 1 lb. talls	2 50	
Red, 1/2 lb. flats	1 50	
Chooce, 1 lb. talls	2 30	
Humpback, 1/2 lb. flats	0 90	
Humpback, 1 lb. talls	1 25	

MANITOBA MARKETS.

POINTERS—

- Coffee—Weaker.
- Sugar—Unsettled.
- Canned Goods—Scarce and Dear.

Winnipeg, Aug. 28.—The expectation of a very heavy yield in Brazil for 1913 is responsible for an easier feeling in coffee, but the present visible supply does not seem to warrant any noticeable decline. Coffee situation is to say the least complicated, the market perhaps more than any other being in the hands of factions who attempt to manipulate it for their own ends.

There is much dissatisfaction here at the proposed new freight classifications by the railroads and they will be opposed strongly by the Canadian manufacturers association.

On cereals cooked and ready, the new classification would increase charges on a car lot \$48 to Winnipeg, \$117.60 to Calgary and Edmonton, \$88.50 to Regina, and \$100.80 to Saskatoon.

As regards present trade conditions, business is brisk and the outlook good. Prices are unchanged.

SUGAR—Sugar market is in an unsettled state. Raw sugars are dearer and refined sugars cheaper. At the same time there is a good demand and certainly there was never more sold in Western Canada.

Montreal and B.C. granulated, in bbls.	5 50
Montreal and B.C., in sacks	5 45
Montreal and B.C., yellow, in bbls.	5 10
Montreal yellow and B.C. yellow, in sacks	5 05
Leinz sugar, in bbls.	4 95
Leinz sugar, in boxes (25 lbs.)	6 20
Powdered sugar, in bbls.	5 70
Powdered sugar, in boxes	5 70
Powdered sugar, in small quantities	5 50
Lump, hard, in bbls.	6 40
Lump, hard, in half-bbls.	6 45
Lump, hard, in 100-lb. cases	6 40

SYRUP—Syrup prices are now steady, and as is usual at this time of year orders are coming in in quite considerable volume for stocking up in anticipation of brisk fall retail trade as butter promises to be scarce and dear.

Syrups—		
24 2-lb. tins, per case	2 38	
12 5-lb. tins, per case	2 78	
6 10-lb. tins, per case	2 66	
3 20-lb. tins, per case	2 67	
Half-barrels, per cwt.	4 04	
Barbados molasses, in half bbls., per gal	0 45	
New Orleans molasses, half-bbls., per gal	0 30	
Maple syrup—		
Imperial quarts, 2 doz. case	6 20	
1/2 gals., 1 doz. case	5 85	
Gals., 1/2 doz. case	5 40	

DRIED FRUITS—There is nothing new to report in dried fruits. A good average trade is being done, but with green fruits and vegetables plentiful and cheap no great activity is to be expected.

Prunes—		Per lb.
90-100s, 25s, s.p.	0 06 1/2	
90-100s, 15s, s.p.	0 06	
80-90s, 25s, s.p.	0 06 1/2	
80-90s, 10s, s.p.	0 07 1/2	
70-80s, 25s, s.p.	0 07 1/2	
70-80s, 10s, s.p.	0 08	
60-70s, 25s, s.p.	0 07 1/2	
50-60s, 25s, s.p.	0 08 1/2	
40-50s, 25s, s.p.	0 09 1/2	

Cooking Flgs—		
Choice boxes	0 06 1/2	
Half boxes	0 06 1/2	
Half bags	0 04 1/2	

Valencia Raisins—		
Fine, f.o.s., 25s, s.p., per box	2 25	
Fine, selected, 25s, s.p., per box	2 40	
4-crown layers, 25s, s.p., per box	5 35	
4-crown layers, 14s, s.p., per box	1 25	
4-crown layers, 7s, s.p., per box	0 70	
Ne plus ultra, 82s, s.p., per box	2 20	

Currants—		
Dry, clean, per lb.	0 08	
Washes, per lb.	0 08 1/2	
1-lb. package	0 08 1/2	
2-lb. package	0 17 1/2	

TEAS AND COFFEES—The New York markets have shown a much weaker undertone in coffees of late, but there is nothing to note in the local market.

Coffee—		Per lb.
Green Rio	0 18	
Roasted	0 22	
Green Santos	0 19	
Roasted Santos	0 24	
Chicoory	0 12 1/2	
Teas—		
China blacks, per lb.	0 15	0 40
Ceylons	0 25	0 49
Japans	0 20	0 50

BEANS—Prices steady, demand average. The market is firm and an advance should not cause surprise.

Beans—		
Hand picked, bushel	3 15	
3 lb. picked, bushel	3 10	
Split peas, sack 98 lbs.	4 00	

NUTS—The nut trade with the end of the summer season is back to normal.

Nuts—		Per lb.
Brazil, per lb.	0 18	0 19
Tarragona Almonds	0 18	0 18 1/2

THE CANADIAN GROCER

Peanuts, roasted Jumbos	0 12 3/4
Peanuts, choice	0 11
Pecans	0 18
Marbot Walnuts	0 13 1/2
Grenoble Walnuts	0 16
Sicily Filberts	0 11 1/2
Shelled Almonds	0 33
Shelled Walnuts	0 31

NEW BRUNSWICK MARKETS.

St. John, Aug. 28.—Business with local trade continues quite promising. Haying being done by the farmers has caused a slump in many districts with travelers for local wholesale houses, and has also been responsible for a jump in price of butter and eggs, as these commodities are not being brought to the city in quantities which the demand would warrant. Hand-picked beans seem to be adding to their already firm standing.

Potatoes have taken a marked slump this week, falling to 80 and 90 cents a bushel. There seems to be a good crop in most sections of province, despite the fact that early reports indicated a falling off compared with other years.

Racou	\$ 15	3 10
Beans, hand picked, bushel	3 10	3 15
Beans, yellow eye, bushel	3 00	3 05
Butter, dairy, per lb.	0 26	0 28
Butter, creamery, per lb.	0 24	0 25
Buckwheat, W., grey, bag	0 15 1/4	0 15 1/2
Cheese, new, lb.	0 15 1/4	0 15 1/2
Currants, T's, lb.	0 08	0 08 1/2
Canned Goods		
Beans, baked	1 25	1 35
Beans, string	1 20	1 25
Corn, doz.	1 00	1 05
Peas, No. 4	1 27 1/2	1 32 1/2
Peas, No. 3	1 32 1/2	1 37 1/2
Peas, No. 2	1 37 1/2	1 42 1/2
Peas, No. 1	1 80	1 85
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 85	1 90
Clams	4 00	4 25
Commeal, gran.	5 25	5 50
Commeal, bags	1 90	2 15
Commeal, Mbs.	3 95	4 20
Eggs, humber	0 27	0 28
Eggs, case	0 25	0 26
Pinnan Haddies	4 40	4 50
Fish, cod, dry	5 50	5 50
Flour, Manitoba	6 65	6 75
Flour, Ontario	5 75	5 85
Lard, compound, lb.	0 11 1/2	0 11 3/4
Lard, pure, lb.	0 14 3/4	0 15
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35 1/2	0 36
Oatmeal, rolled	5 75	5 75
Oatmeal, std.	6 25	6 25
Pork, domestic mess	24 50	24 75
Pork, American clear	24 25	25 50
Potatoes, barrel	2 50	3 00
Raisins, California, seeded	0 09	0 09 1/2
Rice, per lb.	4 25	4 50
Salmon, Case		
Red Spring	9 25	9 50
Coloies	8 50	8 75
Sugar		
Standard granulated	5 10	5 20
Austrian granulated	5 00	5 10
Bright yellow	4 90	5 00
No. 1 yellow	4 60	4 70
Paris lumps	6 15	6 40

NOVA SCOTIA MARKETS.

Halifax, Aug. 28.—There is a fair volume of business passing in wholesale grocery trade, considering high prices for most market leaders. Pork and pork products continue to advance. Hams are quoted at 18 1/2 cents, with probability that they will go still higher. Roll is up to 15 cents, and sides are quoted at 19 cents, highest price that has prevailed here for many years.

Butter is in fairly good supply, creamery prints being quoted at 27 cents, while

choice dairy in small tubs is selling at 23 to 24 cents. Nearly all butter on market now is of good quality.

There is heavy demand for sugar, as preserving season is at its height. Standard granulated is \$5.10, United Empire \$5, bright yellow \$4.30, No. 1 yellow \$4.60, and unbranded \$4.50.

Canners have notified wholesale dealers that only sixty per cent. of their orders will be filled this season.

Potatoes are selling freely at \$1 per bushel. Outlook for crop with province this season is not very favorable. The weather has been wet and cold. Fruits of various kinds are coming on market now. The early variety of apples is fairly good.

EXHIBITS AT THE C. N. E.

Toronto, Aug. 29.—At the Canadian National Exhibition this year the following foodstuff and store equipment manufacturers are exhibiting:—

American Metal Polishing Co., West Somerville, Mass; Battle Creek Toasted Corn Flake Co., London, Ont.; Brand & Co., Toronto; The Brantford Scale Co., Brantford; The Brantford Motor Truck Co., Brantford; Corneille, David & Co., Toronto; Cowan Co., Toronto; Christie Brown & Co., Toronto; Chisholm Milling Co., Toronto; Computing Scale Co., Toronto; Canadian Oil Companies, Ltd., Toronto; Wm. H. Dunn, Montreal; Wm. Davies & Co., Toronto; Dalton Bros., Toronto; Dominion Soap Co., Hamilton; Dustbane Mfg. Co., Ottawa; F. F. Dalley Co., Hamilton; Dominion Register Co., Toronto; Domestic Specialty Co., Hamilton; The A. J. Deer Co., Hornell, N.Y.; T. H. Estabrooks & Co., Toronto; Eureka Refrigerator Co., Toronto; J. S. Fry & Sons, Toronto; Gorman, Eckert & Co., London; Genessee Pure Food Co., Leroy, N.Y.; Grimm Mfg. Co., Montreal; Gunns, Ltd., Toronto; Huylers, Toronto; Holbrooks, Ltd., Toronto; H. J. Heinz Co., Pittsburg, Pa.; Hargreaves Bros., Hull, Eng.; The Harry Horne Co., Toronto; Jno. Hillock & Co., Ltd., Toronto; The Harris Abattoir Co., Toronto; Ingersoll Packing Co., Ingersoll; Thos. J. Lipton, London, Eng.; T. A. Lytle & Co., Toronto; Walter M. Lowney & Co., Montreal; Litster Pure Food Co., Toronto; Lever Bros., Ltd., Toronto; Lea's, Ltd., Simeoe; P. C. Larkin & Co., Toronto; Chas. Lauder & Co., Toronto; Maclure & Langley, Toronto; Minto Bros., Toronto; MacLaren Imperial Cheese Co., Toronto; Midland Vinegar Works, Birmingham, Eng.; Maples, Ltd., Toronto; Molassine Co., Ltd., London,

Eng.; Meakins & Sons, Hamilton; National Cash Register Co., Toronto; Nugget Polish Co., Toronto; Postum Cereal Co., Battle Creek; Jno. B. Paine Co., Toronto; Quaker Oats Co., Chicago, Ill.; Royal Polishes Co., Montreal; Snap Soap Co., Montreal; St. Charles Condensing Co., Toronto; E. D. Smith, Winona; W. Symington & Co., Toronto; Stimpson Computing Scale Co., Detroit, Mich.; Soelean, Ltd., Toronto; E. D. Smith, Winona; Toledo Computing Scale Co., Toronto; Jno. Taylor & Co., Toronto; The Torsion Balance Co., New York; Harry Webb Co., Ltd., Toronto; Wagstaffe, Ltd., Hamilton; Wondershine, Ltd., Toronto.

SNAP FOR COUNTRY MERCHANT.

How Simple it is for Him to Conduct Business Smoothly.

Here is an interesting soliloquy from a country merchant on the "snap" he has operating a business:

"Yes, I certainly have a snap. Wholesale houses send duns every month and draw on me at sight, but if I send a bill to a farmer he becomes swearing mad and quits trading at my store. While I am hard up for money, many of those who are owing me are sending money in advance to mail order houses. If I contribute money for any cause people say I am bidding for trade. If I don't they say I am a hog. Every day I am expected to dig up for everything that comes along from a raffle ticket to a church fund by people who claim I ought to do this because they do part of their trading here, but our friends Robert Simpson and T. Eaton neither buy tickets nor help the church fund, and yet they get the cash in advance. If I sell a pair of pants I must treat the family to candy and cigars; if I buy a load of potatoes I must do the same.

"Customers who are able to pay hang on to their money while I pay 10 per cent. at the bank to get ready cash. I have a big business during hard times and poor crops, from people who are willing to do trade with me provided I can duplicate catalogue house prices and wait until harvest for money. My scales weigh too much, when I sell sugar and too little when I buy butter. I am a thief, a liar and a grafter. If I smile I am a soft soapy hypocrite, and if I don't I am a grump. Yes, certainly this is a snap."

And he looked over \$10,000 worth of accounts, all good, and wonders how he could raise \$350 to pay a sight draft due to-morrow."

Many

Vancouver It at E the Par

Vancouver, B (cial).—Practical city closed for year which was grounds, it being affair was most ber taking part grounds, and in the programme

The procession at 11 o'clock, a vehicles of diffe band. Most of ated, some of filled with pretty others with sa flowers, hunting used. In one a was set up and trating how that business is cond conducted with and was well wo

Prizes for

It was grocer in addition to s the exhibition d a programme of awarded as foll Best decorate Swift Canadian inson & Archib Archibald.

Best decorate —First, D. S. G Grocery; third,

Hamilt

Visiti A Nu gramr Locals

Hamilton, Ont A while before there is a certa sation which se local Retail G elevates their cause may easil approach of the the day arrives on Wednesday "trecking" of counter to the them to the sta "Hump" is he

Imagine the muscled camel the heart of th

Many Prizes for Well Decorated Rigs

Vancouver Grocers Have Another Successful Picnic—Held It at Exhibition Park—Winners of Interest to the Trade in the Parade.

Vancouver, B.C., August 28.—(Special).—Practically all grocers in the city closed for the annual picnic this year which was held at the exhibition grounds, it being exhibition week. The affair was most successful, a large number taking part in the procession to the grounds, and in the events which formed the programme of the afternoon.

The procession formed down town at 11 o'clock, and nearly one hundred vehicles of different kinds followed the band. Most of the vehicles were decorated, some of the motor trucks being filled with pretty girls dressed in white; others with samples of goods, while flowers, bunting and flags were lavishly used. In one a coffee grinding machine was set up and was worked, demonstrating how that portion of the grocery business is conducted. The parade was conducted without a single drawback, and was well worth seeing.

Prizes for Decorated Rigs..

It was grocers' day at the fair, and in addition to special events put on by the exhibition directors, the dealers had a programme of their own. Prizes were awarded as follows:—

Best decorated rig in parade.—First, Swift Canadian Company; second, Parkinson & Archibald; third, Parkinson & Archibald.

Best decorated retail delivery wagon.—First, D. S. G. Kelly; second, A. & C. Grocery; third, F. T. Rolston.

Best decorated delivery automobile.—First, Kelly, Douglas & Company; second, Kelly, Douglas & Company; third, Oscar Brown.

Best decorated retail delivery automobile.—First, London Grocery; third, A. & C. Grocery.

Wholesale grocers' and produce teams.—First, Campbell & Muir, 75 points; second, Canadian Swift Company, 67 points; third, Kelly, Douglas & Company, 60 points.

Retail grocers, single delivery.—First, J. McTaggart, 80 points; second W. H. Walsh, 70 points; third, T. F. McDowell, 65 points.

Retail double delivery.—W. H. Walsh, 80 points; W. H. Walsh, 60 points; third, Duke's Grocery, 50 points.

Manufacturers' float.—First, Kelly, Douglas & Company; second, Canadian Swift Company.

Wholesale grocers' and produce drivers' race.—First, M. McKay; second, Mr. Gillespie; third, Mr. Fairgrieve.

Tug-of-war, retail employes.—Messrs McKay, Miller, Brown, Gillespie and Hurst.

Grocer drivers' race.—G. Wilson, T. Fairgrieve, J. Milnes.

Tug-of-war, wholesale employes.—Messrs Hayward & Scott.

Traveller's race.—Messrs Edwards, Slade and Storey.

Horse race.—A. & C. Grocery.

Grocery clerks' race.—Messrs Livingston, Petch and Powell.

from Brantford and Toronto were there. It was an afternoon of fun. With Secretary "Bay" Hill engineering the function what else could be the case? His serious looks always belie the underlying humor. Frequently from his appearance one might expect a Sunday School announcement, while instead, it is likely to be that of a four-legged race, a pick-a-back, or a bottle-breaking competition.

Among the feature events were a tug-of-war, a ball game, bottle breaking contest, and the aforementioned four-legged race.

The tug-of-war was between a team of visiting grocers and the locals. The visitors won despite the fact that such strong men as W. Waters, Ed. Hazel, Andy Bain and W. Smye were opposing them. The victors line-up included: H. G. McDonald, S. W. Hall, D. W. Clark, D. McLean, all of Toronto, assisted by Messrs Clarke, Moore, McKew, J. Burns, A. Burns, jr.: S. Miller and E. J. Church, of Brantford.

The locals were: J. L. Brown, F. Hutchinson, R. D. Saul, O. W. Robins, M. Cummings, W. Waters, W. Smye, E. Hazell, M. Burkholder and A. Bain.

Display of Markmanship.

It needs considerable marksmanship to break a bottle with a broom blindfolded—that is, the marksmen were blindfolded, not the broom. A great deal depends what's in the bottle, no doubt, as one bystander remarked during the contest, as well as the power of one's olfactory nerves. In spite of handicaps in this regard the first prize went to D. W. Clark, of Toronto.

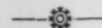
Marksmanship with the aid of the eye was also exhibited, the victor in this contest being none other than James Mellen, President of the Brantford Retail Grocers' Association.

Hamilton grocers won the baseball game from the visitors—remember the score, 23 to 10. No wonder they lost the tug-of-war. The winners included: Cann, Semmens, Knox, Smith, Slater, Brown, Cummings, White and Cople.

Visitors: Burns, Church, Miller, Burns jun., Moore, Davis, Hall, McDonald and Clark.

Umpire—Bay Hill.

John Forth was chairman of the outing and he has reason to feel proud of the result, and still remain modest.



Advertising is a transference of ideas to the minds of others in such a manner that those ideas will become rooted and will ultimately influence the recipient to act in the way the advertiser desires.

Hamilton Grocers "Hump" a Success

Visiting Dealers From Brantford and Toronto in Attendance—A Number of New Features Dovetailed into the Usual Programme—Visitors Win Tug-of-War But Lose the Ball Game to Locals.

Hamilton, Ont., Aug. 28.—(Special)—A while before the leaves begin to turn, there is a certain annual twitching sensation which seizes the members of the local Retail Grocers' Association and elevates their buoyant spirits. The cause may easily be traced to the near approach of the annual "Hump." When the day arrives—and it came this year on Wednesday last—one may see a "trekking" of men from behind the counter to the conveyance which carries them to the stamping grounds where the "Hump" is held.

Imagine the stride of the strong muscled camel as it nears the oasis in the heart of the desert, where troubles

will be banished and contentment found. Then you will have the eagerness with which the Hamilton grocer hies himself off every year to the annual "Hump."

Everyone knows full well that prayers avail little unless they inspire one to work. The prayer of the Association was fully realized this year again because those in charge of the event saw to it that the necessary preparations were perfected. And it was a great "Hump."

Brantford and Toronto Visitors.

The "Hump" went to Mountain Park, located east of the East End incline. It not only included Hamilton grocers, but fellow members of the trade

Lesson 20--Course in Card Writing

Course of Twenty Lessons Comprising Edwards Short-cut System, Closes With One on Lower Case Script—Note the Accompanying Plate and the Three Cards Demonstrating its Use.

By J. C. Edwards. Copyright, Canada, 1911.

Commencing with the plate it will be wise for the student to go over every letter and study it carefully, practicing every stroke until he becomes thoroughly acquainted with it.

In reviewing the previous lesson it will be noted that, in actual use the letters were almost always joined together as we were taught to do in our school or business college days. This is absolutely essential, and another point always to remember is—that every letter should be on the same slant, i.e., supposing that a line were drawn at an inclination of say 20 degrees, every letter should be so balanced as to have this same slant. Practice, of course, is necessary to acquire a uniform line of letters, each having the same slant, same proportions and no open spaces between the letters of a card.

Get Away from Conventionalities.

If Christopher Columbus had not thought that something lay beyond the vast expanse of water he never would have set out on the voyage that terminated in the discovery of America. So it is with everything else to-day. The idea of learning something new, of discovering something different, something out of the ordinary, leads to new inventions and promotes civilization. The cardwriter who contents himself with learning the technical points of lettering, if he practices diligently, will be a maker of cards, not a cardwriter. He

must break away from the old rut and drift into new channels of his own and add his own originality.

Script in Outline.

More care needs to be taken in writing outline script when it is to be filled in solid. The strokes must be made as uniform as possible. A sample of this style of letter is shown in the "French gowns" card. The letters are outlined as shown in the plate and then filled in with the shade. The form of decoration in this card is very simple. The card is deep champagne and the decoration is white which shows up very faintly, except in the case of the fleur-de-lis design at the top of the card which has a shade rubbed in with dry color before the design is put on. This gives it a relief effect and makes it stand out strong.

The Decoration Suggests the Heading.

In the "Blue Bird Series" card the design suggests the heading at first glance. It is a blue bird cut out of wall paper and pasted on at the top of the card, breaking into the top display line. We all know that this is not always possible, yet if one keeps his eyes open he can often pick up such appropriate suggestions or if he has access to a first-class wall paper department many good ideas may be got without much effort.

And the Spacing—Don't Forget.

Watch your spacing and don't get a one-sided effect. A light line may be

drawn down the centre of the card and one across, then lay out the card in pencil, at first (only roughly) to make sure that the lettering comes out right, leaving the same space on both sides of the card and the same top and bottom. Also watch the letter spacing which is even more important. In the case of the "Blue Bird" card, where a reader occurs and a sentence is written in lower case, the words should be almost the space of a letter apart, but when it is necessary to crowd them or, by mistake, two words are crowded, the idea used in this card may be brought into play, viz: "edition" was commenced too near the word "last" and, therefore, the two words run together. A small circle or dot was used to separate them and it was also necessary to balance the line by using the same between the words "the" and "last." You will notice that the ornamentation of this card comes up very near the top while the reading matter does not come as near the bottom of the card. This is a warrantable exception to the rule as the ornament is not at all the important part of the card and is only an auxiliary to help out or strengthen the wording and is a minor or subdued tone. This may often occur in card-writing where a bunch of flowers or some other decoration is used.

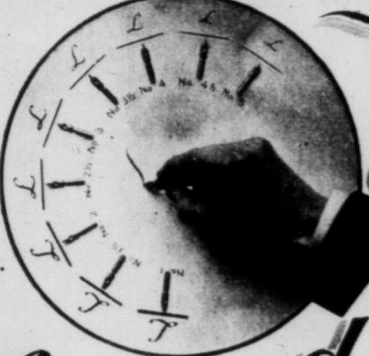
Continued on page 70.



Three cards illustrating the use of brush outline script.



Plate No 20 - Brush Outline Script - Lower Case -



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This plate illustrates the brush outline script used largely for fine cards.

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Proprietors Relationship to Salesmen

Co-operation Rather Than Running the Business Single Handed is Advised—Some Responsibility Should be Placed on Trusted Employees—This Tends to Make Them More Loyal to the Business.

By F. C. Williams.

The great question confronting many proprietors especially in the small places is not so much the high cost of living as competent help.

During my sixteen years of experience in the retail business along this line, I have had several changes in the management of my business but have been very fortunate in the selection of competent managers and clerks.

I believe that a good method to obtain the best that is in your staff is to shoulder all the responsibility you can on them. Make them feel they are a part of the concern; turn over as much of the weight of the business as possible on them. Make them feel the dignity of their calling and that you value their weight and ability in your behalf.

Consultations are Suggested.

Discuss twisted problems with the staff. Get their opinions and ideas and decide mutually on the best policy to adopt under difficult circumstances.

Frequently a good manager will understand certain phases of the business, perhaps a little better than the owner himself, and only by mutual, earnest discussion can this ability of the manager be brought to the front. I have known managers who understood certain points of the business better than the proprietor, viz: The buying of certain lines of goods and the selecting of certain lines to best suit that particular trade as well as the amounts most advisable to buy. Yet many proprietors will continue to ignore all this valuable assistance at his disposal, and will act on his own and less competent knowledge in that particular branch of the work.

I do not like too much stress put on set hours. A good manager will not watch the clock, but rather the sales, the service given to customers and the condition of the stock. If a manager has the business end at heart and is made of the right kind of stuff, the question of hours will not be considered but rather, the increasing of sales and the enlarging of the business in general.

Privileges and Favors.

A proprietor and his manager and clerks should be closely associated with no differences between them. A man in whom you can place unlimited confidence, who has been tested and found worthy of it, should be granted certain privileges and favors. He should be made to feel that he is a partner in the

concern rather than a mere figurehead or piece of machinery. A working together as one united firm should be the rule rather than having vacancies or gaps of interest between the members.

Climbing the Ladder.

Some employes get along better than others. This is evident to anyone. One manager I had walked right up the ladder quickly. He made good at every turn and in a few years with the writer, bought out a business in an adjoining town, forming an equal partnership. Results are, after about two years duration, gratifying in every respect. He has developed into a bright and clever proprietor so to speak and will some time own a large business entirely of his own. My experience has taught me that in the future, my policy shall be not to hold down or stand in the way of any deserving employe, but on the other hand will encourage and assist him all I can.

DRYING AND FREEZING EGGS.

The Department of Agriculture of the United States Government, has issued a statement dealing with dried or frozen eggs and their use in food products. Good eggs may be so treated, says the department, and used for food without injury to health. The statement reads as follows:

"Frozen and dried eggs intended for human consumption are largely used for cooking purposes where inferiority may be concealed. The traffic in eggs sold for drying and freezing has greatly increased in the last few years.

"Strictly fresh marketable eggs in the shell command a high price and there is difficulty in meeting the demand for them, but large quantities of questionable eggs, often bought at very low prices, have been broken out for cooking purposes by disreputable firms, being preserved by freezing or drying until ready for use.

"There is no objection to drying or freezing good eggs under proper sanitary conditions."

In the United States six sugar firms now put up sugar in cartons. In Canada it is put up in cartons by two companies, The Canada Sugar Refining Co. and the St. Lawrence Sugar Refineries.



Following items are from The Canadian Grocer of September 2, 1892:—

"A number of Ottawa grocery stores were visited on the 27th by one of the officers of the Inland Revenue Department for the purpose of ascertaining if there were any violations in the law providing for the keeping of tobacco in the same boxes as it was originally purchased in. Some 400 pounds of the weed was seized."

"Egan Bros., grocers, have purchased from J. H. Price, a store on Talbot Street east, St. Thomas, for \$3,000."

Editor's Note.—Egan Bros. are still in business on Talbot St., St. Thomas after a lapse of 20 years.

"W. E. Zimmerman, a traveler in the employ of W. H. Gillard & Co., Hamilton, died on Monday evening of typhoid fever. He was well known and much sympathy is expressed for his young widow. Mr. Zimmerman was 36 years of age and was formerly with A. R. Kerr & Co."

"The demand for eggs is about the same as last week. Receipts are still heavy and some of the stock arriving is not up to much. We noted last week that the export trade had been stopped nor is it likely to start for some time. Prices at this point are about the same and we quote the 11 to 12 cent. figures."

Editor's Note.—This item is from our Montreal market report of September 2, 1892. Note the contrast in the price of eggs 20 years ago and to-day. In this week's issue they are quoted from 29 to 32 cents on Montreal market for selects and new lays respectively.

An inventory of the estate of the late Thomas A. Snider, catsup manufacturer, was filed at Cincinnati on July 31. His personal estate amounted to \$97,704.50, with real estate valued at \$100,000. Among his effects was found \$93,628 worthless stock and worthless debts of \$5,720. Debts collectible of \$22,500 also were listed.



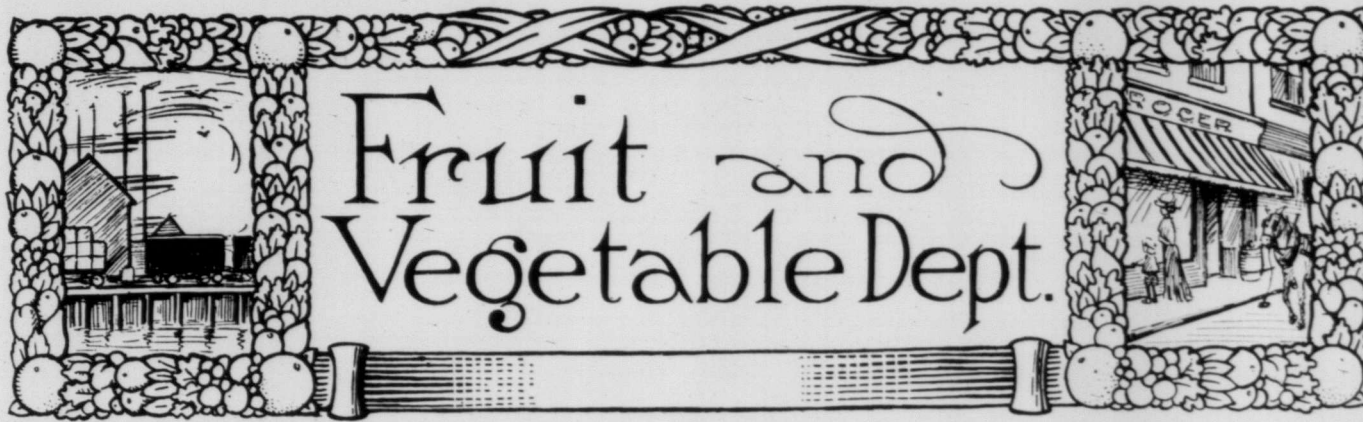
Lemon

As Th
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Well—

The lemon market is a tone of firmness pointed out in the season that could not be expected such has been have been if v summer as last There has been mand but it di portions of last While the market has been le ing at present ing in lemon market hand it present will be no more coming along u to move out ab dian importer Government ha Sicily for the Tripoli. This will have to tid arrives. Ther strong feeling, York and it loc will be well n

These are fruit markets, centre of attraction more to t prices hold at f erable business loupes while fa is selling well. onable while pl California pear Oregon will b grapes are also

Supplies of received. Summer has been selling now being re



Lemon Prices Likely to Be Maintained

As There Will Be Few More Coming Along Before New Crop—General Strength in Markets—Domestic Fruits Coming in for Good Deal of Attention—California Fruits Also Selling Well—Malaga Grapes In.

The lemon market has had an undertone of firmness all summer. It was pointed out in these columns early in the season that strong lemon market could not be expected this summer and such has been the case. What might have been if we had had as warm a summer as last year is difficult to say. There has been a fair and steady demand but it did not reach the big proportions of last year.

While the major portion of the summer has been left behind, there is nothing at present to indicate any weakening in lemon market. On the other hand it presents a strong front. There will be no more lemons of any account coming along until the new crop begins to move out about Nov. 1. One Canadian importer reports that the Italian Government has seized all lemons in Sicily for the use of their soldiers in Tripoli. This means present supplies will have to tide us over until new crop arrives. There has been a general strong feeling, values are higher in New York and it looks as if Canadian prices will be well maintained.

These are busy times now on the fruit markets, domestic fruits being the centre of attraction. Peaches are running more to the freestone variety but prices hold at fairly high level. Considerable business is being done in canteloupes while fancy fruit from California is selling well. Peaches are more reasonable while plums also shape that way. California pears are about to an end and Oregon will be commencing. Malaga grapes are also coming along now.

Supplies of new onions are being received. Summer stock of Spanish onions has been selling for some time but is now being replaced by winter stock.

They are more fully matured and therefore keep better.

MONTREAL.

VEGETABLES.—Vegetables continue to move out freely, the chief varieties being Canadian, a very small assortment coming from the other side. Sweet potatoes are exceptionally scarce while New York leeks are no longer quoted. U.S. potatoes are coming along in barrels and are having a ready sale.

Beans, green, bags	0 75	1 00
Wax beans	0 75	1 00
Carrots, bunch	0 15	0 20
Cabbage, basket	2 00	2 25
Cauliflower, dozen	1 75	1 75
Celery, dozen	0 50	1 00
Cucumbers, basket	0 30	0 35
Peppers, green, basket	3 75	3 75
Lettuce, Boston, doz.	0 25	0 25
Leeks, dozen (N.Y.)	1 00	0 20
Radishes, dozen	0 20	0 20
Sweet potatoes, per basket	3 00	3 50
Potatoes, Green Mountains, bag	2 00	2 00
New potatoes, per bbl.	4 00	4 00
Spinach, box	1 00	1 00
Parsnips, bag	3 00	3 75
Tomatoes	3 00	3 00
Turnips, per bag	1 25	1 25

TORONTO.

GREEN FRUITS.—The domestic fall fruit trade is now getting under a good head of steam and will shortly be moving at its liveliest clip. The fruit market is a busy spot these days, as a result, while shippers in the fruit sections are also sending goodly quantities to country retailers direct.

Good peaches are coming in this week, stock running more to the freestone variety. Prices on these maintain quite a stiff front. Fancy varieties are in demand this week on account of exhibition while California fruit is selling briskly. Malaga grapes of sweet and fancy stock are in this week at \$2.50 to \$2.75 per box. Some fine canteloupes are coming in at 50 to 75c per basket.

Lemons hold quite a strong front and are likely from present indications to continue so.

Bananas, per bunch	1 50	2 00
Huckleberries, basket, 11 qt.	1 25	1 65
Lemons, Ventelli	5 00	5 25
Limes, per 100	0 11	0 13
Lawtonberries, per qt. box	0 11	0 13
Oranges—		
Watermelons, each	0 30	0 50
Musk melons, basket	0 50	0 75
California Fruits—		
Peaches, box	1 25	1 25
Pears, Bartlett, full box	2 00	2 00
Plums, box	1 50	2 00
Grapes, Malaga, per box	2 50	2 75
Peaches, Canadian—		
11 qt. basket, Leno	0 60	0 75
11 qt. basket, flat	0 40	0 50
6 qt. basket, Leno	0 35	0 50
6 qt. basket, flat	0 25	0 35
St. Johns, 11 qt., Leno	1 00	1 25
St. John, 6 qt.	0 50	0 60
Pears, basket	0 40	0 65
Plums, basket	0 40	0 50

VEGETABLES.—While tendency of corn on the cob was considered as downward by dealers last week, it has failed to move in that direction. Growth of this line appears to be real slow this year.

Winter stock of Spanish onions is now coming along and commands a slightly firmer figure as they are better matured and better keepers. Potatoes are increasing in supply and Ontario stock is now selling at 1.50 to 1.60 per bag with imported stock now a small factor.

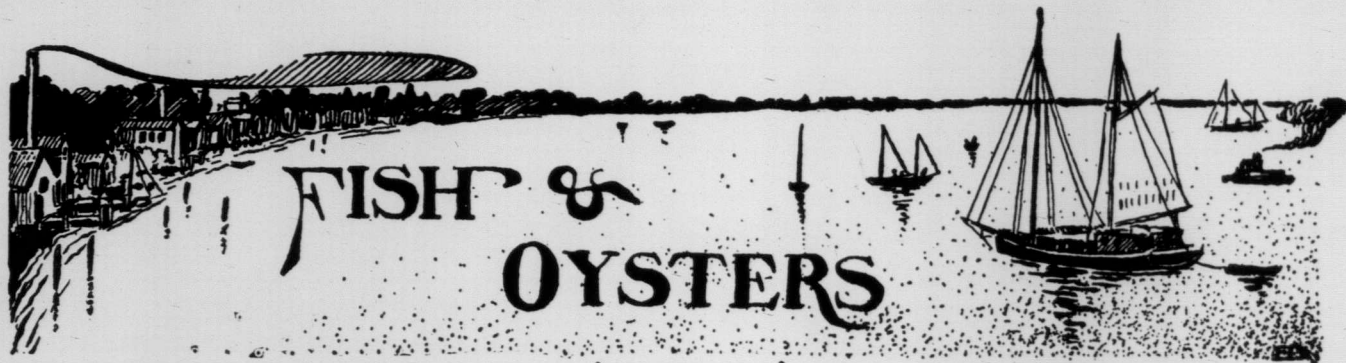
Cucumbers and tomatoes are now being given considerable attention.

Beets, new, Canadian, basket	0 25	0 30
Beans, green, Canadian, basket, 11 qts.	0 25	0 30
Carrots, new, basket	1 25	1 50
Cabbage, new, per crate	1 25	1 50
Celery, per doz.	0 20	0 50
Corn, 10 doz. bags	1 40	1 50
Cucumbers, Can., basket	0 20	0 25
Marrow, bushel basket	0 25	0 25
Onions—		
Spanish, per crate	3 00	3 00
White onions, 100 lb. sack	2 25	2 25
Yellow onions, 100 lb. sack	3 00	3 00
Potatoes, new, per bbl.	1 50	1 60
Potatoes, Ontario, per bag	1 50	1 60
Peppers, green, basket	0 35	0 35
Tomatoes, per basket	0 35	0 50

MANITOBA.

FRUITS AND VEGETABLES.—Local produce in vegetables has entirely supplanted imported lines and the supply is large, quality excellent and good demand. Some fruits are cheaper. Melons are out.

Fresh Fruit—		
Oranges, Valencia	5 00	4 50
Bananas, bunch	2 50	3 50
California lemons, crate	7 50	7 50
Limes, box	2 25	2 25
Washington apples	2 25	2 25
Cocoanuts, sack	6 00	6 00
Cucumbers, per doz.	0 75	1 25
Peaches	1 25	2 00
Plums	2 00	2 00
Bartlett pears, case	3 00	3 00
Bartlett hardy pears	2 75	2 75
Washington peach plums	1 50	1 50
Ontario tomatoes	1 10	1 10
New potatoes, per bushel	0 60	0 60
California, late Valencias, case	3 75	4 25



Another Oyster Season Has Opened

Shipments are Now Coming Along—Will Act as Stimulant to Fish Department—Advantages of Starting to Handle Early—More Attention Being Given to Fish by Wholesalers.

The opening of the oyster season gives another line which should assist in stimulating business in the fish department. Quintal shipments of the line have come along to most Canadian markets and from now on will continue, although quantity will be somewhat limited until cooler weather sets in.

Much might be said about the advantages of starting to handle oysters early, but one of the most prominent reasons is that appetites should be keen for this line after long period of non-supply.

Greater interest is being given to fish by wholesalers and this is shortly expected to be reflected in the retail trade. Increased varieties of fancy sea fish are being brought in to swell the list of available lines. Smoked lines are creating more interest. Factories on the coast are running full time and report a good call for smoked lines from inland Canadian points.

QUEBEC.

MONTREAL.—Halibut have been scarce this week owing to storms along the coast. Small shipments of Gaspe Salmon are coming to hand, while B. C. salmon is also difficult to secure in any quantities. Haddock and cod are not so plentiful as last week, but prices remain the same. Supplies of lake fish are improving. Prices for fancy New York fish such as Bluefish, Sea Bass, remain firm and the quality of the stock is fine.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	0 02	
Market cod, cases, 250 lbs., per lb.	0 04	
Less than case	0 04½	
Smelts, fancy	0 10	
Haddock	0 04½	
Halibut, per lb.	0 12	
Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	0 08	0 06
Steak, cod	0 06	
Mackerel	0 10	
B.C. red salmon	0 10	0 11
New Gaspe salmon, per lb.	0 15	
Qualla salmon	0 07½	0 08
No. 1 smelts, per lb.	0 09	
Lake trout, per lb.	0 12	
Whitefish, large, per lb.	0 09	
Pure cod tablets, 20 1-lb. tablets	2 30	
Whitefish, small, lb.	0 06	
Barbotte (dressed) bullheads, per lb.	0 08½	

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 10
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	8 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring	6 50
Scotch herring, keg	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	18 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Solid meats—Standards, gal., \$1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—Week has been marked by the initial shipment of oysters for the season, which came in on Saturday last. The season can now be said to be really started and regular shipments in limited quantities will be coming along till the weather becomes cooler and makes a general activity possible.

Wholesale fish men are already putting greater efforts behind trade as is shown by increased varieties of fish now being offered. The additional lines are principally ocean fish. Whitefish and trout are scarce at present. Frogs' legs are quoted at 50 cents per pound.

New kippered herrings and mackerel are in, the former quoted at \$1.50 for 40's and latter at \$2.50 for 80's.

In shell fish, there are winkles at \$1.00 peck, clams at \$1.50 per 100, whelks and mussels at \$1.00 peck and dulce at 15c lb.

In the window of the Wm. Davies' store on Queen St., near Yonge this week is a monster sword fish. It is only a year old yet weighs about 1,000 pounds. The sword is about a yard long. Sword

fish steak is being sold off it, retail at 20 cents per pound.

FRESH CAUGHT FISH.

White fish, per lb.	0 12
Lake trout, per lb.	0 12
Steak, cod	0 08
Haddock	0 07
Halibut	0 11
Flounders	0 07
Herrings, per lb.	0 05
Pike	0 07
Perch	0 07
Restigouche salmon	0 25
Bluefish	0 20
Striped bass	0 25
Butterfish	0 15
Sea bass	0 20
Sea herring	0 08

SMOKED.

Finnan haddie	0 08	0 09
Smoked fillets	0 12	
Smoked bloaters, 60s	1 25	

PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06½
Finnan Haddie	0 08
Mackerel, each	0 22

NOVA SCOTIA.

HALIFAX.—Unfavorable weather has greatly interfered with fishing operations along Nova Scotia coast during past week. There has been little sun and fishermen ashore have been unable to dry their fish. Fresh fish are in light demand, and there is little doing in the export line. Some small catches of mackerel have been made along the coast. The fish are extra large and were quickly bought up.

Swordfish are in abundance, but few are sold here. The most of these fish are shipped to the United States market, where good prices are obtained. Smoked fish factories are running full time, and substantial orders continue to come along from upper Canadian points.

COMPLETE COURSE ON CARD WRITING.

Continued from page 66.

Black and White Always Strong.

The millinery card demonstrates the use of white script lettering with a black, left-hand shade. It also shows the application of the script lettering in two bold diagonal lines, giving it the proper spacing and using no decoration outside of the relief panel. The card, however, is of oatmeal finish in green which adds much to the effect and gives it a fancy touch. "Advance Styles" is an eccentric form of lettering giving a half script and half Roman effect which is quite in keeping with the other lettering.

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Interesting Facts About Oyster Growth

Formation of the Spawn, How it Comes to the Surface and Gradually Sinks on Becoming Heavier — Year Old Shells Placed Where Embryo Can Hang On—Oyster is Sensitive to the Cold—Trouble in Winter When Bays are Frozen Over—Sometimes Causes Shortage When Big Supplies are Expected.

With the coming of September—the first of the autumn months—the oyster season is also ushered in and retail dealers who go after the extra profit in the sale of oysters, will soon be making preparations for the early first-of-the-season trade.

To effectively sell an article necessitates a good knowledge of that article. The same applies to the oyster. The dealer who studies the oyster, its growth, capture and its habits, etc., is in a much better position to sell it. He has more confidence in himself and the greater the confidence he has in his own powers the more goods will he sell in many lines.

Formation of the Spawn.

The propagation and cultivation of oysters is an interesting study. The spawn begins to form in the oyster in June; it continues to collect until the sack around the muscle is well filled. This spawn is discharged usually in August, the time depending on climatic conditions. If the summer is warm, they spawn out early; if cool, the spawning is later and sometimes they do not spawn at all. For instance, this year an oyster man who returned a couple of weeks ago from an inspection of his company's beds found that in some places the oysters had all spawned out and the embryo had set on the new shell.

In other beds he found the oysters had not let go of any of the spawn. This spawn comes to the surface in the form of a milk or cream and with the assistance of the sun is fertilized and a primitive shell is grown. As the oyster develops it becomes heavier and sinks to the bottom.

How Embryo Hangs On

Each embryo is provided with a hairy appendage with which it clings to anything that is smooth and hard, but the object it clings to, must be clean. For this reason oyster growers take the empty shells which accumulate from the oysters opened the year previous, load them onto scows, take them out and shovel them into beds of the spawning oysters. The spawn being a liquid will come up through the empty shells to the waters' surface and when it fertilizes and returns to the bottom, the fresh clean shells are there for the embryo to cling to. One hundred young oysters might be found on a single shell,

none of the embryo being larger than that of a pin head.

As these oysters grow they of course take up more space and crowd each other off the old shell they originally clung to. These oysters are dredged up and usually planted on ground that has been cleaned up during the season just past. Some growers leave them on that ground until they are ready to take them up and market them.

Should be Four Years Old.

It is generally considered most profitable not to open oysters until they are four years old. They are fully matured at that time and have as much flavor and strength as they will ever have.

It is generally conceded, however, that oysters do considerably better if transplanted to other grounds. The term fattening or finishing ground, is usually applied to places where the currents are such that the oysters will fatten more quickly, or places where the water is shallow and will as a result heat up quicker; oysters fatten more quickly in warmer waters. When they come out of spawn they are poor, but pick up very rapidly until about the middle of November. This is also regulated by the weather.

Don't Like the Cold.

When the water gets cold, the oysters hibernate, the gills being very sensitive to cold. They do not improve after about the first of December until spring. It is during January and February that the oyster grower has his real trouble combating the ice and heavy storms. Some people are still of the opinion that salt water will not freeze.

In February last there were points along the Atlantic Coast where they claim they had 8 feet of ice over oyster beds that growers had expected to be getting oysters from at that time. These are matters that the inland dealer cannot appreciate. It is hard for the retailer to understand why it should be more difficult to obtain oysters when they are most needed, but it is a fact that there are days when it is a physical impossibility for boats to get away from their docks. Many times an attempt is made, but they have to turn back. In such cases the expenses of the growers continue with no recompense.

Dealers will therefore realize the troubles and difficulties the grower sometimes has in mid-winter getting material to supply his trade, and will criticise him less severely in future.

SWORD FISH AND HALIBUT.

Two Lines Now in Season—Comparisons Made Between Them.

Some leaders in the fish line just now are Haddock, Cod, Herring, Halibut, Salmon, Mackerel and Sword Fish.

Perhaps the majority of dealers are familiar with the above lines, and others which are here omitted, but there is considerable doubt as to whether the sword fish is edible, so that a few words about it will not be amiss.

The sword fish season is not a lengthy one, lasting at the limit from six to eight weeks, nor is the catch ever certain or large. But it is claimed that it offers good nutritious food with a greater sustaining power, even than that of the halibut. Furthermore, the grocer can offer a customer a sword fish steak at a most reasonable price.

The dealer, again, who has a fish department—and every grocer should—has a splendid opportunity right here to cause intense interest in his store by securing a sword fish and placing it in a window specially prepared for it. The number of people who would inquire about the monster could be given a little selling talk, and ten to one made carry away enough to try and satisfy themselves of its good rich flavor.

The halibut is another fish of the larger tribe which should have a ready sale everywhere. It is mostly cut up into steaks by the dealer, but the flesh is most delicate and sweeter than that of the sword fish. The bulk of the halibut is caught off the shores of Vancouver in deep water, though they have often been found in shallow inlets. With the large influx of immigrants to the Western provinces there is a ready market for the generally good catch there, while Eastern Canada, supplied by the fisheries off the Maritime coast also provides a steady demand for the full supply.

Editor's Note.—In future issues other seasonable lines will be dealt with in this column, so that clerks and dealers can talk along intelligent lines when asked about any particular fish.

OYSTER CAMPAIGN OF EDUCATION.

The Oyster Growers' and Dealers' Association of North America have decided to spend \$15,000 in a campaign of advertising favorable to the oyster. Part of the money will go to monthly and weekly publications. The balance will be used in paying for the preparation and distribution of pamphlets dealing with the oyster as a healthful article of food.



Rolled Oats Decline 25c. Per Barrel

As Predicted Last Week—Approach of New Crop a Weakening Factor—Good Yield Anticipated—Export Flour Trade is Slack—U. S. Exporters Underbid Canadian in Foreign Markets.

Rolled oats are down 25 cents per barrel or 12½ cents per sack this week. The change was announced on Tuesday and is in keeping with our predictions in former issues. True, it is that old oats are a rather scarce commodity and hold a fair tone of steadiness but are lower than when former figures were set on rolled oats.

However, the principal weakening feature that has brought about the decline is the approaching new crop of oats which at present promises well. Estimates ranging from 175 to 200 millions as the yield in Western Canada have been made, while in other parts of the Dominion conditions appear rosy. For instance, Ontario gives promise of a good crop, although numerous rains have not been beneficial by any means.

The decline in rolled oats may probably have the result of stimulating trade somewhat. Some mills report a fair trade and say they expect some booking to be done now.

There is a fair volume of domestic trade in flour for season but export business is slack. Exporters of winter wheat flour are confronted with a difficult proposition. U. S. dealers can buy their wheat cheaper and therefore underbid them in flour on foreign markets. Deliveries of winter wheat in Canada are slow and there was a report current this week that Canadian millers were bringing in U. S. wheat and milling it in bond for export.

MONTREAL.

FLOUR.—Local market remains steady and indications are that there will be no changes in prices just at present. Export trade in spring wheat is quiet for this time of year, chief cause being the fact that a large good quality crop is expected and lower prices are looked for immediately it is marketed. Consequently the buyers across the water are

inclined to wait, making their present supplies last out.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	5 80	
Manitoba straight patents, in bags	5 30	
Manitoba strong bakers, in bags	5 10	
Manitoba second, in bags	4 70	

ROLLED OATS—Those dealers who followed the market closely and took our recent hints about possible decline have saved money as the market has dropped as forecasted, to the appreciable extent of 25 cents per barrel. There, of course, must have been some doubt about statements as the oat market is getting stronger. However, here is the proof. Trade passing locally is fair, though dealers are not inclined to stock up heavily pending new crop.

Fine oatmeal, single bag lots	2 64
Standard oatmeal, single bag lots	2 64
Granulated oatmeal, single bag lots	2 64
Rollt Cornmeal, 100 bags	2 25
Rolled oats, jute bags, 90-lb. single bag lots	2 27½
Rolled oats, cotton bags, 90-lb. single bag lots	2 32½
Rolled oats, barrels	5 25
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30

TORONTO.

FLOUR—There is nothing particularly new to report in Manitoba flour. Trade is running along in the usual manner for this time of year and millers and dealers in general are carefully watching the progress of the Western Canadian wheat crop.

The coming together of values on winter wheat and bids on winter wheat flour which is necessary to cause any business to be done is as far off as ever. Deliveries are on a small scale as farmers are busy and wheat prices are maintained while bids from foreign countries will not go above the par of prices offered by other countries. American competition is strong and prices must come down here if business is to be done.

Manitoba Wheat.

1st patent, in car lots, per bbl.	5 70
2nd patents, in car lots, per bbl.	5 20
Strong bakers, in car lots, per bbl.	5 00
Feed flour, in car lots, per ton	31 00 33 00

Winter Wheat.

Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended, domestic consumption	4 85	5 05

CEREALS—The decline in rolled oats predicted in our last issue was announced on Tuesday of this week, when prices were reduced 25 cents per barrel or 12½ cents per sack. While there has been a fairly steady tone to old oats, approach of a good sized new crop has brought a weakening in the market and a consequent concession in the finished product.

Rolled oats, small lots, 90 lb. sacks	2 37½
Rolled oats, 25 bags to car lots	2 27½
Standard and granulated oatmeal, 98-lb. sk.	2 64
Rolled wheat, small lots, 100-lb. bbls.	3 00
Rolled wheat, 5 barrel to car lots	2 80 2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 25 2 30
Rolled oats in cotton sacks, 5 cents more.	

MILL FEEDS—There is no change in mill feed prices. A good demand continues with little offering. This is liable to be the order until milling commences on a larger scale when new crop wheat begins to move forward.

Bran, ton, car lots	\$22 00
Shorts, ton, car lots	26 00

WINNIPEG.

Domestic flour sales are well maintained in the local market, and the export demand is looking up. Rolled oats are easier.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.		2 85
Strong bakers', cwt.		2 75
Rolled Oats—		
20 lb. sack		0 60
40 lb. sack		1 15
50 lb. sack		2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks		2 30
49 lb. sacks		1 20

Arnold S. Rowntree, York, Eng., and a member of the cocoa firm bearing his name is a visitor to Canada at the present time. He will visit Western Canada.



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Produce & Provisions



Pastures Excellent, But Butter High

Reasons Suggested for This State of Affairs—Not Enough Cattle—Season Was Late in Getting Started—Extraordinary Demand for Eggs—Market is Firm—Cheese is Quiet.

It is rather puzzling to some dealers why butter in face of excellent pastures which are now general throughout the country refuses to be dislodged from its present high level.

There is no denying that there is lots of grass. This has been made certain by the abundance of rain we have been having. What then keeps butter at its present fairly steady position?

"There is certainly plenty of grass," said an Ontario wholesaler this week, "but there are not enough cattle to eat it. A year ago last spring farmers sold off their cattle at high prices and now we haven't cows enough to expect any big production. However, there is quite a bit of stuff coming along now. I don't expect to see any big killing in butter this year but it looks like a nice profit for those who have supplies in storage."

Another dealer also referred to the excellency of the grass just now and also to the fact that the number of cattle was not increasing at same rate as population. "Besides," he said, "the amount of milk being used is increasing enormously and we can't have the milk and butter too. This year is rather exceptional, too, for stocks were completely cleaned up this spring and the season late in getting under way."

The feature in eggs has been the extraordinary demand bringing somewhat of a change in the situation. At some points receipts have not measured up to demand and wholesalers had to break into fall storage stocks. A week or so ago, dealers thought the U.S. would be able to lend a helping hand in such a case as this but an upward trend in values across the line has shut off the possibility of this just at present. As a result Canadian prices are firmer with slight advances at some centres.

Cheese at present time is rather quiet but holders are firm in their ideas. Country markets keep up pretty well owing to competition in securing better grade of goods, August and September

cheese being considered among the best long keepers of the season.

MONTREAL.

PROVISIONS.—Prices for all lines of smoked meats are steady but pure lard is becoming scarce and prices have advanced a quarter cent. The demand for hams and bacon was expected to be large during the past few weeks owing to cooler weather, but it was disappointing though dealers say it must liven up.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 15
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½
Bone out, rolled, small 9 to 12 lbs., per lb.	0 18
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 14½
Spiced roll bacon, boneless, short, per lb.	0 14½
Boiled ham, small, skinned, boneless.	0 25
Hogs, live, per cwt.	8 50
Hogs, dress, per cwt.	12 50

Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 10½
Cases, tins, each 10 lbs., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14½
Cases, tins, each 3 lbs., per lb.	0 14½
Pails, wood, 20 lbs. net, per lb.	0 14½
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 14½
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13½

Compound Lard—	
Boxes, 50 lbs., per lb.	0 14½
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10½
Pails, tin, 20 lbs. gross, per lb.	0 14½
Tubs, 50 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 10½
One pound bricks	0 11

Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	27 00
Bean pork	19 00
Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flarks, lb.	0 14

BUTTER.—At end of last week prices firmed up at country points and slight advances was scored but an easier feeling has developed and local prices have not been advanced. The demand and consumption are large and indications point to full price throughout the fall and winter.

Creamery blocks 0 28	0 28½
Dairy tubs, lb.	0 25

EGGS.—There has been quite a demand for all grades of eggs and on top

of the falling off in supplies this has brought about an increase of a cent all round. The tone of market remains firm and prices may work up further in near future. The market on the whole may be considered active.

New laid eggs, per doz.	0 33
Selects 0 30	
No. 1's 0 27	

POULTRY.—Practically all lines are on the scarce list and prices show an upward tendency, though an actual increase may not take place, as no heavy demand is expected from the West until the new crop is harvested. There is a fair demand locally with prices unchanged.

Turkeys, No. 1, per lb.	0 25
Turkeys, No. 2, per lb.	0 24
Chickens, per lb.	0 18
Fowls, per lb.	0 15
Ducks, per lb.	0 25
Geese, per lb.	0 15

TORONTO.

PROVISIONS. — Mention was made last week that certain dealers had higher ideas on lard. This seems to be becoming more general and quotations are firmer by about ½ cent per pound. Stocks cannot be described as large, while a good selling season is not far distant.

As far as smoked and cooked meats are concerned, there is nothing particularly new to report. Cooler weather than usual may have robbed trade of some of its activity this summer but on the whole, dealers appear quite well satisfied with the season.

Live hog market shows little change.

Smoked Meats—	
Light hams, per lb.	0 17½ 0 18
Medium hams, per lb.	0 17 0 17½
Large hams, per lb.	0 15 0 16
Backs, plain, per lb.	0 19 0 20
Backs, pea meal 0 20	0 21
Breakfast bacon, per lb.	0 17 0 18
Roll bacon, per lb.	0 13 0 13½
Shoulders 0 11½	0 12
Pickled Meats—	
Roll bacon, per lb.	0 13½ 0 13½
Heavy mess pork, per bbl.	20 00 20 50
Short cut, per bbl.	24 00 25 00
Cooked hams 0 25	0 26
Lard, tierces, per lb.	0 13½
Lard, tubs, per lb.	0 13½
Lard, pails, per lb.	0 14
Lard, compounds, per 2½ tierces 8 55	
Live hogs, local 8 55	
Live hogs, at country points 11 75	12 25
Dressed hogs 11 75	12 25

BUTTER.—With the goodly number of rains that we have been having for some time, the growth of grass is luxuriant. This does not appear to be weighing down the butter market much, although some dealers note a good quanti-

ty coming along and a slightly easier undertone. This has not been reflected in quotations, however, for some dealers for instance, are quoting dairy slightly firmer.

There appears to be a fair supply of butter moving marketward just now but there has not been much accumulation. It is pointed out by one wholesaler that season was late in getting under way so that production has kept behind what it otherwise would have been.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 27
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 23	0 24
Dairy solids	0 22	0 23

EGGS—The egg market is still rather puzzling. While production is on a fair scale and outside dealers say they are not storing, still market maintains a strong front, values in the country haven't taken on a somewhat firmer tone during past week.

Eggs across the line have taken a firmer tone. There is no change in selling prices here.

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 24	0 25

CHEESE—Practically no old cheese left on market. Prices are nominal. New cheese shows no marked change, a fair volume of business being transacted. Stiltons in box of about 40 lbs—4 cheese to box—is quoted at 18 cents. Limberger is worth the same price.

Old Cheese—		
Large	0 18	0 20
Twin	0 18	0 19½
New Cheese—		
Large	0 14¼	0 14½
Twin	0 14¼	0 14½
½ Twin	0 14¼	0 15

Poultry. There has been quite a marked change in poultry situation, there being flood of goods with corresponding slump in prices. Values are generally lower. This is a fair selling season but not real busy, while good quantities of poultry are being shipped in.

LIVE POULTRY (prices paid to country merchants).		
Spring chickens	0 14	0 14
Spring ducks	0 10	0 12
Old fowl	0 10	0 10
Roosters	0 07	0 09

WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 20	0 23
Spring ducks, dressed, lb.	0 14	0 18
Fowl, dressed	0 12	0 13

HONEY—There is quite a quantity of new season's honey coming along. It is meeting with a fair sale. No. 1 pound combs of white clover honey are worth \$2.75 to \$3.00 per dozen, No. 2, about \$2.40, and some No. 3 at \$2.25. Nearly all comb honey is sent out in glass front cases which makes an excellent method of displaying the goods.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained		
Clover honey, 60 lb. pails, per lb.	0 12	0 12
Clover honey, 10 lb. pails, per lb.	0 12½	0 12½
Clover honey, 5 lb. pails, per lb.	0 12½	0 12½
Buckwheat, 60 lb. tins, lb.	0 07	0 08

WINNIPEG.

PRODUCE AND PROVISIONS — There is a first-class local demand for cured meats and lard with prices steady.

Butter is unchanged this week. Eggs steady, and in good demand. Cheese is firm and any hopes of declining prices may be abandoned.

Lard, tierces	0 13¾
3 lb. tins, cases	8 85
5 lb. tins, cases	8 80
10 lb. tins, cases	8 20
20 lb. pails	2 85
50 lb. tubs	7 00

Cured Meats—		
Hams	0 17	0 18½
Long clear	0 14	0 14
Short clear	0 14	0 14¼
Shoulders	0 18	0 19½
Bacon	0 18	0 19½
Cheese—		
Ontario large	0 15½	0 15½
Ontario twins	0 15	0 15
Manitoba large	0 15	0 15½
Manitoba twins	0 15	0 15½
Butter—		
Creamery	0 29	0 27½
Dairy	0 18	0 24
Eggs, fresh laid, Manitoba	0 22	0 23

Making Most of Provisions in Summer

How Dealer in Summer Resort District is Making Good Profit in Lines Such as Breakfast Bacon and Cooked Meats— Uses Display Refrigerator Because He Maintains These Goods Will Sell Better if They Can Be Seen.

That bright opportunities for the sale of provisions lurk where many a person would hardly consider it possible to work up anything like an appreciable trade is shown in the case of C. Coon, general merchant at Trent River, Ont.

This is a small country hamlet near Havelock, Ont., which during the greater part of the year can lay claim to but a meager population. This, however, is swelled to appreciable proportions during the summer months. It is a summer resort which lures to its neighborhood, people from many of the surrounding towns as well as many from Toronto and other cities of Ontario.

Provisions a Feature in Summer.

It is this annual influx of campers in search of the usual features that go along with an outing that makes this provision department possible. This store has not been slow to take advantage of the opportunities thus presented and specializes on this particular line during the summer months.

Mr. Coon, realizing that fresh meat was difficult to secure at this point, concluded there would naturally be a call for smoked varieties. This demand he prepared to care for. True, it is that the river close at hand offered the possibility of fresh fish to the camper, but all people do not go there to fish and some who go to fish find that their catch falls far below the amount of sustenance their appetite demands.

Bacon and Cooked Ham.

One of the lines which has been given particular attention is breakfast bacon. Anyone who has spent some time in camp knows what an appetizing thing, breakfast bacon is for the morning meal. The result is that a good deal is sold.

Another line that has been swung to the fore in this department is cooked ham. The reason for this is apparent. Such uncongenial work as the cooking of meat on a warm summer's day does not connect up well with holidays. When

they betake themselves to summer haunts, people evade cooking as much as possible. They want something ready-prepared, and this is the reason that cooked ham is an especially popular article at the summer resort.

Went Strong After Sales.

Carmen Coon, son of the proprietor, realized that it was good business to specialize on these lines during the summer. He also recognized that meats had to be kept in proper condition if more business was to follow. It was also evident to him that if best results were to be attained these lines must be placed where people may see them. It is the display that begets purchases. He set to work to devise a means of display.

An ordinary flat glass counter show case six feet in length was secured. In the centre of this a galvanized iron tray which would hold a fair-sized piece of ice was placed. Leading from the tray was piping to carry off the water from the ice. On either side different varieties of provisions were placed. Thus meats were kept at the proper temperature and always prominently before people who visited the store.

Mr. Coon states that his display refrigerator has helped the sale of these lines considerably.

PUT ON A 25 CENT SALE.

Toronto, Aug. 29.—Miller's Grocery, 632 Yonge St., took advantage of the coming of the National Exhibition to do a little extra advertising. A circular headed "Exhibition Specials," was sent out to customers. It contained a list of goods which might be purchased for 25c which was headed "25c Bargains," and contained such items as 3 lb. currants, 3 lbs. raisins, 6 lbs. cooking rice, 4 lbs. cooking figs, 2 tins new seasons finnan haddie, etc., etc. At the bottom attention was called to fresh shipments of fruit received daily.

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We extend a cordial invitation to the trade to visit our exhibits at the Toronto Exhibition

in the Dairy Building,
in the Manufacturers' Building,
in the Horticultural Building,
also our Packing House at West Toronto.

GUNNS LIMITED, PORK AND BEEF
PACKERS

WEST TORONTO, ONT.

Montreal, St. John, N.B.

Travellers and Agents everywhere.

FEARMAN'S
"STAR BRAND"
English Breakfast
BACON

The result of over fifty years
experience in selecting and
curing.

MADE UNDER GOVERNMENT
INSPECTION.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of

WETHEY'S
Condensed
Mince Meat

has been daily making friends for the
past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$40 PER INCH PER YEAR

BAKING POWDER.
W. H. GILLARD & CO.
 Diamond.
 1-lb. tins, 2 doz. in case... \$2 00
 ½-lb. tins, 3 doz. in case... 1 25
 ¼-lb. tins, 4 doz. in case... 0 75

ROYAL BAKING POWDER.
 Sizes. Per doz.
 Royal-Dime 0 95
 " ¼-lb. 1 40
 " 6-oz. 1 95
 " ½-lb. 2 55
 " 12-oz. 3 85
 " 1-lb. 4 90
 " 3-lb. 13 60
 " 5-lb. 22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—
 5-lb. size, \$8.25; 1-lb. tins, \$2;
 12-oz. tins, \$1.60; 8-oz. tins, \$1.20;
 6-oz. tins, 90c; 4-oz. tins, 65c;
 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes. Per doz. tins.
 Borwick's ¼-lb. tins 1 35
 Borwick's ½-lb. tins 2 35
 Borwick's 1-lb. tins 4 65

COOK'S FRIEND BAKING POWDER.

Cartons— Per doz.
 No. 1, 1-lb., 4 dozen 2 40
 No. 1, 1-lb., 2 dozen 2 60
 No. 2, 5-oz., 6 dozen 0 80
 No. 2, 5-oz., 3 dozen 0 85
 No. 3, 2½-oz., 4 dozen 0 45
 No. 10, 12-oz., 4 dozen 2 10
 No. 10, 12-oz., 2 dozen 2 20
 No. 12, 4-oz., 6 dozen 0 70
 No. 12, 4-oz., 3 dozen 0 75

In Tin Boxes—
 No. 13, 1-lb., 2 dozen 3 00
 No. 14, 8-oz., 3 dozen 1 75
 No. 15, 4-oz., 4 dozen 1 10
 No. 16, 2½-lb. 7 25
 No. 17, 5-lb. 14 00

FOREST CITY BAKING POWDER.
 6-oz. tins 0 75
 12-oz. tins 1 25
 16-oz. tins 1 75

BLUE.

Keen's Oxford, per lb. ... 0 17
 In 10-box lots or case ... 0 16

COUPON BOOKS—ALLISON'S.
 For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, \$2, \$3, \$5, \$10, \$15, and \$20. All same price, one size or assorted.

UN-NUMBERED.
 Under 100 books each 0 04
 100 books and over each 0 03½
 500 books to 1,000 books 0 03
 For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.
 White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
 The King's Food, 2 doz. in case, per case, \$4.80.
 White Swan Barley Crisps, per doz., \$1.
 White Swan Self-rising Buckwheat Flour, per dozen, \$1.
 White Swan Self-rising Pancake Flour, per doz., \$1.

White Swan Wheat Kernels, per doz., \$1.50.
 White Swan Flaked Rice, \$1.
 White Swan Flaked Peas, per doz., \$1.

DOMINION CANNERS.

Aylmer Jams. Per doz.
 Strawberry, 1912 pack \$ 2 00
 Raspberry 2 00
 Black currant 2 00
 Red currant 1 85
 Peach 1 85
 Pear 1 85

Jellies.
 Red currant 2 60
 Black currant 2 20
 Crabapple 1 65
 Raspberry and red currant 2 00
 Raspberry and gooseberry 2 00
 Plum jam 1 55
 Green-Gage plum, stoneless 1 65
 Gooseberry 1 85
 Grape 1 55

Marmalade.
 Orange jelly 1 55
 Green fig 2 25
 Lemon 1 60
 Pineapple 2 00
 Ginger 2 25

Pure Preserves—Bulk.
 5 lbs. 7 lbs.
 Strawberry 0 69 0 95
 Black currant 0 69 0 95
 Raspberry 0 69 0 95
 14's and 30's per lb.
 Strawberry 0 13
 Black currant 0 13
 Raspberry 0 13
 Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.
 Cocoa—
 Perfection, 1-lb. tins, doz.. 4 40
 Perfection, ½-lb. tins, doz. 2 35
 Perfection, ¼-lb. tins, doz. 1 25
 Perfection, 10c size, doz .. 0 90
 Perfection, 5-lb. ins, per lb. 0 35
 Soluble, bulk, No. 1, lb. ... 0 20
 Soluble, bulk, No. 2, lb. ... 0 18
 London Pearl, per lb. 0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—
 Supreme chocolate, ½'s, 12-lb. boxes, per lb. 0 35
 Perfection chocolate, 20c size, 2 doz. in box, doz.. 1 80
 Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. 0 90
 Sweet Chocolate— Per lb.
 Queen's Dessert, ¼'s and ½'s, 12-lb. boxes 0 40
 Queen's Dessert, 6's, 12-lb. boxes 0 40
 Vanilla, ¼-lb., 6 and 12-lb. boxes 0 35
 Diamond, 8's, 6 and 12-lb. boxes 0 28
 Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24
 Diamond, ¼'s, 6 and 12-lb. boxes 0 25

Icings for Cake—
 Chocolate, white, pink, lemon, orange, maple, almond, cocoa-nut, cream, in ½-lb. packages, 2 doz. in box, per doz... 0 90

Chocolate Confections—Per lb.
 Maple buds, 5-lb. boxes ... 0 36
 Milk medallions, 5-lb. bxs. 0 36

Chocolate wafers, No. 1, 5-lb. boxes 0 30
 Chocolate wafers, No. 2, 5-lb. boxes 0 25
 Nonpareil wafers, No. 1, 5-lb. boxes 0 30
 Nonpareil wafers, No. 2, 5-lb. boxes 0 25
 Chocolate ginger, 5-lb. bxs. 0 30
 Milk chocolate wafers, 5-lb. boxes 0 36
 Coffee drops, 5-lb. boxes .. 0 36
 Lunch bars, 5-lb. boxes .. 0 36
 Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35
 Milk chocolate, 5c cakes, 3 doz. in box, per box.. 1 35
 Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 36
 Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
 Nut milk chocolate, 5c bars, 24 bars, per box 0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.
 In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
 Smaller quantities 0 37

JOHN P. MOTT & CO'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen 0 90
 Mott's breakfast cocoa, 2 doz. 10c size, per doz. 0 85
 Nut milk bars, 2 dozen in box 0 80
 " breakfast cocoa, ¼'s and ½'s 0 36
 " No. 1 chocolate 0 30
 " Navy, chocolate, ½'s.. 0 26
 " Vanilla sticks, per grs 1 00
 " Diamond chocolate, ½'s 0 24
 " Plain choice chocolate liquors 20 50
 " Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 26c. lb.; Caracas sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinqueme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO.
 Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.
 1-lb. pkgs. White Moss ... 0 26

½-lb. pkgs. White Moss .. 0 27
 ¼-lb. pkgs. White Moss .. 0 28
 1 and ½-lb. pkgs., assorted 0 26½
 ¼ and ½-lb. pkgs., asstd 0 27½
 ¼-lb. pkgs., asstd., in 5-lb. boxes 0 28
 ½-lb. pkgs., asstd., in 5-lb. boxes 0 29
 ¼-lb. pkgs., asstd., 5, 10, 15-lb. cases 0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.
 Pails Tins Bbls.
 White Moss, fine strip 0 19 0 21 0 17
 Best shredded . 0 18 0 16
 Ribbon 0 19 0 17
 Macaroon 0 17 0 16
 Desiccated? 0 16 0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

Per Case
 East of Fort William, Ont.
 Eagle Brand, each 4 doz.. \$6 00
 Gold Seal Brand, each 4 dz 5 25
 Challenge Brand, each 4 dz 4 50
 Peerless Brand, "Hotel," each 2 doz. 4 25
 Peerless Brand, "Tall," each 4 doz. 4 50
 Peerless Brand, "Family," each 4 doz. 3 90
 Peerless Brand, "Small," each 4 doz. 2 00
 St. Charles Evaporated Milk (baby size) 2 00
 St. Charles Evaporated Milk (family size) 3 90
 St. Charles Evaporated Milk (hotel size) 4 25
 Silver Cow Milk 5 40
 Purity Milk 5 25
 Good Luck Milk 4 50
 Reindeer Brand (4 doz. in case) 5 75
 Mayflower Brand (4 doz. in case) 5 25
 Clover Brand (4 doz. in case) 4 50
 Reindeer Jersey Brand, Family (4 doz. in case). 3 90
 Reindeer Jersey Brand, tall (4 doz. in case).... 4 50
 Reindeer Jersey Brand, Hotel (2 doz. in case)... 4 25
 Reindeer Jersey Brand, Gallon (½ doz. in case) 4 75

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co. Per Case.

Canada First Baby Evaporated Milk 2 00
 Canada First Family Evaporated Milk 3 90
 Canada First Medium (20 oz.) Evaporated Milk... 4 50
 Canada First Hotel Evaporated Milk 4 25
 Canada First Gals Evaporated Milk, Manufacturer's Special 4 75
 Canada First Condensed (sweetened) 5 25
 Rose Bud Condensed Milk 5 15
 Beaver Condensed Milk .. 4 50

COFFEE.

(Combined with Milk and Sugar)
 Reindeer Brand (2 doz. in case) 5 00
 Regal Brand (2 doz. in case) 4 50

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For purity, some profit Large The Selling Br

Pioneers of Canada's Fish Trade

By entrusting us with your business, you can rely on receiving only the highest quality fish, because we started out years ago to develop the Canadian fish business with quality as our basis. To-day, our products are being distributed right from Halifax to Vancouver and the general consensus of opinion is—"they are excellent."

FISH IN PLACE OF MEAT REDUCES BILLS 50% — ASK US AND WE'LL SHOW YOU WHY.

"Canada" Brand Pure Boneless Cod Fish

BONELESS FISH

Canada Tablet	-	-	20 1 lb. Tablets.
Canada Crate	-	-	12 2 lb. Boxes
Canada Strip	-	-	30 lb. Boxes, Whole Strips.
Atlantic Special	-	-	20 lbs. 1 lb. and 2 lb. Blocks.
Mariner Brand	-	-	25 lbs. Bulk.
Cod Bits	-	-	25 lbs. Bulk.

SKINLESS FISH

Eastern Fifties	-	-	50 lb. Boxes.
Eastern Hundreds	-	-	100 lb. Boxes.

"CANADA" BONELESS COD.

For purity, tastiness and delicacy, is the undoubted leader, and besides netting you a handsome profit, you can count on it to bring the customer back for more.

Large Dried Cod Fish by the Quintal. Large Fat July Salt Herring by Car Load.

The North Atlantic Fisheries Limited

SUCCESSORS TO THE HALIFAX COLD STORAGE CO., LIMITED

Selling Branch, 47 William Street,

MONTREAL

THE CANADIAN GROCER

Reindeer Brand, in glass jars (2 doz. in case) 6 20
COCOA.
 (Combined with Milk and Sugar)
 Reindeer Brand (2 doz. in case) 4 80

COFFEES.
EBY-BLAIN, LIMITED.
 Standard Coffees
 Roasted whole or ground, packed in damp-proof bags.
 King Edward 0 34
 Club House 0 33
 Nectar 0 32
 Royal Java and Mocha. 0 32
 Empress 0 30
 Duchess 0 29
 Ambrosia 0 28
 Plantation 0 26 1/2
 Fancy Bourbon 0 26
 Crushed Java and Mocha 0 19

Package Coffee.
 Gold Medal, 2-lb. tins, whole or ground 0 31
 Gold Medal, 1-lb. tins, do 0 32
 Gold Medal, 1/2-lb. tins do 0 33
 Anchor Brand, 2-lb. tins, do 0 31
 German Dandelion, 1-lb. tins, ground 0 26
 German Dandelion, 1/2-lb. tins, ground 0 28
 English Breakfast, 1-lb. tins, ground 0 19
 Grand Prix, 1 and 2-lb. tins, ground 0 30
 Demi-Tasse, 1 and 2-lb. tins, ground 0 30
 Flower Pot, 1-lb. pots, ground 0 23

WHITE SWAN SPICES AND CEREALS, LTD.
WHITE SWAN BLEND.
 1-lb. decorated tins, lb. ... 0 32
 Mo-Ja, 1/2-lb. tins, lb. 0 30
 Mo-Ja, 1-lb. tins, lb. 0 28
 Mo-Ja, 2-lb. tins, lb. 0 28
 Cafe des Epicures, 1-lb. fancy glass jars, per doz., \$3.60.
 Cafe l'Aromatique, 1-lb. amber glass jars, per doz., \$4.00.
 Presentation (with tumblers) \$3 per doz.

MINTO BROS.
MELAGAMA BLEND.
 Ground or bean— W.S.P. R.P.
 1 and 1/2 0 25 0 30
 1 and 1/2 0 32 0 40
 1 and 1/2 0 37 0 50
 Packed in 30's and 50-lb. case.
 Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.
 AGENT: F. COWARD.
 402 Spadina Avenue, Toronto.
 Small size \$1.50 per doz., net
 Large size \$3.00 per doz., net
 In 3 dozen free cases. Freight paid on 1/2 gross order.

CEREALS.
 Grape Nuts—No. 22, \$3; No. 23, \$4.50.
 Post Toasties—No. T3, \$2.85.
 Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.

CONFECTIONS.
PEANUT BUTTER.
 Ontario Prices
 MacLaren's Imperial— Per doz
 Small, 2 doz. 0 95
 Medium, 2 doz. 1 80
 Large, 1 doz. 2 75
 Tumblers, 2 doz. 1 35
 Pails, 24 lbs., per lb. 0 15

CHEESE.
MACLAREN'S IMPERIAL.
 Ontario prices per doz.
 Individual (each 2 doz.) .. 1 00
 Small (each 2 doz.) 2 40
 Medium (each 1 doz.) 4 50
 Large (each 1/2 doz.) 8 25

MacLaren's Roquefort—
 Small (each 2 doz.) 1 40
 Large (each 1 doz.) 2 40
 MacLaren's Canada Cream—
 Small (each 1 doz.) 0 90
 Medium (each 2 doz.) 1 35
 Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.
SHIRRIFF'S.
 1 oz. (all flavors) doz. 1 00
 2 oz. (all flavors) doz. 1 75
 2 1/2 oz. (all flavors) doz. ... 2 00
 4 oz. (all flavors) doz. 3 00
 5 oz. (all flavors) doz. 3 75
 8 oz. (all flavors) doz. 5 50
 16 oz. (all flavors) doz. 00
 32 oz. (all flavors) doz. 4 00
 Discount on application.
CRESCENT MFG. CO.

Mapleine— Per doz.
 2 oz. bottle (retail at 50c) 4 50
 4 oz. bottle (retail at 90c) 6 80
 8 oz. bottles (retail at \$1.50) 12 50
 16 oz. bottles (retail at \$3) 24 00
 Gal. bottles (retail at \$20) 15 00

GELATINE.
 Knox Plain Gelatine (2 qt. size), per doz. 1 30
 Knox Acidulated Gelatine (2 qt. size), per doz. 1 30
CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.
 No. 1, 4 doz. in case 0 60
 No. 2, 2 doz. in case 0 95
 No. 3, flats, 2 doz. in case 1 15
 No. 3, talls, 2 doz. in case 1 35
 No. 6, 1 doz. in case 4 00
 No. 12, 1/2 doz. in case 6 50
LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.
 These prices are F.O.B. Montreal. Imported Peas "Soleil"

Per case
 Sur Extra Fins, 1/2 facons, 40 bou. 11 00
 Sur Extra Fins, tins, 1/2 kilo, 100 tins 15 50
 Extra Fins, tins, 1/2 kilo, 100 tins 15 00
 Tres Fins, 1/2 kilo, 100 tins 14 00
 Fins, tins, 1/2 kilo, 100 tins 12 50
 Mi-Fins, tins, 1/2 kilo, 100 tins 11 00
 Moyens No. 1, tins, 1/2 kilo, 100 tins 10 00
 Moyens No. 2, tins, 1/2 kilo, 100 tins 9 50
 Moyens No. 3 8 75
 Asparagus, Haricots, etc.
MINERVA PURE OLIVE OIL.
 Case—
 12 litres 6 50
 12 quarts 5 75
 24 pints 6 25
 24 1/2-pints 4 25

Tins—
 5 gals. 2s 23 00
 2 gals. 6s 29 00
 1 gal. 10s 25 00
 1/2-gal. 20s 26 00
 1/4-gals. 20s 13 50
 1/8-gal. 48s sq. 17 00
 1/8-gal. 48s rd. 15 50
BASSIN DE VICHY WATERS.
 La Capitale, 50 qts. 5 00
 La Neptune, 50 qts. 6 00
 St. Nicholas, 50 qts. 7 00
 La Sanitas Sparkling, 50 quarts 8 00

La Sanitas Sparkling, 100 pints 9 00
 La Sanitas Sparkling, 100 splits 4 00
 Lemonade Savoureuse, 50's 7 50

CASTILE SOAP.
 "Le Soleil," 72 p.c. olive oil.
 Case, 12 lbs. 2 1/2-lb. bars, lb 0 08 1/2
 Case 25 lbs., 11-lb. bars, lb 0 07 1/2
 Case 50 lbs. 1/2-lb. bars case 3 50
 Case 200 lbs. 3 1/2-oz., case. 3 75
 "La Lune," 65 p.c. olive oil.
 Case 25 lbs. 11-lb. bars, lb. 0 07
 Case 12 lbs. 2 1/2-lb. bars, lb 0 08
 Case 50 lbs., 1/2-lb. bars, case 3 25
 Case 100 lbs. 3 1/2-oz. bars, case 1 80
 Case 200 lbs. 3 1/2-oz. bars, case 3 40

ALIMENTARY PASTES.
BLANC & FILS.
 Macaroni, Vermicelli, Animals, Small Pastes, etc.
 Box, 25 lbs., 1 lb. 0 07 1/2
 Box, 25 lbs., loose 0 07
DUFFY & CO. BRAND.

Grape Juice, 12 qts. 4 75
 Grape Juice, 24 pts. 5 15
 Grape Juice, 36 splits 4 75
 Apple Juice, 12 qts. 4 50
 Apple Juice, 24 qts. 4 75
 Champagne de Pomme, 12 q 5 00
 Champagne de Pomme, 24 p 5 50
 Matts Golden Russett—
 Sparkling Cider, 12 qts. .. 5 00
 Sparkling Cider, 24 pts. .. 5 50
 Apple Vinegar, 12 qts. 2 50
CANNED HADDIES "THIS-TLE" BRAND.

A. P. TIPPET & CO., Agents.
 Cases 4 doz. each, flats, per case 5 40
 Cases 4 doz. each, ovals, per case 5 40
INFANTS' FOOD.
 Robinson's patent barley, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.

LARD.
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.
 Tierces 11 1/2
 Tubs 11 1/4
 Pails 12
 Tins, 20 lbs. 11 1/2
 Cases, 3 lbs. 12 1/2
 Cases, 5 lbs. 12 1/2
 Cases, 10 lbs. 12 1/4
 F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.
 Tierces 0 10
 Tubs 0 10 1/4
 20-lb. pails 0 10 1/2
 20-lb. tins 0 10
 10-lb. tins 0 10 1/4
 5-lb. tins 0 11
 3-lb. tins 0 11
 1-lb. cartons 0 11 1/2

MARMALADE.
SHIRRIFF BRAND.
 "SHREDDED."
 1 lb. glass (2 dz case) \$1.90 \$1.80
 2 lb. glass (1 dz case) 3.20 3.00
 4 lb. tin (1 dz case) 5.50 5.35
 7 lb. tin (1/2 dz case) 8.60 8.35
 "IMPERIAL SCOTCH."
 1 lb. glass (2 dz case) \$1.60 \$1.55
 2 lb. glass (1 dz case) 2.80 2.70
 4 lb. tin (1 dz case) 4.80 4.65
 7 lb. tin (1/2 dz case) 7.75 7.50

MUSTARD.
COLMAN'S OR KEEN'S.
 Per doz. tins
 D. S. F., 1/4-lb. 1 40
 D. S. F., 1/2-lb. 2 60

D. S. F., 1-lb. 5 00
 F. D., 1/4-lb. 0 86
 F. D., 1/2-lb. 1 45
 Per jar
 Durham, 4-lb. jar 0 75
 Durham, 1-lb. jar 0 25
MACLAREN'S IMPERIAL PREPARED MUSTARD.
 Ontario Prices.

Small case 4 doz., per doz. 0 45
 Medium, cases 2 doz., doz. 0 90
 Large, cases, 1 doz., doz. 1 35
VERMICELLI AND MACARONI
D. SPINELLI C'Y., MONTREAL
 Fine.

4-lb. box "Special" per box 0 22
 8-lb. box "Special," box.. 0 44
 5-lb. box "Standard" box 0 27 1/2
 10-lb. box "Standard," box 0 55
 60-lb. cases or 75-lb. bbls. per lb. 0 06
 25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. 0 06
 Globe Brand.
 5-lb. box "Standard" box 0 30
 10-lb. box "Standard," box 0 60
 25-lb. cases (loose) per lb. 0 08
 25-lb. cases, 1-lb. pkgs., lb 0 08 1/2

JELLY POWDERS.
JELL-O.
 Assorted case, contains 2 doz. 1 80
 Straight
 Lemon contains 2 doz. 1 80
 Orange contains 2 doz. 1 80
 Raspberry contains 2 doz. 1 80
 Strawberry contains 2 doz. 1 80
 Chocolate contains 2 doz. 1 80
 Cherry contains 2 doz. 1 80
 Peach contains 2 doz. 1 80
 Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.
 Assorted case, contains 2 dozen 2 50
 Straight
 Chocolate contains 2 doz. 2 50
 Vanilla contains 2 dozen. 2 50
 Strawberry contains 2 doz. 2 50
 Lemon contains 2 dozen. 2 50
 Unflavored contains 2 doz. 2 50
 Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.
 Ontario Prices.
 Assorted flavors, \$10.75 per gross. Imperial Sterilized Gelatine.
 Cartons, 1 doz., 90c per dozen.
SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS.
 Crisole soap, per gross \$10 20
 Fioriola soap, per gross. 12 00
 Straw hat polish, per gr. 18 20
SNAP HAND CLEANER.
 3 dozen to box \$ 3 00
 6 dozen to box 7 00
 30 days.

RICHARDS PURE SOAP.
 5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.
 Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.
 Prices—Ontario and Quebec:
 Less than 5 cases \$ 5 00
 Five cases or more 4 95
SAPHO MFG. CO., LTD. MONTREAL "SAPHO" INSECTICIDE
 1-16 gall., doz. \$ 2 00
 1/4-gall., doz. 6 00
 1/2-gall., doz. 10 00
 1 gall., doz. 19 20
 1-16 gall. gross lot 20 00

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Exhibition

You are coming to our great Fair next week and we shall be glad if you will call and see us when in the City and use our offices for your convenience.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

... 5 00
 ... 0 86
 ... 1 45
 Per jar
 ... 0 75
 ... 0 25
 AL PRIS-
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 oz. 0 45
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 6 00
 10 00
 19 20
 20 00

THE CANADIAN GROCER

"ANTI-DUST" SWEEPING POWDER.
 Size No. 1, 3 doz. crates, per doz. \$ 1 50
 No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.
EDWARDSBURG STARCH CO.
 Boxes Cents
 Laundry Starches—
 40 lbs., Canada Laundry.. .05 1/2
 40 lbs., Canada white gloss, 1 lb. pkgs. .06 1/2
 48 lbs., No. 1 white or blue, 4 lb. cartons .07
 48 lbs., No. 1, white or blue, 3 lb. cartons .07
 100 lbs., kegs, No. 1 white .06 1/2
 200 lbs., bbls., No. 1 white .06 1/2
 30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. .07 1/2
 48 lbs., silver gloss, in 6-lb. tin canisters .08
 36 lbs., silver gloss, 6-lb. draw lid boxes .08
 100 lbs., kegs, silver gloss, large crystals .07
 28 lbs. Benson's satin, 1-lb. cartons, chromo label .07 1/2
 40 lbs., Benson's Enamel (cold water) per case . 3 00
 20 lbs. Benson's Enamel (cold water) per case . 1 50
 Celluloid—boxes containing 45 cartons, per case . 3 60
 Cullinary Starch.
 40 lbs. W. T. Starch & Co.'s prepared corn . .07 1/2
 40 lbs. Canada pure corn starch . .05 1/2 (20-lb. boxes 1/4c higher.)

BRANTFORD STARCH
 Ontario and Quebec.
 Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs. . .05 1/2
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs. .06 1/2
 First Quality White Laundry—
 8 lb. canisters, cs of 48 lbs. .07 1/2
 Barrels, 200 lbs. . .06 1/2
 Kegs, 100 lbs. . .06 1/2
 Lily White Gloss—
 1 lb. fancy cartons, cases 30 lbs. . .07 1/2
 6 lb. toy trunks, lock and key, 8 in case . .08 1/2
 6 lb. toy drums, with drumsticks, 2 in case. .08
 Kegs,—extra large crystals, 100 lbs. . .07 1/2
 Canadian Electric Starch—
 Boxes containing 40 fancy pkgs., per case . 3 00
 Celluloid Starch—
 Boxes containing 45 cartons, per case . 3 75
 Cullinary Starches—
 Challenge Prepared Corn—
 1-lb. pkts, boxes of 40 lbs. .06
 Brantford Prepared Corn—
 1-lb. pkts, boxes of 40 lbs. .07 1/2
 "Crystal Maize" Corn Starch.
 1 lb. pkts., boxes 40 lbs. .07 1/2 (20 lb. boxes 1/4c higher than 40's.)

OCEAN MILLS, MONTREAL.
 Chinese starch, 48 1 lb., per case, \$4; Ocean Baking Powder
 3-oz. tins, 4 doz. per case, \$1.60,
 4-oz. tins, 4 doz. per case, \$3.00;
 8-oz. tins, 5 doz. per case, \$6.50;
 16-oz. tins, 3 doz. per case, \$6.75;
 5-lb. tins, 10 tins a case, \$7.50;
 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange
 48 8-oz., \$4; Ocean borax, 48 8-

oz., \$1.60; Ocean cough syrup,
 36 6-oz., \$6.00; 36 8-oz., \$7.20;
 Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED
CHATEAU BRAND.
 Vegetable, Mutton Broth, Mulli-gataway, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.
 No. 1's, 95c per dozen.
 Individuals, 45c per dozen.
 Packed 4 dozen in a case.

SYMINGTON'S SOUPS.
 Quart packets, 9 varieties, doz. 0 90
 Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.
 Case of 1-lb., containing 60 packages, per box, \$3.00.
 Case of 1/2-lb., containing 120 packages, per box, \$3.00.
 Case of 1-lb. and 1/2-lb., containing 30 1-lb. and 60 1/2-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

SYRUP.
EDWARDSBURG STARCH CO.
CROWN BRAND CORN SYRUP
 2 lb. tins, 2 doz. in case.. 2 55
 5 lb. tins, 1 doz. in case . 2 90
 10 lb. tins, 1/2 doz. in case 2 50
 20 lb. tins, 1/4 doz. in case 2 75
 Barrels, 700 lbs. 3 1/2
 Half Barrels, 350 3 1/2
 Quarter Barrels, 175 4
 Pails, 38 1/2 \$1 90
 " 25 lbs. each 1 35

LILY WHITE CORN SYRUP.
 2 lb. tins, 2 doz. in case.. 2 90
 5 lb. tins, 1 doz. in case.. 3 25
 10 lb. tins, 1/2 doz. in case 3 15
 20 lb. tins, 1/4 doz. in case 3 10
 (5, 10 and 20 lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.
 2-lb. tins, 2 doz. in case.. \$3.50
 5-lb. tins, 1 doz. in case . 4.00
 10-lb. tins, 1/2 doz. in case... 3.95
 20-lb. tins, 1/4 doz. in case... 3.90
 (5, 10 and 20 lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.
 Freight prepaid on 5 case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.
 To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.
DOMINION MOLASSES CO.
 Gingerbread Brand (Toronto)
 2's—2 doz. to case, per doz. 23
 3's—2 doz. to case 1 45
 Winnipeg.
 2's—Tins, 2 doz. cases, per doz. 1 20
 3's—Tins, 2 doz. cases, per doz. 1 75
 5's—Tins, 1 doz. cases, per doz. 3 20
 10's—Tins, 1/2 doz. cases, per doz. 5 30
 20's—Tins, 1/4 doz. cases, per doz. 19 40
 Pails—1's each 0 65
 Pails—2's each 1 12
 Pails, 5's, each 2 55

DOMOLCO BRAND.
 Maritime Provinces and Ontario:
 2's, 2 doz. case, per doz. . . \$ 85
 3's, 2 doz case, per doz . . 1 95

5's, 1 doz. case, per doz. . . 3 75
 10's, 1/2 doz. case, per case. 3 40
 20's, 1/4 doz. case, per case. 3 05

Western Prices—Sudbury to Victoria.
 2's, 2 doz. case, per doz.. 1 60
 3's, 2 doz. case, per doz... 2 35
 5's, 1 doz. case, per doz... 4 00
 10's, 1/2 doz. case, per case. 4 15
 20's, 1/4 doz. case, per case 3 80

SAUCES.
PATERSON'S WORCESTER SAUCE.
 1/2-pint bottles 3 and 6 doz. cases, doz. \$0 90
 Pint bottles, 3 doz. cases, doz. 1 75

H. P.
 H. P. Sauce— Per doz.
 Cases of 3 dozen \$1 90
 H. P. Pickles—
 Cases of 2 doz. pints . . \$3 35
 Cases of 3 doz. 1/2-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.
 Per doz.
 Large, packed in 3-doz. case \$2 25
 Medium, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.
 Per doz.
 Rep. 1/2 pints, packed in 6-doz. case \$2 25
 Imp. 1/2-pints, packed in 4-doz. case 3 15
 Rep. qts. packed in 2-doz. case 6 50

STOVE POLISH.
JAMES DOME BLACK LEAD.
 6a size, gross \$2 40
 2a size, gross 2 50

NUGGET POLISHES.
 Dozen.
 Polish, Black and Tan . . . 0 85
 Metal Outfits, Black and Tan 3 65
 Card Outfits, Black and Tan 3 25
 Creams and White Cleaner 1 10

TOBACCO.
IMPERIAL TOBACCO COMPANY OF CANADA.
 Chewing—Black Watch 6s . . 44
 Black Watch, 12s 45
 Bobs, 6s and 12s 46
 Bully, 6s 44
 Currency, 6 1/2s and 12s . . . 46
 Stag, 5 1-3 to lb. 38
 Old Fox, 12s 44
 Pay Roll Bars, 7 1/2s 56
 Pay Roll, 7s 56
 War Horse, 6s 42
 Plug Smoking—Shamrock, 6s, plug or bar 54
 Rosebud Bars, 6s 54
 Empire, 6s and 12s 44
 Ivy, 1s 50
 Starlight, 7s 50
 Cut Smoking—Great West
 Pouches, 8s 63
 Regal Cube Cut, 9s 70

TEAS.
THE "SALADA" TEA CO.
 East of Winnipeg.
 Wholesale R't'l
 Brown Label 1's and 1/2's .25 .30
 Green Label, 1's and 1/2's .27 .35
 Blue Label, 1's, 1/2's, 1/4's and 1/8's 30 .40
 Red Label, 1's and 1/2's.. .36 .50
 Gold Label, 1/2's 44 .60
 Red-Gold Label, 1/2's 55 .80

LUDELLA CEYLON TEA.
 Orange Label, 1/2's 24 .36
 Brown Label, 1/2's & 1's .28 .40

Brown Label, 1/4's 30 .40
 Green Label, 1/2's & 1s.. .35 .50
 Red Label, 1/2's 40 .60

MELAGAMA TEA.
MINTO BROS.
 45 Front St. East.
 We pack in 60 and 100-lb. cases.
 All delivered prices.

Wholesale R't'l
 Brown Label, 1-lb. or 1/2 .25 .30
 Red Label, 1-lb. or 1/2 . . . 27 .35
 Green Label, 1's, 1/2 or 1/4 .30 .40
 Blue Label, 1's, 1/2 or 1/4 .35 .50
 Yellow Label, 1s, 1/2 or 1/4 .40 .60
 Purple Label, 1/4 only . . .55 .80
 Gold Label, 1/4 only 70 1.00

"KOLONA" TEA.
 Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.
 Orange Label, 1's 23 .30
 Black Label, 1-lb., retail at 25c 20
 Black Label, 1/2-lb. retail at 25c 21
 Blue Label, retail at 30c 24
 Green Label, retail at 40c.. .30
 Red Label, retail at 50c 35
 Brown Label, retail at 60c. .42
 Gold Label, retail at 80c... .55

JAMS AND JELLIES.
T. UPTON & CO.
 Compound Jams—Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.00 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 tin pails, 6 pails in crate, 52 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/2c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2-doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/2c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—
 Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 6 tins, 9 in crate, 42 1/2c per tin; No. 7 tins, 12 in case, 57 1/2c per tin; No. 7 wood pails, 6 in crate, 57 1/2c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.
 White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen \$0 90
 List Price.
 "Shirriff's" (all flavors), per doz. 0 90
 Discounts on application.

YEAST.
 White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

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Our display the north do

ROYAL ELECT COFFEE MIL The Mill that "cu coffee



One of 72 styl

Mr. A

We can in idle boast cause we

We have you in thi that you c

WINNIPE

COME—LOOK AND LEARN

How to increase your profits with a

Royal System

Our display will be found in the north wing near the north door of the Industrial Building at the

Canadian National Exhibition

Toronto, Aug. 24 to Sept. 9th, 1912

ROYAL ELECTRIC COFFEE MILL
The Mill that "cuts" the coffee



One of 72 styles

Royal Coffee Roasters enable the progressive merchant to roast his own "coffees," no experience required—saves the cost of cans, boxes, labels, advertising and selling expenses. Builds up a permanent store patronage. Everybody wants fresh roasted coffee.

Royal Electric Coffee Mills "cut" the coffee according to requirements for any style coffee pot, percolator or urn.

Royal Electric Double Cutting Meat Choppers are "sanitary"—eliminate handling of meat, save time and labor.

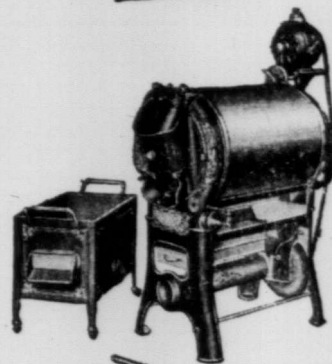
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The A. J. DEER CO., Inc.

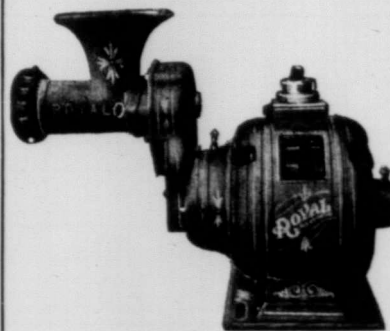
154 West St., - Hornell, N.Y., U.S.A.

Manufacturers of the "Royal Systems."

ROYAL COFFEE ROASTER



Capacity from 10 to 150 lbs. according to size.



ROYAL ELECTRIC MEAT CHOPPER
Cuts the meat twice in one operation

Mr. Manufacturer, Mr. Shipper:

Do you want a Successful Western Market?—

We can increase your sales in Western Canada. This is not merely an idle boast on our part, but a statement that bears some significance because we "make good."

We have the experience, the staff, money, aggressiveness to represent you in this good market in a way that will prove beyond peradventure that you can do a successful selling business in Western Canada.



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NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

Head Office - - - WINNIPEG, Man.

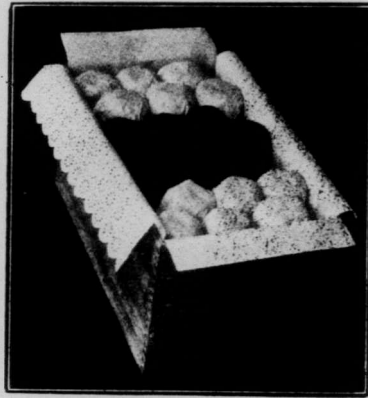
WINNIPEG

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CHOICE ONTARIO APPLES

In car lots, packed in barrels or boxes, straight or assorted varieties. Guaranteed to pass Government inspection.

Fruit all grown in our own orchards, and packed in our packing house at Waterdown, Ontario.

WRITE FOR PRICES

We also want a good connection in each town or city to take orders for Xmas box apples, delivered to any address in Great Britain or Ireland. Liberal commission.

Choice evaporated apples always on hand from our own evaporators.

The Wentworth Orchard Co., Ltd.
DUNDAS, ONTARIO

**BANANAS
Tomatoes
Celery**

AND

all early vegetables

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We invite
enquiry

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Prompt attention and first-class
service.

—
WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

**"St. Nicholas,"
"Home Guard,"
"Puck,"
"Kicking" Brands**

Messina Lemons are honestly packed with fruit of Quality — they are money-makers for you — year in and year out.

J. J. McCABE

Agent

Toronto, Ont.

**WHITE DOVE
Cocoanut**

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.



W. P. Downey
MONTREAL, QUE.

53 Highest Awards in Europe and America

**WALTER BAKER & CO.'S
CHOCOLATE
& COCOA**



Registered
Trade-Mark

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

Montreal, Can. Dorchester, Mass.

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

Supplied by Appointment to the
House of Lords

**O.K.
SAUCE**

Delicious
Fruity
Appetizing

Highest Award
(Gold Medal) October 1911 Festival
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LONDON.

Ask your Jobber or apply direct

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The Turnbull Co.,
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The Standard Brokerage Co.
860-864 Cambie St., Vancouver.

Pea

Fine quality
in large
Vegetable

Oranges
Pea

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The mechanical
recent scientific
kept indefinitely
intricately
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wholesome
When drinking
ing thin
sweet, and
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LAURE
371 Qu

Peaches

Plums

Pears

Fine quality Crawford Peaches arriving in large quantities. Local Fruits and Vegetables in abundance.

Oranges, Lemons, Bananas, California Pears, Peaches, Plums, Grapes.

WHITE & CO., LTD.

"THE FANCY FRUIT HOUSE"

TORONTO and HAMILTON

Everybody's Doin' It

DOIN' WHAT ?

Why ordering their fruit supply from WALKER'S either at Guelph or North Bay.

Full supplies of all seasonable fruits at both places.

Have us put your name on our mailing list for weekly quotations.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



A
**Scientific
Discovery**

The mechanical process of homogenization is a recent scientific discovery by which milk can be kept indefinitely in any temperature but frost. It intricately mixes the milk and cream by the breaking of the little globules, which makes it more wholesome and nutritious than ordinary milk. When drinking it one has the sensation of drinking thin cream. It is always pure, sterile and sweet, and is the great boon to mankind by which every dealer can profit.

Send for prices and descriptive literature

LAURENTIA MILK CO., Limited
371 Queen Street West, Toronto, Ont.

CARTER'S



Big Wheel Lemonade Powder

Table Jellies Mustard Powder
etc., etc.

H. W. Carter & Co., Ltd.

BRISTOL - - ENGLAND

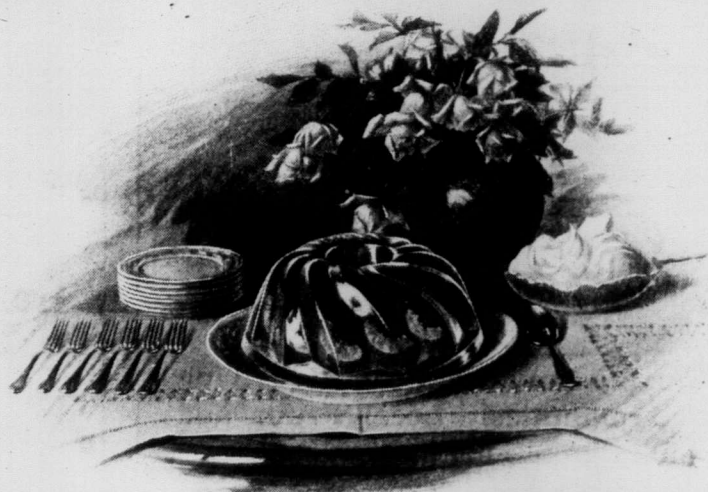


**Stuhr's
DELICACIES.**

**Genuine Caviare,
Anchovies in Brine,
IN TINS AND GLASSES.**

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG



**Parke's Catsup Flavor and
Preserver**



Sells rapidly and is a sure
repeater

(1) It saves a lot of time and waste
to a dealer making up recipes
with 2 cents of this spice and 2
cents worth of another.

(2) A 25 cent bottle flavors and pre-
serves catsup made from a
bushel of tomatoes.

Sold at \$2.00 per doz., less regular
cash discount, by most wholesale
grocers and druggists. If not pro-
curable from them we will send it
to you at regular prices, and allow
express charges on a 3 dozen lot.

PARKE & PARKE, Druggists
HAMILTON, ONTARIO

CREDIT custom-
ers make LESS
trouble than anyone
else, where

**Allison
Coupon
Books**



are used. Reduce expenses, elimin-
ate losses, prevent misunderstand-
ings—paying for themselves many
times over.

How They Work

A man wants credit. You think he is
good. Give him a \$10.00 Allison Cou-
pon Book. Have him sign the receipt
or note form in the front of the book,
which you tear out and keep. Charge
him with \$10.00—no trouble. When he
buys a dime's worth, tear off a ten
cent coupon, and so on until the book
is used up. Then he pays the \$10.00
and gets another book. No pass books,
no charging, no lost time, no errors,
no disputes. Allison Coupon Books
are recognized everywhere as the best.
For sale by the jobbing trade
everywhere.

Manufactured by ALLISON COUPON
CO., Indianapolis, Ind.

When writing advertisers, kindly
mention this paper.

For Summer Appetites

In hot weather, when the appetites are just a little off, and there
is a peculiar craving for something cool and satisfying, nothing touches
the spot like

JELL-O

It is so deliciously cool, so light, so wholesome, so nutritious,
so tempting and good every way, that it satisfies the summer appetite
as nothing else can.

There is no other dessert worth serving that can be made
without cooking and fuss, and in hot weather no housewife wants
to cook and fuss more than is necessary.

Consequently, Jell-O is one of the few articles that sell as well
in hot weather as at any other time.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

Frequency of Sailings

Every eleventh day a
Pickford & Black
steamer leaves Halifax
for Bermuda, St. Kitts,
Antigua, Barbados,
Trinidad and Demer-
ara; the round trip oc-
cupying thirty days.

For further particulars
apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

**All Good Things
are Imitated.**

MAPLEINE

(The flavor de Luxe)

Is not the exception.
Try the imitation your-
self and note the difference.
Order from your jobber, or
Fraderlok E. Robson Co.,
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Mason & Hickey, Winnipeg
The Crescent Mfg. Co.
SEATTLE. - W.N.



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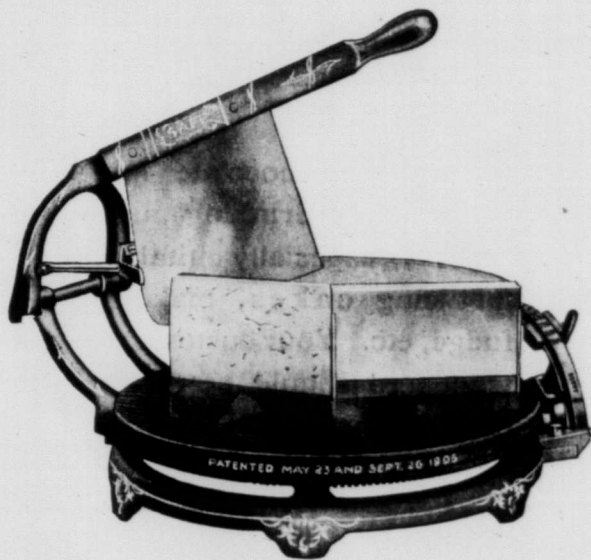


WRITE

Eureka Refrigerator

JAMES RUTLEDGE
Distributing Agent
Agents at Fort Wil

THIS FIXTURE PAYS FOR ITSELF



in the saving of overweights which occur **without it.**

It shows exactly how much will be received for a cheese. You should know this. **Never trust** to guess work.

The "SAFE" is the cutter which continues to cut **accurately.**

It is an investment. Not an expense. Pays for itself in a few months.

No overweights. No crumbs. No drying out.

Order one to-day and stop your loss on cheese.

If your Wholesale Grocer has none in stock, write us.

COMPUTING CHEESE CUTTER CO.

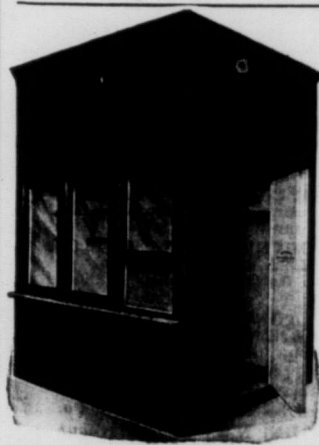
621-625 MAIN STREET,

ANDERSON, IND. U.S.A.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

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Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

THE LITSTER LINE

claims **your** business on the absolutely fair basis of **comparison.** Quality for quality we give more genuine quality and value than any similar line you have ever handled. "Litster's" means **purity** and **satisfaction** for your customers and **satisfactory** profits to you.

**Half-Minute Puddings,
Jellies,
Custards, Salad Dressings**

(All in powdered form)

Anything Litster's is Good

THE LITSTER PURE FOOD CO., LTD.
TORONTO

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell *McVITIE & PRICE'S Biscuits* you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO
 Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
 Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY, EDMONTON and LETHBRIDGE
 British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St. VANCOUVER

Condensed Milk Growing Popular



A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

St. George Evaporated Milk, 4 doz in case...\$3.50
 Princess Condensed Milk, 4 doz. in case...\$4.20
 Banner Condensed Milk, 4 doz. in case...\$5.00

Our lines will bring you new customers and quick returns.

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

J. Malcolm & Son, St. George, Ont.



is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

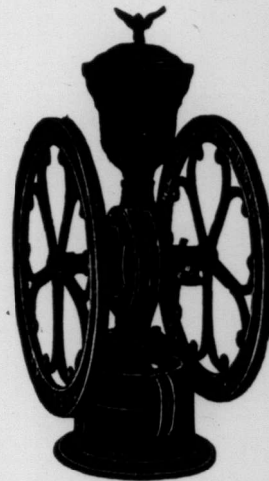
HALIFAX, NOVA SCOTIA

YOU ARE THE MAN WE WANT

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

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)
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HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
 CO.
 ELGIN ILL., U.S.A.

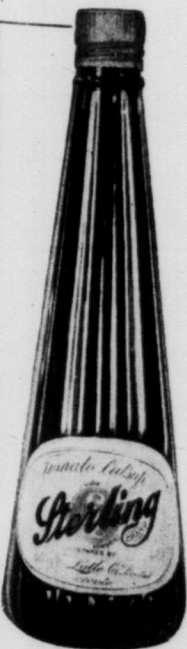
PATERS WORCESTER SAUCE

The most petizers, ne mendmentation who handle you have 1 you will fi Worcester ning item on

ROWAT

Glasgow,

Snowdon & Ebl Quebec, Ontario, Warren, Halifax, E. Jarvis & Co.,



PATERSON'S WORCESTERSHIRE SAUCE

The most piquant of appetizers, needs no recommendation to the grocer who handles the best. If you have not stocked it, you will find Paterson's Worcester Stock a winning item on your list.

ROWAT & CO.

Glasgow, - Scotland



CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

RAT CORN



**Kills Rats and Mice
No Odors or Smells. No Poison**

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

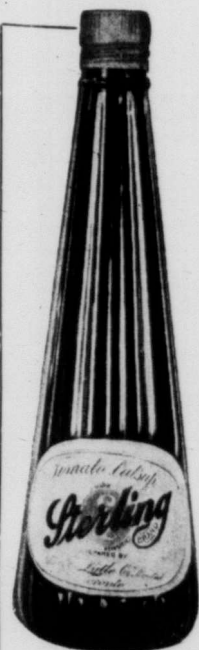
Retail Prices	Wholesale Prices		
	Doz.	Gross	
15c Can	\$1.20	\$14.40	One dozen in box for counter
25c Can	2.00	24.00	Display.
50c Can	4.00	48.00	Half dozen in box for Counter
1.00 Can	8.00	96.00	Display.

Window display with each order. Write for special prices in assorted gross lots.

Canadian Rat Corn Co., Limited
193 Adelaide St. W. TORONTO, ONT.



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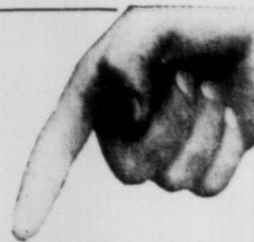


are just like the kind mother would have been able to make if she had known and used all the modern and scientific methods and machinery and the best quality of ingredients in making catsup. Your customers will not want "mother's" when you sell them Sterling Brand. So piquant and appetizing, the kind your customers will like, and it's the kind that makes a good business for the grocer

If you are at the Exhibition over the holiday (Labor Day) make your headquarters at our booth.

THE T. A. LYTLE CO., LTD.
STERLING ROAD - TORONTO

**No Sound
No Odor
No Danger**
with the



A well-made match, with a substantial stem and head. An excellent shelf stock which brings you good profits.

DOMINION MATCH CO., LIMITED
DESERONTO, ONTARIO

Or The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt, Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.



Trade Mark of Quality

PICKLING SEASON HERE

Now, is the time, Mr. Grocer, to have a full line of spices, chillies, peppers, etc., to supply your customers for the pickling season.

Our SWEETHEART BRAND SPICES are guaranteed to be absolutely pure. Cleaned by our new vacuum system, and free from dust and dirt, our PICKLING SPICE is a favorite with all.

IXL. SPICE & COFFEE MILLS, Limited, London, Ont.



Do You Want A Good Seller?

CHINESE STARCH

has proven itself a popular seller wherever introduced. The quality and quantity are the two big features that take so well with the housewife. Each package contains full 16 oz., while the Chinaman on the package is a guarantee of the quality. The profits are large.

Write for list of our products and prices.

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O. Lefebvre, Prop. OCEAN MILLS MONTREAL

SALT Rice's Table Salt is ALWAYS PURE

Give your customers a good article. Rice's Table Salt—the salt in the neat package—will increase your returns and bring you a steady trade.

Rice's Salt for table, dairy and general use is a good seller, and always reliable. Write us for prices.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY
ALL
JOBBER

1/4-lb. tins—
3 doz. in case

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.

'TIS SAID

that the housewife's work is never done, but any article that will lessen the labors of wash-day is a welcome guest in any household.

WONDERFUL SOAP

is unequalled for rapid and thorough cleansing of soiled clothes. Wonderful soap does not injure the finest fabrics—its good value is maintained until the cake is finished. We sell the good article and offer *no* premiums.

The Guelph Soap Company
GUELPH ONTARIO



King George's Navy

is worthy of your support right now for many sound business reasons. There are hundreds of men in your neighborhood whom you can "recruit" and "muster" around your store on Saturday evenings for their weekly Tobacco allowance.

KING GEORGE'S NAVY has nothing to do with the Canadian Navy, remember, but is the popular

CHEWING TOBACCO

packed by the firm which guarantees prompt delivery and quality all the time.

THAT FIRM IS
The Rock City Tobacco Co.

Quebec

Winnipeg

WRITE ABOUT

Maple Sugar

Chewing Tobacco

Master Mason

Smoking Tobacco

Rose Quesnel Smoking Tobacco

Tuckett's

Orinoco

Tobacco

NO BETTER
JUST
A LITTLE Milder
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton.

Ont.

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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.

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FRENCH PENSIONED OFFICER, WITH medals, energetic, has been in business for the last 6 years, requires representation of reliable articles yielding good profits. Write, with conditions, to Mourcois, 17 Bureau Restaurant, Prefecture, Marseille, France.

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PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

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COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

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WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

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FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

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MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price \$2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

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.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

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



Oakey's

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

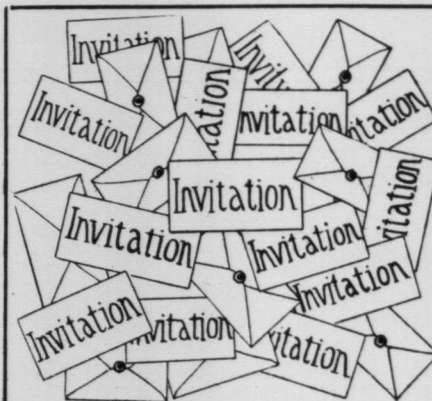
KNIFE POLISH

JOHN Oakey & Sons, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



INVITATIONS GALORE

have been issued to housewives from every part of the country to visit us at The National Exhibition and let us tell you that the thousands who have already come and seen

The Ermaline Cooking Bag

in use are tickled to death!

There are thousands of others yet to see us. The natural result of our demonstration will be

A Big Demand

Get Ready Now. Ask Your Wholesaler or Write Direct.

Edward Lloyd

LIMITED MONTREAL

Don't

If you are your store demands. Biscuits. the best tr Packed for to the near



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Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits*. They are *known* for quality, and carry the best trade with them.

Packed for export in air tight tins. Send an order to the nearest agent.



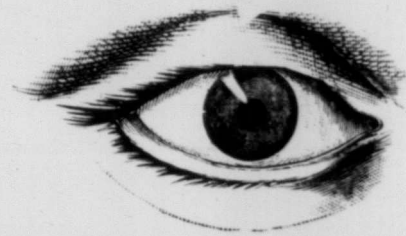
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T. A. MacNab
& Co.,
St. John's,
Newfound-
land

CARR & CO. CARLISLE ENGLAND



Keep Your Eye

on Jam this year. Prices of Old Country Jams have advanced, and may go higher. You will have a ready sale for a high class compound.

King (Compound) Jam

is the leader to-day. This is no idle boast. We can prove it, and the price is suitable both to you and consumer.

"Delicious" is what the trade says.

Let us send you a small pot for trial.

Labrecque & Pellerin

MONTREAL

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J. J. GILMOR & CO. - Winnipeg

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturer, Jobber and Retailer.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of \$2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

Sardines

Are a Healthy Food



By Special royal permission.

MEDICAL science tells us that the sardine supplies an excellent proportion of nitrogenous material, so it becomes a real and economical food. With

KING OSCAR BRAND SARDINES

on your shelves you have a sardine stock that will win and hold your best trade. The careful preservation in the cooked state in pure olive oil precludes contamination. Sell the best—"King Oscar." There's satisfaction to customers and good profit to you in the sale.

CANADIAN AGENTS

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

SPICELETS

The purest spices sell the surest—

SELL HUGMAN'S PURE SPICES

For a proper spicy pickle flavor—

SELL HUGMAN'S PURE SPICES

Pure vegetables and immitate spices disagree—

SELL HUGMAN'S PURE SPICES

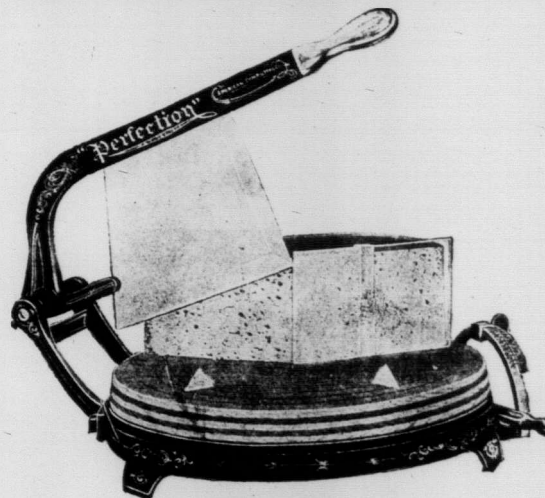


(Facsimile of package.)

HAND THE CUSTOMER HUGMAN'S SILVER PACKAGE
AND SHE GETS SPICES AS PURE AS GOLD.

A. W. Hugman, Limited
286-288 St. Paul St. - MONTREAL

How About Cheese Sales?



Made in Canada

Are there as many as you expect? Are you getting the profit you should? These are questions that should interest every grocer, and if we prove our claim that we can increase these sales and guard your profit you will be pleased you wrote us. Hundreds of grocers from all parts of Canada have benefited with our advice. Ask us for information that will enable you to sell more cheese and receive better profits from the sales. The safe way is the Perfection way.

AMERICAN COMPUTING CO.
OF CANADA, Limited
HAMILTON, - ONTARIO

Tea Hints for Retailers

By JOHN H. BLAKE

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :-

- The Tea Gardens of the World*
- Tea from Seed to Leaf*
- Tea from Leaf to Cup*
- The Tea Marts of the Orient*
- 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)

(24 full-page illustrations)

Sent to any address on receipt of \$2.00.

MacLean Publishing Company
(Technical Book Department)
143-149 University Ave., TORONTO

"By Their Works"

Every housewife must needs use a broom, and unless you stock a good trade your other business will suffer. Sell them a W. W. Co. broom and you are sure then of giving them satisfaction. By their works you will profit by getting the buyer's steady trade in all lines.

Walter Woods & Co.
HAMILTON and WINNIPEG

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Meats
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Wholesale

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customers
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Smoked Meats

will pay you better than any others you can handle, not only because there is more profit in them, but because they are superior in flavor, purity and cleanliness, and sell better. There is nothing but satisfaction in handling these fine quality Elgin Brand Smoked Meats. Push them.

Send for price list and post card book.

The St. Thomas Packing Co., LIMITED

Pork Packers and Provision Merchants. Dealers
in Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

There is a Demand for **BOVRIL!**

**YOU SHOULD KEEP
IT IN THE FRONT**

Goods that are not advertised are not asked for, but goods that have a demand already created through extensive advertising are a good buy. Bovril is in this class, and if you will push it you will find your customers know it and its value, consequently you make an easy sale. Let us supply free to you a set of handsome store and window cards, which will bring you immediate trade.

There is a good summer sale of Bovril. The great size of the Bovril concern is a clinching proof of the public patronage. Consider it—the Bovril estates cover 438,082 acres in the Argentine, and 9,261,400 acres in Australia.



BOVRIL
LIMITED
MONTREAL

BE PREPARED
FOR THE
HOME-COM-
ING OF YOUR
CUSTOMERS



They will arrive home to find their carpets and floors covered with dust, moths flying around and a musty disagreeable odor in the house. It is only natural that they should look to you to help them out.

Supply them with **SOCLEAN**

the dustless sweeping compound. It will uphold your recommendation, for the housewife will find that it takes up every particle of dust, brightens the carpets, kills the moths and leaves a clean, sweet odor after sweeping.

Order to-day from your wholesalers or direct and reap the splendid profits and repeat orders SOCLEAN will give you.

SOCLEAN LIMITED

"Originators of Dustless Sweeping"

TORONTO

J. J. GILMOR & CO., WINNIPEG,
Agents for Western Canada.

HEDLEY M. SUCKLING & CO.,
Agents for Montreal.

W. R. BARNARD & CO.,
Agents for Ottawa.

**Certainly You Are Working
To Make Your
Business a Success**

You can ease it a whole lot if you study your lines, and when you are satisfied that you have obtained the finest procurable, in VALUE and QUALITY, then push the sale of them.

If you are not already pushing L. & B. Banner Brand Jams and Jellies you should try them, because they are a Value and Quality line that assist the success of the business.

Packed only in 2, 5 and 7 lb. gold lacquered pails, and 30 lb. wooden pails.

Lindner & Benner

291 Arthur St., TORONTO

Phone Park 2985

WESTERN AGENTS:
Laing Bros., Wholesale
Grocers, Winnipeg, Man.



With
SELECTED VALENCIAS

Costing 8 Cents

THE WISE ONES

Are Getting In

Their Orders Now

MATHEWSON'S SONS

Montreal

"Le Soleil" PEAS "Le Soleil"

Our big shipment of canned peas of this famous brand is expected daily, and we will be ready to start delivery after September 1st.

Of this large lot we have but 1,570 cases assorted left unsold.

Orders are coming in daily, so if you do not wish to be disappointed, book your order immediately.

IMPORTED MUSHROOMS.

700 cs. assorted.

We need not say anything about the high quality. They are from France, the brand being **Lecourt**.

EXTRA CHOICE,
FIRST CHOICE,
CHOICE,
HOTEL.

Deliveries will be made after Sept. 1st.

WATERS FROM THE VICHY BASIN

Always in Stock.

LA ST. NICOLAS LA SANTAS
LA NEPTUNE LA CAPITALE

These are the purest of waters at Rock Bottom Prices. Order now.

LEMONADES FROM VICHY BASIN

The superior quality of

LA SAVOUREUSE & LA ST. NICOLAS
has created a universal demand.

JUST IN

A CARLOAD OF LAGER

From Miller, Milwaukee.

In bbls. of 120 half btl. \$12.50 bbl.
In cs. of 2 doz. 1.30 doz.

ALSO

1 carload of the famous Malt Extract
(Miller)

In bbls. of 8 doz. \$1.95 doz.
In cs. of 2 doz. 2.00 doz.

A post card now will save money surely.

WRITE, PHONE OR WIRE.

Laporte, Martin & Cie.

Limitee

Tel. M. 3766

568 St. Paul Street

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American Comp. Co.
Armsby, J. E.
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Auld Bros.

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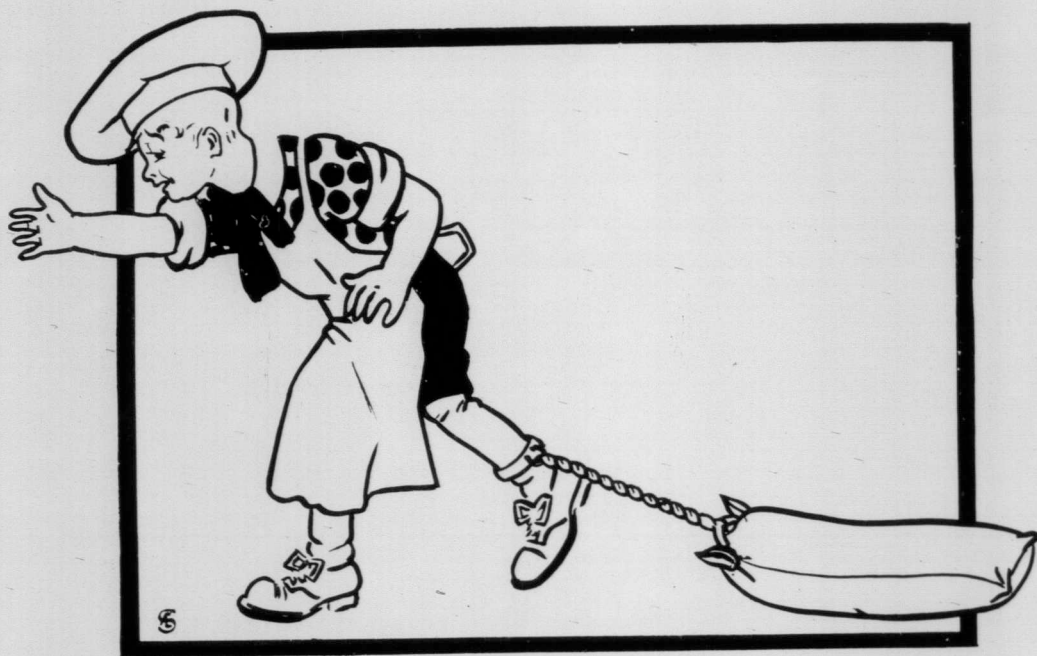
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